



ASX Announcement

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LiveTiles Teams Solution Co-Selling with Microsoft in 39 Countries

- Microsoft to co-sell LiveTiles products, which now feature solutions that extend the Microsoft Teams platform, in 39 countries worldwide
- Teams is Microsoft's fastest growing collaboration platform, with 13 million daily active users
- LiveTiles' products support customers to successfully adopt workplace collaboration within Teams, adding a third major Microsoft platform in addition to Office 365 and Azure
- LiveTiles is currently working with Microsoft teams in the US, Europe and Australia to bring its Microsoft Teams-ready product portfolio to customers
- LiveTiles co-sell status incentivises Microsoft sales teams globally to sell LiveTiles solutions

LiveTiles (ASX:LVT) (LiveTiles or the Company), a global software company that empowers its users to create their own intelligent workplace solutions, is pleased to announce its product portfolio, including Wizdom and Hyperfish, is under co-sell arrangement with Microsoft in 39 countries, with a current focus around the Company's Microsoft Teams features and benefits.

Microsoft Teams is a collaboration platform that combines chat messaging, video meetings, file storage, and application integration. According to Microsoft, it is the fastest growing application in its history and, as reported by Microsoft Corporate Vice President Jared Spataro in July, has more than 13 million daily active users and 19 million weekly active users.¹

LiveTiles has extended its entire intelligent workplace solution to include Microsoft Teams in addition to its existing solutions for Office365 and Azure. The LiveTiles product suite provides customers with integrated features that support the adoption and use of the fast-growing Microsoft Teams platform.

LiveTiles Chief Executive Officer, Karl Redenbach said: "Microsoft have continued to up the ante in the new era of collaboration and productivity enablement. We continue to build and innovate on Microsoft platforms, including Office 365, SharePoint, Azure and now Microsoft Teams, presenting another layer of opportunity for expansion of our intelligent workplace vision. Having successfully demonstrated how Microsoft Teams is supported within our intranet platform to ensure success in their adoption of Microsoft Teams, LiveTiles is thrilled to be working with Microsoft to bring its products to more customers."

The LiveTiles Teams Solution

The LiveTiles Teams solution has been developed in close consultation with customers and Microsoft over the last 18 months. Organisations are adopting Teams at a rapid pace, driving collaboration and innovation, whilst presenting challenges for organisations to govern team membership and information sharing processes.

¹ <https://www.microsoft.com/en-us/microsoft-365/blog/2019/07/11/microsoft-teams-reaches-13-million-daily-active-users-introduces-4-new-ways-for-teams-to-work-better-together/>



These features are part of the Company's core product suite and include:

- Empowering organisations to increase the adoption and use of Teams, whilst setting boundaries around the creation and ongoing management of collaboration through Wizdom;
- Empowering users to use the Hyperfish enhanced employee directory service to drive collaboration within Teams; and
- Making our AI-powered chatbot service available natively within Teams.

LiveTiles Chief Product Officer, Simon Tyrrell said: "LiveTiles' platform seamlessly introduces effective governance and peace of mind to leaders eager to empower employees with applications such as Microsoft Teams but wary of creating new vulnerabilities. Furthermore, we are focused on supporting effective collaboration, with Hyperfish's integration to Microsoft Teams empowering users to find the right people and skills across the organisation and our bots platform being available natively within Teams."

Microsoft to Co-Sell the LiveTiles Teams Solution in 39 Countries

LiveTiles is showcasing the clear customer benefits from the combination of LiveTiles and Microsoft Teams via its direct sales, LiveTiles channel partners and Microsoft channels.

LiveTiles has been invited to several exclusive Microsoft events to present the new Teams Solution, including at the Microsoft Retail and Consumer Goods Executive Experience in London in October, and the Digital Transformation Academy (DTA) event in Las Vegas in September, where the US Microsoft field comprising 5,000 Microsoft sales representatives will be in attendance. LiveTiles solutions will be featured throughout the conference as co-sell ready in 39-countries. LiveTiles will also be presenting to key Microsoft customers at their new flagship store in London to present the new solution.

Microsoft has made it clear at the recent Inspire event attended by CEO Satya Nadella that Teams is a significant focus for Microsoft this financial year. Microsoft's support and endorsement for the new Teams solution and other suite of technologies presents a significant opportunity to scale sales through the Microsoft direct sales teams and partner channel. LiveTiles has co-sell status in 39 countries, representing a significant opportunity to drive this new solution globally.

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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, North Carolina, Rochester, London, Sligo, 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, 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.