

## Esker media coverage

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# Ambition

WITH PAUL BROEKHUYSE

## DuMonet on run for document automator

**TRIATHLETE Christophe DuMonet** is the new Australia-New Zealand managing director at document automation firm Esker, replacing James Elkington, who now heads the northern European business.

DuMonet, a semi-professional triathlete, has had senior management roles at IBM, Lotus and Microsoft Australia, where he spent four years in sales management covering commercial and government markets.

Before joining Esker, a French company, DuMonet was general manager of Unique World Software, responsible for strategy, product development, marketing, sales and management.

He handled the sale to Tower Software of its TIPS for SharePoint technology and intellectual property rights.

His priorities at Esker will be document automation systems for SAP, targeting the fast-moving consumer goods and manufacturing markets.

DuMonet has a master's degree in civil and electrical engineering from the Ecole Centrale de Marseille (France) and a business administration master's degree from Macquarie University.

He regularly competes in triathlons throughout Australia and internationally.

**SATELLITE** and wireless expert **Tom Wright** has joined NewSat as international sales vice-president.

He will head the Australian satellite communications provider's continuing push into the Middle East, Asia and Africa.

Wright brings more than 20 years worth of satellite expertise to the task.

Most recently, he was founder and president of Mena Broadband, a private international telco in the Persian-Arabian Gulf region that did well in the recently deregulated Bahrain market. A US citizen, Wright taught satellite communications at West Point Academy and worked in satellite solutions in Holland and Nigeria. He has also designed satellite systems for internet service providers in Canada and Morocco and sold satellite networks in Fiji, The Philippines, India and eastern Europe.

Wright will be based in Kuwait.

NewSat provides a full range of managed communication services and carrier monitoring from its teleports in Perth and Adelaide.

**ATTACHMATE** has appointed **Geoff Rhodes** as business development manager, heading the new Canberra office.

The company, which specialises in integrated systems and security management systems, enjoyed strong growth in the region last year and wants more.

"Federal government IT departments are under increasing pressure to provide service level assurance to demonstrate return on



**Business development:** Wendy Watkinson



**Satellite:** Tom Wright

which covers news.com.au, foxsports, true-local, CareerOne, carsguide, in2mobi, Mosh-tix, masthead websites and the Australian versions of Fox Interactive Media sites MySpace.com and IGN.com.

Lams was previously sales head at Yahoo Europe, responsible for developing advertising and sponsorship systems across Yahoo's 27 websites globally.

News Digital Media national sales director **Paul Fisher** says Lams is joining the group at a time when the sales team has great momentum.

"They recently secured partnerships with several well-known businesses, such as Vodafone, Lion Nathan, Microsoft, Mitsubishi, Samsung and Coke," Fisher says.

The News Digital Media audience has grown by more than 45 per cent in the past 12 months, Fisher says.

News Digital Media is the digital arm of News Limited, publisher of *The Australian*.

C4 Systems has appointed two senior managers to its leadership team.

**Chris O'Connor** joins C4 as national professional services manager.

He has more than 13 years experience in the IT services industry and will now focus on creating and maintaining key systems and processes to support growth.

Previously O'Connor worked at Data#3 where he was Queensland services manager.

Before that he was at Avanade as national practice director. O'Connor spent 10 years at Australia's largest commercial software developer, Mincom, where he held roles such as Australia-Pacific technical director and defence systems director. The other appointment, **Timothy Fulton**, has come on board as national sales manager.

He has more than 10 years experience and will focus on national sales, starting with

She has 10 years of channel and business development experience with Nortel, where she held numerous roles with responsibilities including development of sales strategy, business planning and expanding the partner network.

Watkinson holds a business marketing certificate from the Australian Institute of Management.

**ANDREW TODD** has been chosen by CommSecure as its software services manager. He joins from Oakton, where he held management roles in development, maintenance and project costing.

He has also held senior positions with Britain's Javelin Group, MPower Systems, OzEmail and Oracle in Britain and Australia.

CommSecure is an Australian supplier of secure end-to-end e-business solutions, covering billing, payment, receivables and records archiving.

It targets utilities, government, banking and finance, telecommunications and other large organisations.

Clients include Alinta, AXA, Brisbane City Council, Chubb Security, Country Energy, MLC and Primus Telecommunications.

**PAUL ADDISON** is the new Victorian manager for Altis Consulting, an Australian-owned consultancy focusing on data warehousing, business intelligence and data management.

He has more than 25 years experience in the IT industry in a variety of management and sales positions.

Before joining Altis Consulting, Addison was Asia-Pacific manager for Syspro Software, an enterprise resource planning company specialising in manufacturing and distribution companies. Previously, Addison was Australian manager for CommSoft, a commu-