



MARKET ANNOUNCEMENT

Continuous Disclosure

Integrated Research Announces Changes to Sales Structure

Sydney, December 10, 2018 – Integrated Research (ASX: IRI) today announced changes to the company’s sales structure and organisation with the appointment of Mr. Matt Glasner in the position of Chief Commercial Officer (CCO) with effect from January 1, 2019. This is a new position for IR and will be based out of the Company’s head office located in Sydney and responsible for all regions.

Matt Glasner is a seasoned business leader with 20 years of successful sales, management and leadership experience in Australia and internationally. He has led businesses by bringing solid strategic and tactical expertise across leadership, change management, sales and marketing, operations, offshoring and organisational structure. Matt’s previous roles include Managing Director South Asia for First Advantage and Managing Director Experian Marketing Services ANZ and General Manager Experian Marketing Services. More recently, Matt has worked with IR to re-organise the company’s European operations.

The Company’s CEO, Mr. John Merakovsky, today said:

“On behalf of the Company, I want to congratulate Matt Glasner on his appointment to the role of CCO. Matt’s appointment will help to position IR for further growth across the globe and with a common purpose.”

Today, IR also announces the resignation of Mr. Andre Cuenin, President Americas & Global Alliances for IR’s US subsidiary, Integrated Research, Inc., who has accepted a position with another company in Colorado. Mr. Cuenin joined IR in October 2008 with responsibility for business operations in the Americas. During 10+ years with IR, he helped IR achieve its growth objectives and led development of IR’s direct sales methodology plus nurtured partner relationships with Avaya, Cisco, Microsoft, DimensionData, BT, Presidio and others. More recently Andre has established IR’s direct sales presence in Central and Latin America.

The Company’s CEO, Mr. John Merakovsky, today said:

“On behalf of the Company, I want to thank Andre Cuenin for his contribution to IR’s development and tireless efforts to grow sales revenue. Andre leaves IR with the gratitude of everyone whom he has coached and worked with since 2008. The Company wishes Andre Cuenin well for his future endeavours.”

Mr. Cuenin will leave IR in January and will assist IR during a period of transition.

By authority of the Board

David C Purdue
Company Secretary
Integrated Research Limited
ABN 76 003 588 449

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About IR

IR is the corporate brand name of **Integrated Research Limited** (ASX:IRI), the leading global provider of experience management solutions for critical IT infrastructure, payments and communications ecosystems. More than 1000 organizations in over 60 countries—including some of the world’s largest banks, airlines and telecommunication companies rely on IR Prognosis to provide business critical insights and ensure continuity-critical systems deliver high availability and performance for millions of their customers across the globe. For further information on IR, visit www.ir.com