



NEWS RELEASE

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Two Local Young 'Entrepreneurds' Win Top National Prize

Canberra online legal research company Research One Pty Ltd is the national winner of the prestigious Australian Government Micro Business Award (for businesses with 5 employees or less) in the 2005 Telstra Small Business Awards.

Self-confessed 'nerds' Fabian Serena and Troy Simpson were just 23 and 28 respectively when they established Research One three years ago. 'Three years ago, a friend told me she saw these two dweebs naively pursuing a pipedream. So, I asked her what she now sees, and she said "I just see two dweebs"', Mr Simpson said.

And they are two dweebs with an impressive trophy cabinet. In just six months, Research One has been named the ACT Micro Business of the Year, the ACT Small Business of the Year, and now Australian Micro Business of the Year. They also recently won a \$50,000 ACT government grant to help them develop some innovative online legal research tools.

Possibly the youngest entrants ever to win the award, Mr Simpson attributed much of Research One's success to the founders' youth. 'We're still young enough to believe we're invulnerable. With few of the responsibilities that come with age, we have all our time to dedicate to our business. We're energetic, and we've got the audacity to do things that older heads might not try.'

As if to prove his point, at last Saturday's gala ceremony Mr Simpson had the audacity to put the new CEO of Telstra, Sol Trujillo, on the spot by asking Mr Trujillo for some free palm pilots (or 'i-mates') for Research One's staff. Calling Mr Simpson's bluff, Mr Trujillo used his years of experience to outdo the audacious youngsters. 'To our surprise, Mr Trujillo immediately asked his staff to open up a Telstra Shop (at 10.30 pm on Saturday night) and handover the free palm pilots to us in front of the cream of Australia's small business. Talk about Telstra's responsive customer service!', Mr Serena said.

When asked how he plans to capitalise on the latest award, Mr Serena said 'Keep an eye on our website (www.research-one.com.au) and you'll see what we are planning: world domination'. And following the accolades they received for their rousing victory speech Saturday night, expect to see these two young 'entrepreneurds' on the motivational speaking circuit. They have already registered the domain name www.table38.com.au in tribute to their lucky table number at the Telstra presentations and have already been booked for their first speaking engagement.

'Ends'

CONTACT— Troy Simpson
Phone: 02 6258 1023
troy@research-one.com.au