

04/07/2016

Manager of Company Announcements
ASX Limited
Exchange Centre
20 Bridge Street
Sydney NSW 2000

DICKER DATA BRINGS SHORETEL HOSTED VOICE TO AUSTRALIAN CLOUD MARKET

Enables All Existing Reseller Partners to Sell Voice Solutions

The Board of Directors of Dicker Data Limited (ASX: DDR) are pleased to announce our appointment as the exclusive Australian distributor of ShoreTel's Hosted Voice product. The extension of Dicker Data's agreement with ShoreTel is effective Monday, 4th July 2016.

The ShoreTel Hosted Voice product enables resellers of any size, scale and expertise to sell voice solutions to their end-users. Traditionally a restricted and highly technical segment of the market, voice has remained an area that only highly-specialised resellers have had the capability to sell and deliver into. ShoreTel Hosted Voice removes all of the traditional barriers by enabling the reseller partners to sell the solution and have ShoreTel deliver it. The cloud-based program provides a fixed monthly base fee for the service with usage rates billed on top.

David Dicker, Chairman & CEO, Dicker Data Limited said "We're pleased to be working with ShoreTel to bring this product to the Australian market. We're confident that this will be a strong fit with the tier-two partner base who have the market but not the expertise to deliver a voice solution."

Jamie Romanin, Managing Director, ShoreTel Australia Pty Ltd said, "Working with Dicker Data as our exclusive Cloud Services Distributor in Australia opens up a new channel to market for our cloud communications offer, ShoreTel Hosted Voice. Dicker Data's entire base of national resellers now have the opportunity to sell this complete as-a-service communications solution and capitalise on the growing demand for cloud communications in country."

For and on behalf of the Board,



David Dicker
Chairman & CEO

About Dicker Data Limited

Dicker Data Limited was listed on the Australian Stock Exchange on January 24, 2011. Since its listing, the company has achieved record trading results. The Company is Australia's largest and longest established Australian owned distributor of information technology products. Its vendors include Hewlett-Packard, Cisco, Microsoft, Lenovo, Symantec, RSA, Toshiba, Samsung, ASUS and other major brands. The Company's clients include over 5,000 value added resellers. For more information, [click here](#).