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Strategic Partnership with Leading Provider of Software to Mobile Network Operators and MVNOs

Norwood and ECConnect to co-market products to their respective customer bases

“Virtual Mobile Communications as a Service” pioneer Norwood Systems Ltd (“Norwood” or the “Company”) (ASX: NOR) is pleased to announce the signing of a Strategic Partnership Agreement (“SPA”) with ECConnect, a leading provider of all-in-one provisioning, billing and client management solutions for telco carrier Wholesale Service providers.

Under the SPA, Norwood and ECConnect have agreed to establish a framework under which ECConnect and Norwood will co-market each other's services to their respective customer bases. In addition, the companies will jointly identify further opportunities for the mutual advantage and benefit of both parties.

Historically, ECConnect is a leading provider of all-in-one provisioning, billing and client management solutions for Optus Wholesale Service providers. ECConnect is now building on their reputation with the current vision to see ECConnect increase recognition in Australia, support investment and growth into new markets, and expand internationally. ECConnect’s clients can be viewed at <http://www.ecconnect.com.au/clients.php> and include leading mobile network operators such as China Telecom, amaysim, Vaya and Jeenee mobile.

Both parties will now work together to establish frameworks for co-marketing activities, finalising terms and covering all aspects of the partnership, including commercial terms with a target launch date of 90 days after the signing of the SPA.

ECConnect Founder, CEO & Director, Brad Apps, said:

“ECConnect are very pleased to be working with Norwood, and we see opportunity for us both to provide value-added services to each other’s networks. We see a great match with Norwood’s innovative mobile apps, in particular World Voicemail, and ECConnect’s deep expertise and systems in the MNO/MVNO space. Our collective global vision sees both companies moving in the same direction, especially as the industry moves into the 5G era and with increasing Network Function Virtualisation.”

Norwood’s CEO and Founder, Paul Ostergaard, said:

“We are pleased to be partnering with ECConnect as a preferred Mobile Virtual Network Enabler (MVNE) recognising their leadership in the Australian MVNE market.

“This partnership will greatly assist Norwood with its current outreach to Australian MVNOs, in particular, over the coming months. We are looking forward very much to engaging with ECConnect and their MVNO clients. In turn we also look forward to helping ECConnect to attract new telco and MVNO partnerships to their innovative platform, as we continue our push on closing World Voicemail deals around the world.”

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About Norwood Systems

Norwood Systems Ltd (ASX: NOR) is revolutionizing mobile voice, messaging, data and cyber security services through its pioneering award-winning virtual mobile services platform, Corona® and associated Apps.

The Company's breakthrough offerings deliver Over the Top (OTT) connectivity, knowledge and intelligence services. Norwood's products and services are targeted at a broad spectrum of prospective customers from individuals through to large enterprises and government agencies.

Norwood has delivered services to more than 6 million customers since launching its platform in mid-2014, servicing people in 200+ countries & territories and 5000+ cities worldwide and has achieved a 4+ App Store rating on all published Apps.

Norwood Systems listed on the ASX in June 2015 and trades with the stock ticker NOR.