



ASX Announcement

30 October 2018

LiveTiles & Microsoft jointly growing AI adoption across USA

- LiveTiles signs CloudScale Corporation and RDA Corporation as the first AI Spark partners in US market
- LiveTiles invited into Microsoft's exclusive AI Inner Circle Partner Program as the program's first software company
- LiveTiles was chosen following independent customer evaluations and a proven track record in providing cutting edge artificial intelligence (AI) solutions
- LiveTiles Bots and the LiveTiles Intelligent Workplace offering gaining significant traction in US market

LiveTiles Limited (ASX:LVT) (LiveTiles or the Company), a global software company that empowers its users to create their own intelligent workplace experiences, is pleased to provide an update on its artificial intelligence (AI) initiatives in the United States in conjunction with Microsoft.

FIRST MAJOR PARTNERS SIGNED TO AI SPARK PROGRAM IN US MARKET

Designed in collaboration between LiveTiles and Microsoft, the AI Spark Program is designed to accelerate the rate at which partners can deploy AI solutions for their customers by lifting the AI capabilities of participating Microsoft partners.

The AI Spark program was initially rolled in out in Australia and has now been extended to partners in the United States, with CloudScale Corporation and RDA becoming the first major US partners under the AI Spark Program.

CloudScale is an award-winning, globally recognised leader in intelligent transformation, user experience design services and AI, based in Los Angeles and New York. Its customers include Time Warner, Monster Energy and James Hardie.

CloudScale has already closed three LiveTiles Bots deals.

RDA is a leading Microsoft partner headquartered in Baltimore, with four locations across the United States. RDA has specialised in delivering modern business solutions for over 30 years, including digital transformation projects.

The signing of CloudScale and RDA follows the success of onboarding Engage Squared, Velrada, Veritec and Data#3 as the first partners to the AI Spark program in the Asia Pacific region.

The AI Spark program represents a significant opportunity to further drive and scale AI adoption in the world's largest economy.



Tom Cole, CEO of RDA, said: “We’re delighted to join Microsoft and LiveTiles in the AI Spark Partner Program. We’ve delivered modern business solutions for over 30 years, and we look forward to enhancing this work with the exciting and highly scalable AI capabilities this program provides.”

Stephen Costigan, CEO of CloudScale, said: “Working with LiveTiles through the AI Spark Partner Program has already helped us deliver game-changing solutions that revolutionise collaboration by infusing it with AI-enabled efficiencies. It’s been a great start, and we look forward to more success with LiveTiles and Microsoft.”

LIVETILES NAMED THE FIRST SOFTWARE COMPANY TO JOIN MICROSOFT’S AI INNER CIRCLE

Microsoft has named LiveTiles as the first software company accepted into its AI Inner Circle Partner Program. The exclusive program is designed for partners who provide enhanced AI product solutions utilising Microsoft AI technologies. The invitation recognises the ability for LiveTiles’ unique technology to drive business transformation using the power of AI.

LiveTiles was invited to be part of the initiative as the first software vendor following independent customer evaluations. As an AI Inner Circle member LiveTiles will be further exposed to co-sell, funding and go-to-market opportunities with Microsoft.

Shawn Murray, Microsoft General Manager, Cloud and AI said: “Microsoft was pleased to extend an invitation to LiveTiles to become a member of the AI Inner Circle. Membership into this program is only extended to companies that have demonstrated a proven ability to work with Microsoft in bringing successful AI implementations to our joint customers. We are excited to continue working with LiveTiles to bring our joint solutions to the market.”

STRONG ADOPTION OF LIVETILES BOTS AND LIVETILES INTELLIGENT WORKPLACE CONTINUES

LiveTiles Bots and the Intelligent Workplace offering are gaining significant market traction in the United States with several new customers closed in October and advanced sales discussions with over 50 enterprise customers.

Fueled by the ongoing co-sell campaign with Microsoft, adoption has accelerated in early FY19, with recent wins including:

- A Fortune 500 global management consulting firm
- One of the largest privately-owned retailers in the United States
- One of the world’s most established entertainment and media companies.

Launched in July 2018, the Intelligent Workplace offering combines LiveTiles Design, LiveTiles Bots, LiveTiles Intelligence, LiveTiles MX and Hyperfish technology. The offering provides new and existing large enterprise customers with a complete intelligent workplace solution, underpinned by AI.

LiveTiles Bots helps businesses utilise the advantages of AI technology in a simple and cost-effective way. By giving organisations the ability to rapidly create and deploy customised AI assistants, LiveTiles Bots removes the time, cost and risk barriers to implementing customised AI solutions inside businesses.



According to leading global research and advisory firm, Gartner: “By 2019, 40% of enterprises will be actively using chatbots to facilitate business processes.”¹

LIVETILES DELIVERS AI TRAINING FOR MICROSOFT SALES TEAMS

LiveTiles recently delivered training for 125 Microsoft inside sales representatives at Microsoft’s Las Colinas facility in Texas. The training covered how to jointly position LiveTiles’ and Microsoft’s AI technology in the marketplace.

This initiative follows LiveTiles’ invitation to present at Microsoft’s recent Digital Transformation Academy (DTA) in the United States. Attended by over 5,000 Microsoft US executives, sellers, partner managers and marketing staff, the extensive sales training conference focuses on helping Microsoft sellers drive digital transformation with their customers.

The AI training and DTA presentations will now be followed by joint demand generation campaigns to drive new business opportunities for LiveTiles and Microsoft.

Daniel Diefendorf, LiveTiles SVP Americas, said: “We are honoured to be invited as the first software company into Microsoft’s AI Inner Circle program. We are also pleased to secure CloudScale and RDA as the first two US partners under the AI Spark program. We are confident these initiatives will drive significant growth in LiveTiles Bots and the LiveTiles Intelligent Workplace offering throughout FY19.”

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About LiveTiles:

LiveTiles is a global software company headquartered in New York, with operations in Seattle, Tri-Cities (Washington State), San Francisco, Los Angeles, Chicago, Minneapolis, North Carolina, Rochester, London, Sligo, Zurich, Amsterdam, Sydney, Melbourne, Brisbane, Geelong and Hobart. LiveTiles offers intelligent workplace software for the commercial, government and education markets, and is an award-winning Microsoft Partner. LiveTiles’ products comprise LiveTiles Intelligent Workplace, LiveTiles Design, LiveTiles Bots, LiveTiles Intelligence, LiveTiles for SAP Software, LiveTiles MX, LiveTiles Mosaic and Hyperfish. LiveTiles’ customers represent a diverse range of sectors and are spread throughout the United States, United Kingdom, Europe, the Middle East and Asia-Pacific.

¹ <https://www.gartner.com/doc/3610917/use-cases-chatbots-enterprise->