

CommsWire

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Editor: Stan Beer

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CISCO, VICTORIA UNI TEAM FOR CYBERSECURITY



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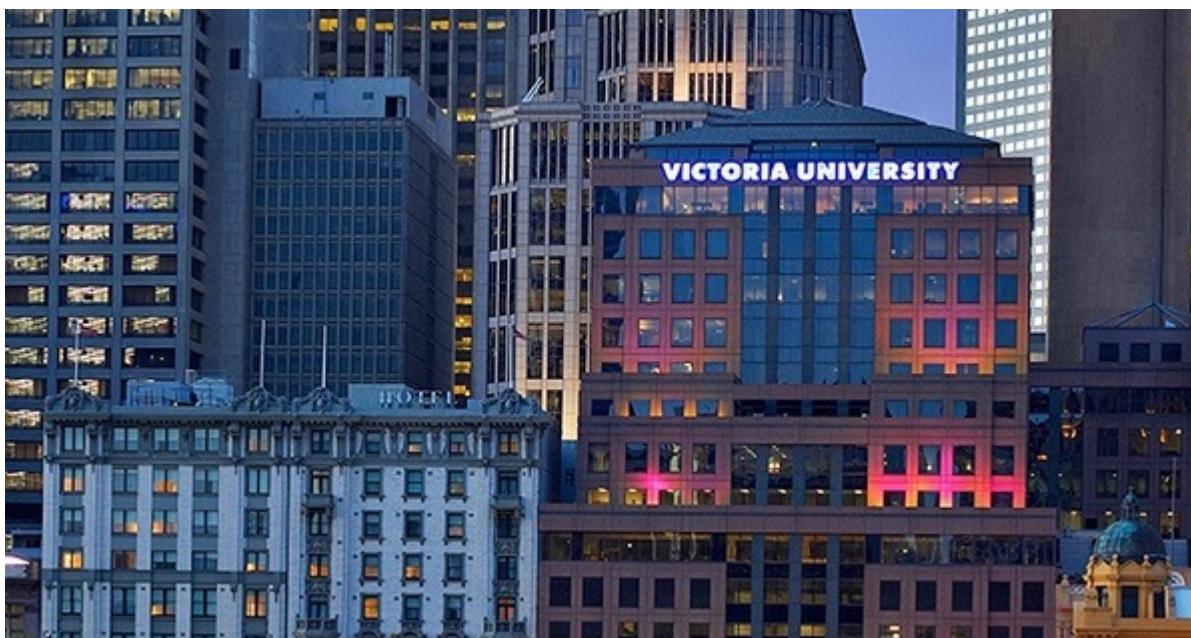
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CISCO, VICTORIA UNI PARTNER ON SECURITY SKILLS TRAINING

Victoria University is partnering with networking vendor Cisco to open a cybersecurity training centre in Melbourne's West to meet an increasing demand for workers in one of Australia's fastest growing and under serviced industries.

The jointly funded centre is aimed at tackling the gap in Australia's cybersecurity workforce which requires thousands of employees, with more than 18,000 additional workers required by 2026, according to the Australian Cyber Security Growth Network's sector competitiveness plan.



Victoria University (VU) says the lack of trained staff has the potential to cost the nation approximately \$400 million in lost revenue and wages.

The new training centre is to be located at the VU St Albans Campus, with the university saying that the partnership between industry and education has created a centre that offers up to date training and skills development for students to join a profession that is increasingly critical to a range of industries including finance, healthcare, law, retail, education, defence and government.

Courses are co-designed by cybersecurity professionals, including Cisco's Networking Academy to deliver practical insights and learning modules relevant to industry today.

The Centre will prepare students to meet the demand for talent in the cybersecurity pipeline through skill development, with technology that is at the forefront of this digital future.

And students have the chance to gain the knowledge, skills and experience, with a flexible, accessible and progressive programs that provide a skill level of cybersecurity awareness required for the workforce.

Courses on offer also support career progression and insights for those looking to work outside cybersecurity, with the centre providing Melbourne's West with an opportunity to take up a career in a booming industry - and supporting the West by offering opportunities to gain the best in class digital skills.

The Centre boasts a Cyber Security Operations Centre (SOC) with a simulated working environment containing red 'attack' and blue 'defend' rooms so students can take on real-time roles as data hackers or cyber-savvy protectors to acquire genuine workplace skills in this sector.

The space also offers two immersive computer labs, and a videoconferencing classroom, connecting students and industry virtually.

The centre will be used by many students at Victoria University including those enrolled in the current Free TAFE Course, the Certificate IV in Cybersecurity. To ensure students are job-ready on graduation, they will use leading industry training platforms.

Students will also have opportunities to connect with industry experts, in addition to an industry driven curriculum through Cisco's Networking Academy program.

Victoria University Deputy Vice-Chancellor (Vocational Education and Pathways), Grant Dreher, believes that the career opportunities offered by the new centre, will support school graduates as well as career changers in Melbourne's West, as the region progressively moves from a manufacturing base into a sophisticated knowledge economy.

"We are enormously proud to partner with Cisco to help address a workforce shortage in an industry with a vast future demand for trained professionals.

"The rapid evolution of cybercrimes around the world shows that cybersecurity is not just an Australian problem, it's a global problem for companies to tackle, using a high quality workforce with the right skills and training."

Cisco Australia and New Zealand's Vice President, Ken Boal, says the centre will help to support Australia's digital transformation.

"We are excited by the prospects of the Cybersecurity Training Centre, to support the skills of the emerging workforce, help create jobs, and enhance Australia's global economic competitiveness.

"Partnering with academia to accelerate growth in the cybersecurity industry will create more opportunities for Australia to grow and prosper in the digital era."

"The Centre offers a great opportunity for the next wave of cybersecurity experts, and working with academia we're providing a very real pathway for anyone to be part of that," Boal said.

Peter Dinham

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OVER THE WIRE BOOSTS 2019 FULL YEAR REVENUE TO \$79.6M

ASX-listed telecommunications, cloud and IT solutions provider Over the Wire has lifted total revenue by 49% to \$79.6 million for the 2019 full year.

Releasing its FY19 annual results on Monday, [Over the Wire](#) also reported EBITDA increased by 64% for the 12 months to \$20.1 million.

Noting “another positive result” for FY19, Over the Wire managing director Michael Omeros said, “we remain focused on delivering organic growth through geographic expansion and market penetration, complemented by quality acquisitions”.

“Industry tailwinds in SD-WAN, Hosted Voice and Cyber Security provide a positive outlook for future growth and Over the Wire is well positioned to take advantage.

“We are excited by the potential opportunities for growth and remain committed to delivering on our strategy.”

Omeros said the result demonstrated demand from customers across all four product lines including Change Data Networks, Voice Cloud/Managed Services and Co-location.

And the Over the Wire Group says it continues to build on its geographic expansion strategy, with strong growth achieved across all states, with an office presence, both organically and through acquisition.

On its business outlook, Over the Wire says its business performance is tracking well against its strategy and the company continues to generate positive operational cash flow and maintain a strong balance sheet.

“We remain well positioned to continue to deliver organic growth and pursue further accretive acquisitions. The company remains confident that it will achieve strong growth in FY20 and continue to deliver sustainable profit growth for shareholders.”

FY19 highlights from Over the Wire:

- Total Revenue up 49% to \$79.6m
- EBITDA up 64% to \$20.1m
- NPATA up 91% to \$13.1m
- NPAT up 83% to \$10.1m
- Acquisition of Access Digital Networks completed
- Acquisition of Comlinx completed
- Final dividend of 2.00cps declared (full year dividend of 3.25 cps)
- EPS up 64% to 20.7 cps

Peter Dinham



John de Ridder

Telecommunications Economist

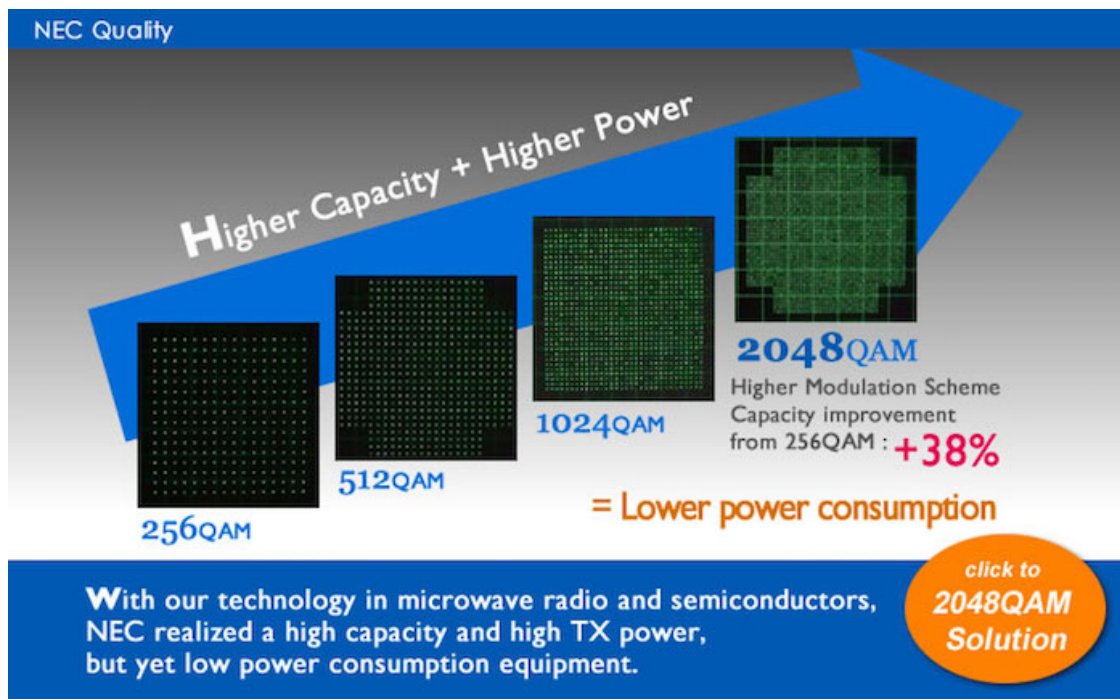
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NEC SECURES \$15 MILLION MICROWAVE RADIO CONTRACT

ICT services company NEC Australia has secured a \$15 million deal to supply iPasolink Microwave radio equipment and professional services for one of the largest T1 mobile operators in Australia.

Under the three-year contract – with an estimated value of \$15 million - with the unnamed mobile operator, NEC will supply and deploy over 650 iPASOLINK Microwave links and UNMS system to support 4G+ network expansions and 5G deployments in metro and regional areas.



NEC says its solution will enable faster 5G network roll out and more reliable mobile telecommunications services to the public, with the network also providing a range of benefits to enterprises such as enhancing agile working and customer engagement, and facilitating emerging technologies for greater efficiency.

The iPASOLINK VR and EX-A range is NEC's next generation carrier grade radio equipment with fibre-like capacity supporting key features such as sub-band Free High Power ODUs, Netconf, H-QoS, AES encryption, 1588v.2 synchronisation, dual 10Gbps SFP+ interfaces, dual power feed, and dual band antenna options - all key features in next generation network architectures.

"This major win reconfirms NEC's expertise and leadership in the microwave radio space," said Krisztian Som, Head of Critical Infrastructure at NEC Australia.

"Our ongoing investment in product development and market leading solutions enables operational cost reduction and deliver fibre like capacity over Microwave for 5G networks."

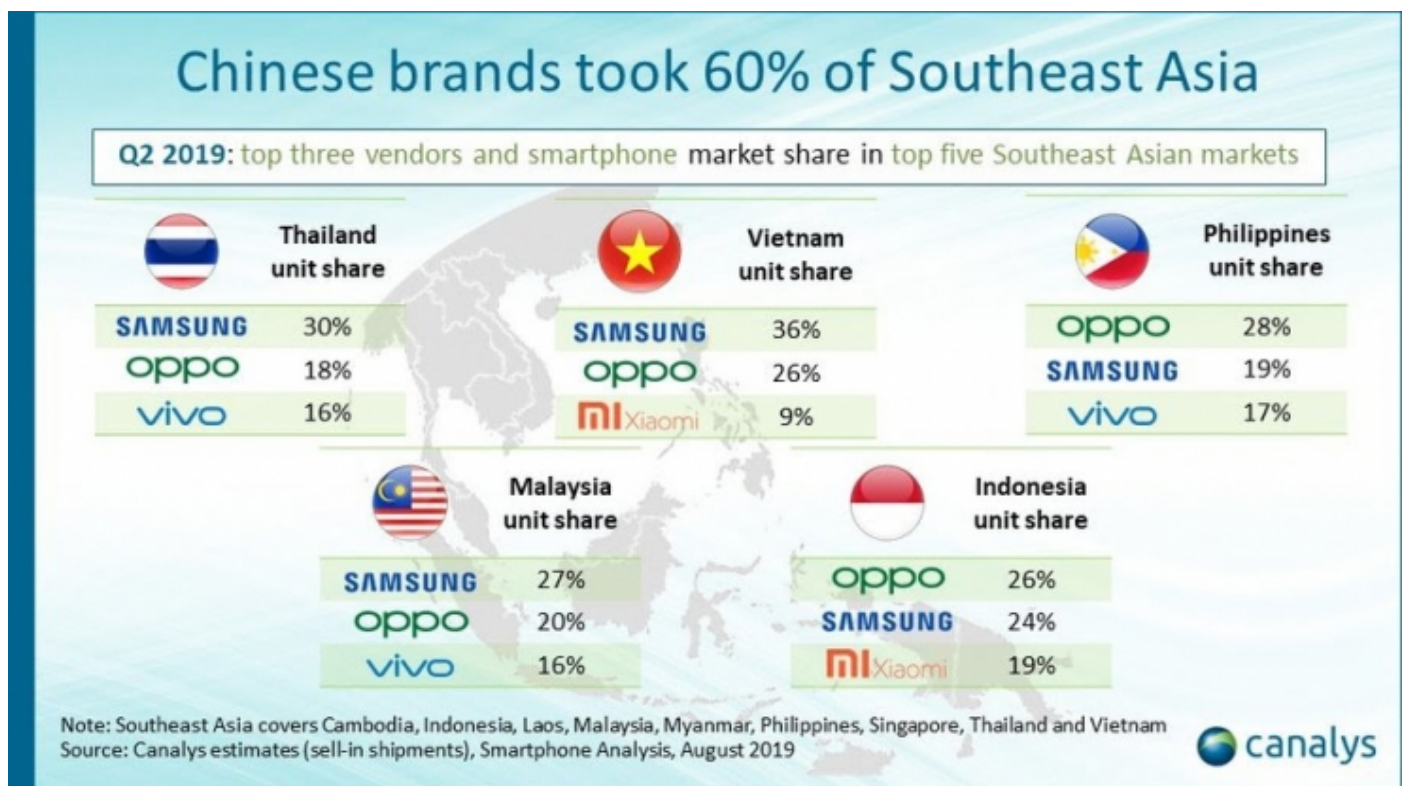
Peter Dinham

CHINESE BRANDS DRIVE GROWTH IN SEA SMARTPHONES

The Southeast Asian smartphone market grew modestly in Q2 2019 – and by 2% year on year - with 30.7 million units shipped during the quarter, reversing several quarters of decline, according to a new analyst report.

And Chinese brands - mostly Oppo, Vivo, Xiaomi, Realme and Huawei - shipped a total of 19.0 million units in Q2, to take a 62% share in the region, a big jump from 50% in the same quarter last year.

The report from analyst firm Canalys, says that Southeast Asia did better in the smartphone market than other parts of Asia, and Greater China, which recorded a year-on-year decline in shipments.



And Korean smartphone maker Samsung shipped 7.7 million units, returning to growth of 5%, after three quarters of decline.

Oppo was close behind, shipping 7.3 million units to record its best-ever quarter's performance with 49% year-on-year growth.

Vivo remained third - shipping 4.1 million smartphones - while Xiaomi displaced Huawei to take fourth place, shipping 1.6 million smartphones, having only been in Southeast Asia for three quarters.

"Southeast Asia is popular for new brands, as the chances of success are higher than in other parts of the world," said Canalys Analyst Matthew Xie.

“With 75% of shipments consisting of sub-US\$200 models, the market here is focused on mid-to-low-end smartphones, a segment where brand loyalty is low.

“Given the vast population, development of online and logistical infrastructure, and increasing local production capability, vendors are investing heavily to secure business resources and consumer awareness.”

Canalys says that, given the myriad brand choices and ample supply of devices, most markets in Southeast Asia recorded sequential increases in Q2 – and also helped by “aggressive promotions from the top vendors to take advantage of a weakened Huawei”.

“While people are likely to buy even more phones during the rest of the year, thanks to a range of festive promotions, vendors will face an uncertain time as Samsung threatens to erode their market shares with its new devices.

“Samsung is fighting back in Southeast Asia, where its leadership position has been challenged by Oppo, Vivo and Xiaomi,” added Xie.

“Samsung chose Thailand to host the global launch event for its latest A series, to show the strategic importance of Southeast Asia.

“It committed major marketing funds to ensure a rapid roll-out of the A10, A20 and A50 to cover a wider range of prices and take on key products from its biggest competitors.

“The online-focused M series is Samsung’s key weapon to win back share in online retail. It did well in volume terms this quarter, so the strategy is working and will cause major headaches for the other online players,” concluded Xie.

According to Canalys research analyst Shengtao Jin - based in Singapore - “Oppo is moving aggressively to overtake Samsung as the leader in Southeast Asia.”

“Spinning off the Realme operation last year has allowed the brand to expand aggressively in many markets. At the same time, Oppo is testing its K series with exclusive online partners,” Jin says.

“Together, Oppo and Realme have already exceeded Samsung’s shipments in this region. But, given Oppo’s top-selling devices remain its A5s and A3s, it is still facing challenges when trying to position itself as a high-end alternative to Samsung.

“The launch of the Reno series in June, plus its significant marketing spend, will be vital for Oppo’s attempt to break into the premium market, but it is still too early to see results.”

Peter Dinham

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