



22 February 2013

Ms Sonya Fladun

Dear Ms Fladun

SUBMISSION ON INQUIRY INTO IT PRICING

Thank you for the opportunity for Connecting Up to make a submission on the inquiry into the pricing of IT hardware and software in Australia.

Connecting Up is a not-for-profit organisation that has been operating in Australia for over thirty years with the core purpose of building the capacity of the not-for-profit sector.

For the past seven years, we have been working to support not-for-profit organisations by reducing their IT costs, providing educational material and practical workshops and events.

Impact on IT cost reduction

Our partnerships with key product providers means that not-for-profits can use industry-standard software and hardware at a greatly reduced cost (up to 96%). This allows them to divert IT funds to other parts of their organisation and to work more effectively.

Donations program

Connecting Up is the sole provider of access to product donations to the not-for-profit sector in Australia. Working in partnership with corporate organisations such as Microsoft, Adobe and Symantec, we facilitate the donation process to ensure not-for-profits receive the maximum benefit available.

The facilitation process incurs a small administrative fee for not-for-profits (between 4-7% of recommended retail pricing) in order to keep the program sustainable.

Discount program

Discounted products are sourced through existing Chartist Licensing schemes or through direct negotiations with technology vendors. Through the discount program, not-for-profits can save up to 50% off their products.

Donation and discount program eligibility

Both programs are subject to eligibility criteria provided by our product partners. The eligibility criteria address core purpose, budgets and who the not-for-profit organisation serves.

Full lists of our donation and discount product partners can be found at:

- http://www.connectingup.org/donations/partner_info
- <http://www.connectingup.org/discount-partners>

Future action for the not-for-profit sector

Connecting Up's programs offer not-for-profit organisations significant benefits when it comes to accessing necessary software and hardware, currently we have over 10 000 organisations registered with Connecting

Up, however there is an estimated 60,000 registered NFP's in Australia. Key actions that can be taken to support the sector include:

- Raising awareness of donated and discounted technology for NFP organisations
- Increased access to high-speed broadband as Cloud computing increases
- Further IT infrastructure support in the form of grants

Yours sincerely,

Anne Gawen
Chief Executive Officer

