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## Ethan Group fills gaps with BigAir partnership

The Ethan Group has extended its Sydney business-grade broadband coverage by signing a platinum partnership with telecommunications carrier, BigAir.

The new deal will provide the telecommunications and systems integrator with a high-speed broadband Internet service that gives network coverage to most of Sydney and its western suburbs.

BigAir's installation of three new base-stations was a big drawing card for the Ethan Group, telco account manager, Yai Nosavan, said.

"With the new coverage, we can reach customers with fast and reliable service from as far north as Chatswood and as far south as Sutherland," he said.

Nosavan said the company was looking for a service that could bridge the deficiencies of DSL and the high costs of optical fibre.

"The partnership with BigAir will fill the gaps that our partners Uecomm and Optus do not service," he said.

As a key reseller for BigAir in Sydney Western region, the Ethan Group will be able to target small and medium businesses in need of higher bandwidth connection.

"We can now supply customers with the whole gamut of services," Nosavan said. "It provides a one-stop-shop for the Ethan Group, if you need phone, hardware or internet you can just come to one person here and get the whole lot."

Nosavan could not put a monetary figure on the value of the deal.