



**ANNUAL REPORT
2018-19**

Chairman's Report



**It is with pleasure
that I present
Tascom's Annual
Report for 2019.**

Executive Statement

The company's performance was impacted by a loss of major customers and staff changes. The company remains debt free.

The Board has worked well together, and the continued technical input of Steve Cambridge as a non-executive member has been welcomed.

The company employed three to four full-time equivalents (FTEs) throughout the year along with a consultant when required, and has continued to benefit from staff's breadth of knowledge and willingness to learn in an ever-changing environment.

Working predominately, but not restricted to the north-west coast, the company continues to provide communications and IT support to a small number of clients.

Network Services

Accounting for a substantial portion of the business, network (or infrastructure) services provides the base for other services. The loss of an anchor customer during the reporting period materially affected revenue.

Microwave services equipment on towers was replaced ensuring continued stable connections. With fibre optic cabling in the Burnie environs servicing Wivenhoe, CBD, education precinct on Mooreville Road, and the hospital, the

infrastructure is well placed to take advantage of future needs.

Previous works increasing our future reach in the form of the strategically located conduit has had an influence on our capacity to provide full services to the new aquatic centre and also to the new builds in the West Park vicinity.

Development of partnerships for extended redundancy of our network, has increased our flexibility in service provision.

Managed Services

The company continues to support three local government bodies with their managed services.

There remains scope for several more clients within this strategy and there is a proposal for other local government organisations to participate.

Communications is one of the more expensive components of hosting, and we endeavour to keep our costs down to make it an alternative solution for customers.

A data centre in the region is still a priority, and although the company has worked to encourage interested parties, this has not eventuated to date.

Internet Services

The changing landscape of internet provision with the advent of the NBN has limited our services. However, local businesses are still finding the need for a more reliable and higher speed service which NBN doesn't yet offer.

The company has entered into negotiations for a new agreement with our current service provider for the delivery of internet data to Burnie at a reduced rate, and this is intended to increase our capacity to deliver higher bandwidth and offer a reliable service to our

customers, while remaining competitively priced in the market place.

Capital Works

Capital expenditure during the year amounted to \$259,061.

Financial Position

The company recorded a disappointing result with an operating deficit of \$106,973 compared with a surplus of \$226,646 in 2018. The trust has total assets of \$1.99m compared with \$2.33m in 2018.

Key Staff

David Gewin was the CEO until September 2018, with Dan French taking on the role of acting CEO until appointed as General Manager. Dan has continued in the position of General Manager for the remainder of the 2018-19 Financial year.

Conclusion

While this was a less than satisfactory result for the year, the company is positioned well for future opportunities that may arise.

Rodney Greene
Chairman