



ASX Announcement

2 November 2018

Strategic partnership accelerates opportunities within US Department of Defense

- LiveTiles is pleased to announce it has strategically partnered with Victory Tech Services to jointly pursue further opportunities with the United States Department of Defense
- Victory Tech Services – a leading IT services provider to US government departments – is currently delivering a range of SharePoint projects across multiple US Government agencies
- The partnership formalises a longstanding relationship between the two parties, who share mutual US Government customers, including the US Marines and US State Department
- This expands the opportunity for both parties to grow their existing US Government customer footprint, and accelerate more significant opportunities through cross-selling and joint sales initiatives
- US General Services Administration (GSA) approval is currently being sought for LiveTiles' entire product suite, which if granted, will increase future efficiency in US Government business dealings

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 announce a strategic partnership with Victory Tech Services, a leading IT service provider to US Government departments.

LiveTiles and Victory Tech Services will jointly pursue opportunities with the United States Department of Defense (DoD) and other federal, state and local governments under the partnership.

LEVERAGING EXISTING RELATIONSHIPS IN US GOVERNMENT AGENCIES

Headquartered in Florida, Victory Tech Services is led by Dan Stroebel, who has been part of the US Marine Corps Reserve (US Marines) for 25 years. Victory Tech Services has also provided IT consulting to the US Marines for the last 14 years, and utilises LiveTiles software for SharePoint development work for a DoD agency and several other highly visible US Government SharePoint projects.

Victory Tech Services' longstanding relationship with LiveTiles has provided critical assistance with the implementation of LiveTiles' software across a number of shared US Government clients, including the US Marines and US State Department.

The strategic partnership formalises this relationship and provides an expanded opportunity for both parties to grow their existing US Government customer footprint and pursue more significant opportunities together.



Victory Tech Services' reputation of delivering high profile SharePoint projects with the DoD and other US Government departments will expose LiveTiles to more opportunities in this sector and allow both companies to strategically advance more significant deals through a formal arrangement.

INCREASING ACCESS TO THE LARGE US GOVERNMENT SECTOR

The US government provides a significant opportunity for LiveTiles in a sector that is growing strongly, with the US Government applications market alone expected to reach \$10.6 billion by 2021, with Microsoft the top vendor¹.

The Company's strong strategic alignment with Microsoft and ongoing joint marketing initiatives leaves LiveTiles strongly positioned to benefit from this significant sector growth and from Microsoft's number one market position.

Like any large and complex organisations, government departments such as the US DoD face challenges with providing the best information, data and tools to employees. LiveTiles has supported some of the world's biggest companies realise the productivity benefits of digital and intelligent transformation.

Victory Tech Services is currently seeking the necessary approvals and credentials to receive US General Services Administration (GSA) Schedule 70 IT Contract approval for LiveTiles' entire product suite, which if granted, will enable business to be conducted more efficiently with the US Government in the future.

Federal, state, and local government buyers spent nearly \$45 billion through GSA and VA Schedule Contracts in FY16. IT equipment, software and services represented the highest spend, accounting for over \$14 billion in sales².

Daniel Stroebel, CEO, Victory Tech Services, said: "We're really excited to partner with LiveTiles in an official capacity and look forward to pursuing more significant opportunities with the US Government and the US Department of Defense. The LiveTiles product suite has already helped us deliver truly transformative digital projects with government clients, and I see great potential in joining forces to drive further digital and intelligent transformation in this sector."

Karl Redenbach, LiveTiles co-founder and CEO, said: "With the investments we've made in our resources and partnerships, we feel we're in a great position to bring a really compelling suite of products to the government sector and expand on our work in this area."

"We're delighted to work closely with Victory Tech Services, whose deep relationships and expertise we believe will help bring new and exciting opportunities for LiveTiles."

¹ <https://www.appsruntheworld.com/top-10-government-software-vendors-and-market-forecast/>

² <https://gsa.federalschedules.com/resources/gsa-schedule-sales-2016/>



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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.