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## **MEDIA RELEASE**

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### **SMS Management & Technology (SMS) acquires Canberra based consultancy Total Learn**

SMS Management & Technology (SMS) today announced the acquisition of Total Learn, a leading provider of operational learning and change management services. Total Learn will add \$5m in revenue plus 27 permanent staff to the SMS business.

Total Learn delivers across many types of operational change including; business-critical applications, ERP implementations (including SAP, Oracle, Finance One and Aurion), government compliance initiatives and large scale blended learning environments.

Key benefits of the acquisition include:

- Strategic services to our existing clients
- Established government and enterprise contracts
- Key panel memberships
- Solid market reputation established over 10 years

SMS CEO Tom Stianos said, 'The acquisition of Total Learn is a further step in the realisation of our five year strategic plan. Not only does the acquisition grow our team in Canberra, Total Learn's services are another important element in enabling SMS's to deliver comprehensive end-to-end solutions.' Mr Stianos went on to say that he was pleased to welcome Total Learn owner and CEO Paul O'Dwyer to the executive team and was impressed with the positive commentary received from Total Learn clients. 'They have excellent capabilities to assist clients in transitioning people and processes following implementations of major software applications and other business change activities.'

Commenting on the acquisition, Paul O'Dwyer said, 'We are very excited about joining SMS Management & Technology. The strong Delivery Excellence culture exhibited by SMS aligns well with Total Learn's operational excellence ethos. As part of SMS, we are now able to deliver to our clients a holistic solution that tackles all aspects of a business transformation process, resulting in the effective enablement of an organisation's change through its people.'

Paul O'Dwyer will head up SMS's operational learning and change management services to further develop and grow the acquired capability. Paul will report to SMS Consulting ACT Regional Director, Melanie Kontze, but will have a national mandate to extend Total Learn's services in all locations serviced by SMS.

The business will be integrated over the next 3 months and will be Earnings Per Share (EPS) accretive from January 2008.



**About SMS**

SMS Management & Technology (SMS) [ASX:SMX] is a leading Australian consulting, technology services and enterprise solutions company employing over 1,300 professionals. Established in 1986, SMS is best known for delivery excellence. SMS helps its clients improve their business performance through the implementation of strategy and the delivery of business and technology projects. Industry expertise spans the financial services, ICT, government, defence, health, utilities, mining, gaming and infrastructure sectors.

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