**urbanise**

# NOW EVERY BUILDING CAN BE SMART

Welcome to the first edition of "**Urbanised**", a bi-monthly newsletter designed to keep you updated with the progress of our company.

## Meet the PICA Project Team

Last month Urbanise signed the formal Commercial Agreement with the PICA Group detailing its 10-year technology partnership, the largest one ever signed within the Australian Strata Industry. The agreement will see the Urbanise Residential Property Cloud underpinning the PICA Group's management of more than 200,000 lots across 11,000 buildings in Australia. The contract value is expected to be at least $21M - $26M over 10 years.

Urbanise has set up a dedicated team based in PICA's Sydney office to manage delivery of the project. Working closely with Urbanise's development team, the PICA Project Team includes Mark MacMillan and Chuang Zhu.

Mark has many years experience as a Business Analyst implementing enterprise wide systems, and is responsible for requirements gathering for the project, working closely with PICA staff and our development team to deliver the software changes and integrations for PICA.

Chuang is an experienced Solutions Architect across the property sector whose key responsibility is to design the integration points for the 3rd party solutions that we are integrating to the Urbanise platform.

# From the Regions

### RSA

The team in South Africa has recently secured four new Strata clients bringing the total contracted lots to nearly 120,000. With just over 50,000 migrations planned to be completed by Christmas, the team will be further strengthened to bring these additional lots onto the Platform as soon as possible. The contract with King Price is progressing well, with Urbanise identifying 1,200 buildings from its current Strata client base for King Price to provide insurance quotations.

### EMEA

Three new clients have recently been mobilised in the UAE, the first being The Wolf Group in Oman, the first non-strata client in this territory. The second is a bank in Kuwait (Data Centre monitoring - IoT Cloud) and an investment group (Residential Property Cloud - asset management) both via our partner Holdco. An IoT Cloud pilot was also successfully completed in Kuwait for a major food processing company, which is likely to lead to a further rollout.

### APAC

Malaysia's leading engineering-based infrastructure and services group UEM has recently signed a partner agreement that will see the Urbanise Platform initially rolled out to several "smart cities" under construction in the south of Malaysia. Urbanise has signed a Co-marketing Partner Agreement with Cushman & Wakefield in Australia and New Zealand and has a number of active trials and pilots underway across the region.

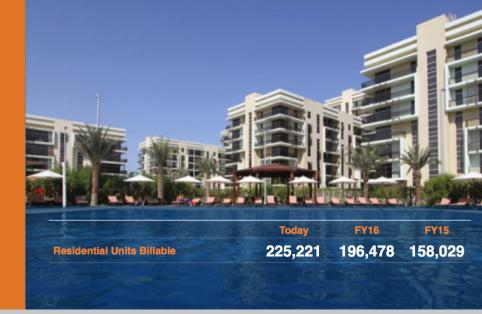## Urbanise IoT & Services Platform: Trials and Pilots

Urbanise has undertaken many successful trials and pilots of our IoT devices across a broad range of customer segments and regions including 5-star hotels and airports in Asia, data centres and banks in Australia and retail outlets and restaurants in the Middle East. Trials and pilots currently underway include:

- Three major banking institutions to monitor and reduce energy consumption. By better understanding lighting, HVAC and occupancy utilisation, the client's goal is to reduce overall total energy consumption by more than 10%.
- A retail chain to reduce maintenance costs on refrigeration and cooling equipment.
- A number of residential communities to monitor and reduce utilities costs, as well as monitor building flooding and maintenance issues.
- A landmark Sydney office building to monitor the utilisation of commercial space. By understanding the usage of offices, meeting rooms and common areas, the client will be able to optimise space utilisation.
- A large Australian multi-services provider to manage defects liability period maintenance. Building residents can log defects online via the Urbanise portal and track the repairs and work carried out.
- An Australian services provider to manage its portfolio of residential buildings in Melbourne. The technology will allow the client to market and sell their services online to building residents.

# Continued Strata Growth

As we reported last year, demand for Urbanise's Strata software continues with 24% growth from FY15 to FY16. Already this year, billable residential units have grown by 15%. We also have over 300,000 additional residential units which are under contract and in the process of being migrated to the Urbanise Platform.

| Residential Units Billable | Today | FY16 | FY15 |
|---|---|---|---|
| | 225,221 | 196,478 | 158,029 |

# Partner Program Update

Urbanise's Partner Program is being rolled out with both technology consulting and device distribution partners. Our Partners support the sale and implementation of Urbanise software and hardware on a global basis, allowing us to scale more easily internationally. Current Partners include Holdco (Kuwait/Lebanon), Orion Systems (UAE), Infotech (South Africa), ARA (Australia) and a GIP Global with six sub Partners across Europe and South Africa).

**More about our GIP Global**
**GIP Global is a new European based partner network formed by Clyde Pereira, a former CIO of Coca-Cola, specifically to support sales,** **implementation and integration of Urbanise products. The network's representation includes UK, Ireland, Germany and Bulgaria, amongst other territories. GIP Global has been through an initial partner on boarding and are actively engaged with customers, including an international telecommunications company, a large brewer and property companies.**

Urbanise is working closely with all Partners to develop solution knowledge through training, consultancy support and help desk assistance – supported by our Global Partner Success Centre in Dubai.

# Recent Technology Releases

We continue to enhance our software offering with regular releases designed to meet our clients' needs. Recent updates include:

- Integrating the ability to perform onsite job quotes and invoices for insurance customers. This functionality was developed for King Price and will extended to all customers in the future.
- New operational reporting functionality around inventory management and audit reporting for Platform users.
- A streamlined invoice approval process via the MyCommunity web portal platform which integrates to the Strataware accounting system - allowing the strata management company to automatically seek approvals based on the various rules of each Strata scheme.

The Urbanise Development Team is currently working on new a API to support our Force App (Mobile Workforce) to further enhance performance. Force App requires no cell service – meaning on-site staff still have mobile access to job orders and schedules from a basement or plant room. Force App also offers GPS support and is compatible with iOS and Android.

Paddl MD Dominique Fisher with Urbanise COO Mike Waymark.

## Collaborations

Today, one of the biggest challenges for University students is to gain industry relevant experience before they graduate. Urbanise is playing their part in addressing this challenge by partnering with Paddl, a unique offering from Career Lounge which empowers students to gain that experience. By applying through the Paddl Web App, Engineering students have been able to gain unique experience at Urbanise, which will be invaluable during their final years of study.

## Did you know....

- Urbanise employs 62 engineers in its R&D team across web, mobile and device technology development.

- Logistics for our IoT devices are co-ordinated from our Global Warehouse in Melbourne, where detailed QA and sample testing is undertaken before despatching the smart sensors to our end clients.

- Want to find out more on any article? Send your enquiry to **news@urbanise.com**

Seasons Greetings from

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