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Lync secures whole of government deal in SA

Australian data loss prevention specialist Lync Software has secured an agreement with the South Australian Government that streamlines the process for public sector agencies buying the LyncRMS software.

The umbrella agreement allows any State Government agency to purchase LyncRMS, which equips organisations to identify security risks caused by removable media – such as iPods, USB drives and mobile phones – to create acceptable usage policies and enforce those policies.

The South Australian public service employs about 90,000 people. It comprises 14 government departments, two large government enterprises – WorkCover and SA Water – and more than two dozen smaller agencies.

While the whole-of-government licensing deal does not specify a financial value, the contract allows State Government agencies to buy the LyncRMS software off a catalogue with a minimum of paperwork. The Department of Education and Children's Services and the Department of Health have already bought licences for the LyncRMS software.

Lync Software is an Adelaide-based company that sells its data loss prevention software through a national and international distribution network. The company has major partners in the US.

The State Government's Chief Information Officer Grantly Mailes said the umbrella agreement with Lync Software meant the standard purchasing processes were concluded to the Government's satisfaction. "This means agencies can select and buy Lync's software without further competitive processes," he said.

"This is an all-of-government umbrella agreement, similar to the agreements we've signed with Microsoft and Novell. The Government is concerned about the security of its information and is looking for tools to help it understand how information is moved around the State Government. Lync's software seems to fit the bill and we are happy with its price.

"The fact that Lync is a South Australian firm is an interesting detail but was not especially influential in our decision to buy. We choose ICT assets on the basis of fitness of purpose and value for money rather than where a company is based. That said, we have some stellar technology firms here in South Australia."

Mr. Mailes said Lync's software had produced strong results in several agencies that carried out detailed assessments of its performance. "Lync's software was trialled successfully within the Education and Health departments and within an area of the Justice portfolio," he said.

"Until we started doing trials with Lync, we weren't fully aware of what information was being copied from systems to removable media. Some agencies are using Lync's software to monitor the movement of files. These agency trials will give us more insight about the need to monitor information flows and our future information management requirements."

Mr. Mailes said Lync Software had proved itself a good supplier. "Lync has been exemplary," he said. "They've been patient dealing with our processes."

Lync Software managing director Kym Welsby said the SA Government agreement demonstrated the value of the LyncRMS solution. "The State Government's evaluation process has put our software through its paces," he said. "The fact that the Government has signed this agreement is a clear and credible demonstration that LyncRMS provides a valuable security tool."

About Lync Software www.lyncsoftware.com

Lync Software is the Australian developer of innovative security solutions that enable enterprises to reduce the risks created by the proliferation of removable media devices such as iPods, PDAs, smartphones and digital cameras. Lync's world-leading software is already installed at 2000 corporations globally including Alcoa, Boeing, Hilton Hotels, Heinz, Lockheed Martin, Pepsi and Time Warner. Founded in 2000, Lync Software markets its software through an international reseller channel.

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