

Two local businesses win South Australian Business Awards

24 July 2010 – A recruitment website that advertises vacancies for teachers and an IT services company specialising in online product development are among four businesses to win top honours in the 2010 Telstra South Australian Business Awards.

teachers.on.net. of Eastwood won the businessowner Micro-Business Award and Axios IT Pty Ltd of Wayville took out the MYOB Small Business Award last night at the 18th Telstra SA Business Awards.

Telstra Business Regional General Manager SA, Brian Hillier said that the success of teachers.on.net and Axios IT was not only a great recognition of the two companies' achievements, solid business strategies and potential to continue their current growth, but also a positive advertisement for the Adelaide small and medium business community.

"Both companies should feel extremely proud of their success because all 14 finalists in the Telstra SA Business Awards are great businesses that deserve the highest accolades," he said.

teachers.on.net was a pioneer in internet based recruitment of teachers for Australian schools when launched in 1999. It has grown to be a business partner of the Australian Secondary Principals Association and provides advertising for 26 independent school groups, religious education offices and government departments across Australia.

In 2009, about 3700 schools used teachers.on.net's low-cost alternative to print advertising with the monthly total of job vacancies advertised site topping 1000 in October. The business launched innovative products that enhance online services for senior teachers and cut administration for education offices by automatically updating the employment sections of their websites.

Axios IT was established in 2002 by childhood friends Jason Goodridge and Daniel Krause and added a third partner Scott Ayton in 2005. The business seeks to make information technology a revenue generator for its clients – specialising in developing customised business systems and product development projects that integrate web-based and back-of-house businesses.

Axios IT has sustained annual growth of between 40 and 100 per cent as it assisted clients to achieve gains in quality or efficiency, reduce costs, improve customer outcomes and create new revenue streams. Partnerships with major clients have resulted in bringing products to market such as financial systems, training platforms, online dating sites and a fitness assessment system.

Mr Hillier said: "TBA judges said that teachers.on.net has a strong relationship with their school customers and is a focused business with clear strategies and well-documented policies and procedures. It has robust marketing and tracking methodologies, a strong staff and team culture and strong financials with opportunities identified for growth.

"Axios IT was described by judges as a business with a clear vision, strong governance for its size, sound demonstrated ethics and very strong financials. Its directors lead by example, have skills sets that complement each other well and are committed to building a culture that provides ongoing development opportunities for staff."

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Reference: 254/2010

MYOB CEO Tim Reed praised Axios IT for its achievement in winning the MYOB Small Business Award, adding: "Axios IT has demonstrated the sound business practices, strong leadership and client focus that made their business the success it is today.

"In fact they demonstrate the spirit and passion of the South Australian business community. And this is wonderful recognition for not only their business, their team and their family, but also for the hard work they have put in to running their business.

"At MYOB we're for those who dreamed of running their own business and were bold enough to go out on a limb and do it. We've been inspired by the passion, drive and determination of all business owners, including Axios IT and the contribution they make to our communities." Mr Reed said.

The full list of **2010 Telstra Western Australian Business Awards winners** is:

- businessowner Micro-Business Award – **teachers.on.net**.
- MYOB Small Business Award – **Axios IT Pty Ltd**.
- Panasonic Australia Medium Business Award – **Kelly Engineering**, a family-owned manufacturer and exporter of custom-made agricultural machinery that evolved from a hobby repairing machines in a farm workshop. The Booleroo Centre business develops products used in tillage, stubble munching, weed control, soil leveling and pasture seeding that aim to contribute to sustainable agriculture.
- AMP Innovation Award – **Neutrog Australia Pty Ltd**, of Kanmantoo, an organic fertiliser manufacturer that developed products which led to export markets in Asia and licensed operations in South Africa and Ireland. Using an innovative community-based marketing model, Neutrog gets its product endorsed by garden societies that in turn share in the royalties. Neutrog has educated thousands of people on the benefits of organic products.
- Sensis Social Responsibility Award – **Neutrog Australia Pty Ltd**.
- Telstra South Australian Business of the Year – **Kelly Engineering**.

Mr Hillier said Telstra was proud to be a key partner of small and medium businesses by providing voice and data communications services and solutions that contribute to their success.

"Our 18-year commitment to the Telstra Business Awards builds on that partnership by celebrating the business achievements of SA's finest small and medium enterprises," Mr Hillier said.

The winners of the South Australian Awards now will be judged against the category winners from other states and territories in the lead up to the national Telstra Business Awards to be announced in Sydney on August 20.

Winners of the 2010 Telstra Business Awards receive a share of \$400,000 in cash and prizes and become part of an exclusive national business alumni.

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