

Client: Data Electronics
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Smart Telecom signs €2.5m deal

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Residential and business fixed-line telecommunications company, Smart Telecom, has signed a €2.5 million contract with Data Electronics.

Under the deal, Data Electronics will host Smart's voice and data systems at its data centre in Kilcarbery Park, Dublin.

Smart said yesterday that the move would allow it to grow its own infrastructure and capacity at half the cost of developing an in-house centre. Data Electronics chief executive, Maurice Mortell, said the company was pleased to add Smart to its list of customers.

"The contract is a significant win for us and reinforces our position as a leading provider of serv-

ices to the telecommunications industry," he said.

Data Electronics is the longest established provider of outsourced telecommunications and information technology services in the State.

Smart is the country's third largest telecoms player, with 330 workers. The company recently launched a broadband service and also operates 3,000 pay-phones.

The company was in the news last week when a partnership that included it, Virgin Mobile and a group of private investors pulled out of the auction to buy Meteor, the Republic's smallest mobile operator. However, the group said it would continue to look for commercial opportunities here.

FLEISHMAN-HILLARD

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Smart links with Data Electronics

SMART Telecom has awarded a €2.5m co-location contract to Data Electronics, a leading provider of outsourced IT & telecommunications solutions.

Data Electronics will now host the majority of Smart's national voice and data infrastructure at its data centre in Dublin.

Selecting Data Electronics as its main data centre, Smart Telecom can grow its physical infrastructure and capacity on demand with the highest availability of service at half the cost of an in-house centre.

The parties said yesterday that this "will enable Smart Telecom to compete more strongly in the market passing on such savings to its own customer base."

Oisín Fanning, chief executive of Smart Telecom, commented: "This is a very significant deal between Smart Telecom and the Data Electronics Group."

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Smart contract for Data Electronics

Dublin: IT outsourcing company Data Electronics has won a €2.5 million contract from phone and broadband provider Smart Telecom to host over half of Smart's national voice and data infrastructure.

The deal will increase Smart's physical infrastructure at half the cost of doing so using an in-house solution.