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Press Release

# Cisco Wi-Fi Becomes Available To Tenants As Part Of Their Commercial Lease

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SYDNEY - June 2, 2003 - Cisco Systems, Inc has supplied networking equipment for the world's first commercial office with in-built wireless data communications. The Cisco<sup>®</sup> Wireless Fidelity (Wi-Fi) technology will be deployed by leading property services firm, Colliers International, at 332 Kent Street, Sydney.

Colliers has teamed up with Cisco, Intel and systems integrator Logical Australia, to provide Wi-Fi in the entire four storey building at 332 Kent St. The heritage building is undergoing refurbishment and will be open for tenants in October 2003.

Traditionally, tenants taking commercial leases are required to design, deploy and maintain data networking services. Under the "Business-Class Wireless Networks" model developed by Colliers and Cisco, high-speed, wireless data facilities and support will be available to tenants as part of their lease - in the same way that they use other vital utilities, such as water, electricity and heating. This provision will enable tenants to reduce costs, time and resources normally associated with planning, installing and maintaining their data service.

The network deployed at 332 Kent St is based on a combination of Cisco Catalyst (R) 950 and 3550 Series switches and Cisco 1200 Series Aironet<sup>®</sup> access points. The Cisco Aironet 1200 Series Access Point supports the 11 Mbps data rate, ratified in 802.11b standard by the Institute of Electrical and Electronic Engineers (IEEE). The 1200 Series can be upgraded to support 54mbps data in the 802.11a standard.

This provision of Wi-Fi at 332 Kent St will allow tenants to take advantage of the inherent productivity benefits of wireless local area networking (WLAN). According to a study of WLAN by NOP World and Cisco, the use of WLAN technologies can increase workforce

productivity by up to 22 percent. IDC has forecast the Wi-Fi market in Asia Pacific to grow from US\$81 million in 2001 to almost US\$680 million by 2006.

Internet security at the site will be provisioned by the deployment of virtual LANS. The provision of VLANs over wireless enables each tenant in the building to specify their security policies independent of the other tenants or visiting users. Security is further enhanced by the deployment of industry leading security protocols such as Cisco Lightweight Extensible Access Protocol (LEAP).

Cisco Australia and New Zealand director, Channels and Commercial, Kip Cole said; "This development means Wi-Fi technology is now available to tenants in the same way as traditional utilities, such as water, air-conditioning or power. It is the next logical market for Wi-Fi."

Colliers International National Executive Director, Chris Nicholl said; "Colliers sees this as a groundbreaking opportunity to deliver better building technology to all stakeholders. 332 Kent Street will offer tenants advantages unique to wireless networks, such as lower cost deployment, greater flexibility and the ability to establish a network where wiring is not feasible, for example in a heritage building re-development."

Sean Casey, manager, Intel Communications Group Australia and New Zealand said; "Intel is working with many leading companies to accelerate the deployment of 802.11 wireless communication capabilities in both private and public places. This style of deployment will allow users of wirelessly enabled PDAs and Intel® Centrino™ mobile technology-based laptops to make the most productive use of the network and their time."

Logical managing director, Stuart Hendry said; "The flexibility of a wireless solution is at the cutting-edge of the 'new' work environment. The skill that Logical brings to the table is making it all work".

## About Colliers International

Colliers International is a global partnership of more than 40 Commercial real estate firms. Colliers International - Australia is owned by the Colliers Macaulay Nicolls (CMN) Group of Companies, the largest member of Colliers International Property Consultants. CIPC's 6,600 professionals span the world in more than 234 offices in 51 countries. On a worldwide basis, Colliers manages 442 million square feet, and has revenue of \$US800 million.



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