

However, despite the company's fanfare in launching the service, CEO **Sol Trujillo** told yesterday's press teleconference demand for the service is not yet there. He hopes to have a better idea of demand when Telstra completes a review in October.

The 3GSM customers will be able to access video services in Brisbane, the Gold Coast, Sydney, Melbourne, Adelaide, Perth and Canberra.

They will have a choice of four new handsets and two new capped plans. Customers who buy a 3G handset on a repayment option can take up a \$49 or \$79 cap plan with a \$5 per month Mobile Surf and Email Pack and get up to \$250 or \$550 worth of standard voice calls, as well as MessageBank, and text messages. Both capped plans offer a two-month introductory free video call offer.

WebCentral doubles profit

SYDNEY — Listed Australian Web hosting company **WebCentral** posted a 219 percent increase in net profit after tax to \$5 million and a 336 percent leap in revenue to \$58.4 million in the 2004-05 financial year.

The group says the result reflects its full ownership of WebCentral and underlying revenue growth of 16 percent. "The first full financial year after the WebCentral acquisition has seen us ... successfully evolve into a much stronger, more scalable company," said CEO **Andrew Spicer**.

WebCentral shares closed up 10c, or 7 percent, at \$1.55 on the ASX yesterday.

3Com helps extend VoIP

SYDNEY — **3Com Corporation** has launched a new set of voice over Internet Protocol (VoIP) applications for large enterprises said to enable remote users to gain secure access to a converged communication network.

By deploying the new 3Com IP Telecommuting module, enterprises are able to increase employee productivity, reduce telecom costs and build stronger customer interactions, even if employees are working from home, on the road, or from a small branch office, 3Com claims.

People, people

● **Onyx** has named **John Ward** as managing director for its operations in Australia, replacing **Leonie Tulk**, who has retired to a sea-change lifestyle on the NSW north coast. Ward will be based in Sydney.

● **Dexterra** has appointed **Drew Mitchell** as veep, Asia Pacific, based in Sydney. It is not clear if this is the same Drew Mitchell who has starred for Australia in the Wallabies' Rugby backline in recent months, but — given that he is said to have worked with some of the IT industry's biggest names over the past 28 years — we doubt it.

Alphawest inks email deal

SYDNEY — **Alphawest Services** has signed an agreement with **Sun Microsystems** and **AXS-One** to provide

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customers with an e-mail archiving service to meet the needs of compliance and regulatory requirements.

Management of information contained in e-mails and instant messaging has become a major challenge for large organisations, which need to protect and manage all company information including emails and their attachments, the companies say.

Black market mobiles hit China

BEIJING — Already beset by an industry-wide downturn in the domestic sector, China's mobile handset vendors also are facing a growing threat from a flourishing black market for mobile phones, analysts say.

While some foreign companies such as **Nokia** and **Motorola** are partially insulated from the full effect of this illegal trade, Chinese vendors struggling from increased competition will have to contend with a growing illegal market for the foreseeable future, they said.

Ted Dean of telecom consultancy **BDA** puts the black market for mobile phones to be anywhere from 15 to 20 million handsets per year.

In comparison, mobile phone subscribers have been increasing by up to 60 million a year.

Dean's figures includes brand-name phones smuggled into China and unlicensed "clone" phones manufactured either inside or outside of China with cheap components.

Internet gets a .eu' rush

BRUSSELS — With the launch of ".eu" Internet domain names just weeks away, European companies are in a rush to register names and ensure that prestigious brands can figure on their Web address.

According to the **European Commission**, companies will be able to register their names of choice by early December and become part of "a real European identity in cyberspace."

Pascal Muche of **Proximedia**, with around 8500 clients in Belgium using the ".be" suffix, estimated that almost 25 percent of them would switch to ".eu".

Companies and public institutions will have a two-month "sunrise" period in which to register their names.