

# Media release

6 September 2018

## ComOps Strengthens Aged Care Sector Presence with AlayaCare Partnership

- Alayacare to re-sell ComOps' market-leading cloud-based Employment Rules Interpretation software
- Partnership helps ComOps achieve greater critical mass in the Australian and NZ Aged Care sector
- Large market opportunity - Australia's current aged care staffing needs predicted to grow from around 360,000 currently to almost one million by 2050<sup>1</sup>

Workforce management and optimisation technology company **ComOps Limited (ASX: COM)** ('ComOps' or 'the Company') is pleased to announce that it has signed a partnership agreement with revolutionary cloud-based home healthcare software company AlayaCare which will allow ComOps to significantly strengthen its presence in the Australian and New Zealand Aged Care sector.

AlayaCare is a rapidly growing global provider of an end-to-end cloud-based software solutions for home and community care providers. Its solutions span clinical documentation, back office functionality, client and family portals, remote patient monitoring, and mobile care worker functionality. In August 2018, Alayacare announced it had successfully raised CAD\$13.8 million in Series B investment to fund its continued global expansion.

Under the partnership, Alayacare will re-sell ComOps' market-leading Rules Interpretation software to home and community care employers in Australia and New Zealand. ComOps already has an established presence in the sector with its intelligent workforce management technology embedded in a growing number of community care and area health services in Australia and New Zealand where it collectively manages over 30,000 staff.

ComOps' cloud-based enterprise software allows employers to correctly interpret the complex Award and EBA rules in Australia's health care industry. It streamlines rostering and manages all the varying pay scales and rates associated with holidays, overtime, time in lieu, sick leave etc. The combination of ComOps capability with the intuitive Alayacare platform creates the most complete and innovative single solution in the Australian market for home care providers.

The partnership allows ComOps to establish a much stronger presence in health care and capitalise on the sector's growth. There are approximately 366,000 people working in the Australian aged care sector and this is expected to increase to ~1 million by 2050. The partnership also provides the opportunity for future growth for ComOps in new markets as Alayacare expands its footprint into other complex labour markets globally.

ComOps has commenced marketing the technology as a wholesale offering and interest has been most encouraging.

### Commentary

**AlayaCare's Chief Executive Officer Adrian Schauer said:** "When assessing the complexity of employment rules in Australia's home and community care sector, we realised the need for an experienced local partner who could provide a cloud-based Rules Interpretation engine to complement our solution. After a thorough review process, we selected ComOps' cloud-based offering. We have every confidence the partnership will allow us to continue to grow our customer base rapidly in the Australian market and deliver outstanding service and functionality to our customers. AlayaCare software supports over 240 home and community care organizations around the world and we are investigating whether this new capability can assist us in new global markets."

---

<sup>1</sup> Hesta Industry Report - <https://www.agedcareguide.com.au/talking-aged-care/more-concern-over-the-future-of-australias-aged-care-workforce>

**ComOps Chief Executive Officer Chris Fydler added:** “ComOps has provided Workforce Management Software to Australia’s and New Zealand’s government and private health care employers for over a decade. We have witnessed growing interest, particularly from overseas software vendors, wanting to use our Rules Interpretation Engine as a platform to enter these markets. We recognise that Award and Enterprise Bargaining interpretation is particularly difficult in the health and aged care sectors and we have one of the few software solutions that can satisfy those requirements.

“We have recently released a cloud-based engine that can easily be white-labelled by our partners to complement their existing software solutions. This partnership with AlayaCare is a major opportunity for ComOps to partner with such a well-regarded and disruptive software company like AlayaCare and carve out a greater presence in this growing sector. They have great traction in the Australian community care sector and our service will help them complete the solution offering to customers.

“ComOps has a well-defined growth strategy to achieve critical mass in the sectors in which it operates. We are doing this in the public transport sector and now the community care sector with AlayaCare. Other sectors will also be pursued in order to strengthen our stable and predictable recurring revenue base.”

-ENDS-

### **About ComOps**

**ComOps is an Australian company that provides effective workforce management and optimisation solutions to enterprises globally who are looking to simplify complex workforce environments. It specialises in interpreting Award Wages and Enterprise Bargaining Agreements and equivalent structures.**

**ComOps supports more than 180 customers in over 5800 locations globally, including leading organisations within global ports, aviation, transportation, retail, hospitality and health.**

### **About AlayaCare**

AlayaCare’s unique platform includes Back Office, Client and Family Portals, Remote Patient Monitoring, Telehealth, and Mobile Care Worker functionality in one integrated and highly robust and secure cloud-based system. AlayaCare is providing the platform for Home Health Care organizations to propel their agencies towards innovation and home care of the future. AlayaCare was founded in 2014. [www.alayacare.com](http://www.alayacare.com)

### **Enquiries/Additional Information**

Chris Fydler, Chief Executive Officer  
Christopher Brook, Company Secretary  
Telephone +61 9923 8000  
Email: [investor@comops.biz](mailto:investor@comops.biz)