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L7 grabs a slice of Western Power's infrastructure pie

One of the world's fastest growing managed services provider further builds on its relationship with one of its most important customers

Matthew Sainsbury (ARN) | 17 February, 2010 13:59 | [Comments](#)

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L7 Solutions claims its new \$5 million contract with Western Power Corporation through ASG is just another step forward in its dramatic growth.

The five-year engagement will see L7 deliver a range of services including network and VoIP managed infrastructure services, and has provisions for another two one-year extensions. It forms part of Perth-based Western Power's infrastructure overhaul, which saw it appoint [ASG a \\$35m contract](#) last week as a datacentre and infrastructure provider.

Western Power is one of the most significant clients for L7. Other recent wins with the utility company include supporting a Cisco enterprise telephony rollout, and an enterprise storage rollout contract, which was won around 12 months ago.

L7 Solutions CEO, Matt Sullivan, said it was actively looking for ways to further expand the relationship with Western Power as a strategic customer.

"Business has been going very well for us," he said. "We're got some other big deals that we'll be announcing in the coming weeks, and we were recently ranked the 27th fastest growing managed services providers in the world by MSP Mentor."

That growth looks set to continue through the year, Sullivan said, as opportunities around cloud computing start to be properly realised.

"Among some of our other clients, cloud computing, which has been talked around often in the past, is really starting to appear on roadmaps and projects are being undertaken," Sullivan said.

More about: [ASG](#), [Cisco](#), [etwork](#), [Mentor](#)

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- [ASG brings on new datacentre and \\$35 million deal](#)

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