



ASX Announcement

5 June 2019

LiveTiles launches AI-driven security solution across Microsoft collaborative channels

- **LiveTiles to provide a single security layer solution across Microsoft’s collaboration channels on Office 365**
- **Addresses a large, growing market comprising over 85% of Fortune 500 companies subscribed to Microsoft’s Office 365 platform**
- **The solution expands the opportunity to increase average enterprise customer deal size and is expected to contribute to LiveTiles’ strong subscription revenue growth in FY20 and beyond**

LiveTiles (ASX: LVT) (LiveTiles or the Company), a global software company that empowers users to create their own intelligent workplace experience, is pleased to announce the launch of its AI-driven, data-centric security solution in conjunction with alliance partner Nucleus Cyber.

Since LiveTiles’ strategic partnership with AI security company, Nucleus Cyber was announced on the 25 October 2018, both parties have collaborated and integrated their technologies to provide this unique market offering.

The solution will be promoted and sold by LiveTiles to enterprise customers as a premium feature of its Intelligent Workplace Platform. It replaces a wide variety of existing security tools, user training and complicated configurations with a streamlined AI-powered solution that works effectively across Microsoft’s Office 365 platform to provide security against the threat of malicious insiders.

The addressable market for this type of security solution is significant and targets the over 400,000 customer organisations and over 85% of Fortune 500 companies that leverage Microsoft’s SharePoint Online as part of their Office 365 subscription.¹ Furthermore, worldwide security spend continues to grow, with Gartner forecasting expenditure in this year alone to exceed \$124 billion; with data security the second fastest growing security segment within Gartner’s Information Security spending forecasts.²

LiveTiles and Nucleus Cyber will work closely with Microsoft through the Microsoft co-sell sales and marketing program to target key industries such as Public Sector, Defence and Health – including current customers the US Marines, US Department of State and the UK Ministry of Defence – in FY20 and beyond.

Karl Redenbach, Co-founder and Chief Executive Officer, LiveTiles, said: “I am delighted with the progress we’ve made in alliance with Nucleus Cyber in bringing this AI-driven security solution to market. It opens a big opportunity to increase and expand our average deal size within enterprise customers, something we will be pursuing vigorously. Microsoft is making substantial investments in the security

¹ <http://www.microsoft.com/en-us/microsoft-365/blog/2018/05/21/sharepoint-innovations-transform-content-collaboration-with-mixed-reality-and-ai>

² <https://www.gartner.com/en/newsroom/press-releases/2018-08-15-gartner-forecasts-worldwide-information-security-spending-to-exceed-124-billion-in-2019>



space, which our solution complements in that we can secure sensitive information at the point-of-collaboration without disrupting the collaboration process.”

One security solution for multiple channels

This new solution addresses the security challenges that have arisen from the rapid growth of Microsoft collaboration channels in the cloud, such as Microsoft SharePoint Online (including the recently launched Home Sites), Teams, Yammer and OneDrive and the increased awareness of major security gaps within enterprise technology stacks due to poor governance and malicious insider threat.

Importantly, it provides a streamlined solution that replaces the existing complicated solutions in place across each collaboration channel, comprising a wide variety of security tools, user training and complicated configurations for only the simplest levels of protection.

The new LiveTiles security solution will:

- Provide a single security solution across all current and future collaboration channels
- Contextually augment access and security capabilities (such as encryption) to minimise loss or compromise of sensitive data, without impacting a users’ ability to complete their work
- Secure data at the point-in-time and place of user access, without the overhead of complex user permissions, end-point deployments and poorly applied at-rest encryption, ensuring the information is protected at the right time and in the right way across all collaboration scenarios

Kurt Mueffelman, Founder and Chief Executive Officer, Nucleus Cyber, said: “We look forward to introducing the LiveTiles security solution to our enterprise clients, as well as assisting LiveTiles with their go-to-market plans for their existing and prospective customers and partners.”

For further information, please contact:

Matt Brown
Strategic Growth Advisor
+61 (0) 417 201 246
matt.brown@livetiles.nyc

Media Enquiries
Daniel Paperny
Media & Capital Partners
+61 (0) 433 339 454
daniel.paperny@mcpartners.com.au

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, North Carolina, Rochester, London, Sligo, Amsterdam, Copenhagen, 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, Hyperfish and Wizdom. LiveTiles’ customers represent a diverse range of sectors and are spread throughout the United States, United Kingdom, Europe, the Middle East and Asia-Pacific.