

## **SUN MICROSYSTEMS AND DATACRAFT JOIN FORCES TO DELIVER SOLUTIONS TO ASIA SOUTH MARKET**

*Partnership Signals Broadening of Reach Into Asian Markets With End-To-End Business Solutions*

**Singapore, 04 May 2005** – Sun Microsystems and Datacraft today announced that they have entered a Systems Integration partnership for the Asia South region. This regional partnership plans to create new systems solutions, incorporating technology and products from both companies that will be made available in Singapore, Malaysia, India, Thailand, the Philippines, Indonesia and Vietnam.

This strategic alliance will cover a broad range of areas between the two companies including joint systems integration business and development of joint solutions in areas such as data centre, storage & data management, enterprise web services, identity management, and desktop mobility.

Sun's Client Solutions Organisation (CSO) and Datacraft's Solutions Development Group (SDG) plan to develop three new joint solutions per quarter across the Asia South market. The first of this collaboration is the Master Storage Surveyor Service (MS3), a consulting service that optimises data center storage operations. Built on Sun StorEdge Enterprise Storage Manager Advanced Applications (ESM AA) solution, MS3 caters to data centers with multi-vendor SAN installations in multiple host environments. This service simplifies the management of traditional storage infrastructure such as monitoring, reporting, correlating and provisioning.

“With IDC predicting 12 percent annual growth rate for the Asia Pacific ex-Japan storage and data management services market through to 2009, we are confident that our partnership with Sun will enable us to better capitalise on the business opportunities in this marketplace,” said Bill Padfield, Chief Executive Officer, Datacraft. “Together, our “solutions factories” will leverage Sun’s award winning technologies and Datacraft’s systems integration expertise to develop differentiated solutions and services for our customers.”

“Sun truly believes in the power of partnering. Through Datacraft’s commitment to this partnership, both companies will deliver proven and reliable end-to-end solutions to address customers’ needs,” said Lionel Lim, Managing Director and Vice President, Sun Microsystems, Asia South. “Together with Datacraft, Sun further strengthens our offerings to the growing market in Asia South.”

### **About Sun’s Client Solutions Group**

Sun's CSO provides customers with highly-differentiated domain expertise and value-add solutions, adopting a seamless technical engagement from initial requirements gathering, through detailed design, to implementation and ongoing sustaining services. CSO incorporates six distinct solution practices namely: data center, storage & data management, desktop & mobility, identity management, enterprise web services and manageability.

### **About Datacraft’s Solutions Development Group**

Datacraft SDG creates and delivers innovative solutions which enable businesses to take control of their IT infrastructure and maximise return on IT investments. Incorporating best-of-breed technologies with Datacraft intellectual property, SDG is focused on six core solutions – data centre & storage; security; Customer Interactive; IP convergence; iBOSS business operating support systems and Microsoft solutions.

### **About Sun Microsystems**

Since its inception in 1982, a singular vision -- "The Network Is The Computer" -- has propelled Sun Microsystems, Inc. (Nasdaq: SUNW) to its position as a leading provider of industrial-strength hardware, software and services that make the Net work. Sun can be found in more than 100 countries and on the World Wide Web at <http://sun.com> or the Asia South website <http://sun.com.sg>.

### **About Datacraft**

*"Best Asian Systems Integrator" for fifth consecutive year - Telecom Asia*

Datacraft is the leading independent IT services and solutions company in Asia Pacific. The company helps clients plan, build and support their IT infrastructures. Datacraft combines an expertise in networking, security, operating environments, storage and contact centre technologies, with advanced skills in consulting, integration and managed services, to craft IT solutions for businesses.

A member of the Dimension Data Group, Datacraft is listed on the main board of the Singapore Exchange and is a component company of the Straits Times Index. Headquartered in Singapore, Datacraft spans more than 50 major offices and has over 1,200 employees across 13 Asia Pacific markets. More information can be found at [www.datacraft-asia.com](http://www.datacraft-asia.com).

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