

# Xped Limited



## LICENSING AGREEMENT SIGNED WITH SOLEKAI

### Highlights

- Agreement signed with Solekai Systems for licensing of Xped Technologies
- Agreement allows Solekai to integrate and distribute Xped technologies
- Xped and Solekai to collaborate on joint solutions
- Solekai Systems are based in the USA and are a leading software design and integration company.
- Solekai Systems specialise in Digital Media, Smart Grid, Connected Health and Internet of Things solutions
- Solekai and Xped are collaboratively developing 1<sup>st</sup> solution for Customers in STB and Gateway business

Xped Limited (**ASX: XPE**) (“Xped” or “the Company”) is pleased to announce they have signed a licensing agreement with Solekai Systems (“Solekai”). This follows on from the Memorandum of Understanding announced on February 6<sup>th</sup>, 2017.

Under the terms of the agreement, Solekai can incorporate Xped’s Smart Home, Smart Health, and Smart Gateway solutions into their existing customer’s platforms such as media players, set-top boxes, and energy management systems.

Xped’s technologies that form part of the agreement include:

- Xped App Framework
- Xped Infrastructure Platform (“XIP”)
- Auto Discovery Remote Control (“ADRC”) Proxy
- ADRC Daemon
- RML Translation Library
- One Tap Provisioning of Gateway and Smart Devices

Xped will provide Solekai branded versions of the Xped App customised for a Virtual Gateway, a Smart Home solution, and a Smart Health solution.

While specific details of licensing terms are not disclosed for commercial reasons, the rates were negotiated from the standard Xped licensing cost sheet:

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- Smart Things: USD\$0.15 per Thing
- Smart Gateways: USD\$1.00 per Gateway
- Smart Platform: USD\$2.00 per Platform

Further to the initial license fee, the agreement includes ongoing maintenance fees payable to Xped.

Xped and Solekai will now commence work together on integrating Xped's technologies into their solutions. Solekai will extend the Xped reach into their customer base that includes major STB, Gateway, and Media Device manufacturers.

Xped and Solekai will collaborate across both their technology and customer engagements. Technical teams are commencing integration of ADRC into specific Solekai solutions targeting customers in Set-Top Box and Gateway business. Concurrently the sales team have begun joint engagement with several existing Solekai customers to promote the ADRC integrated solutions. It is anticipated that the time from Solekai customer agreement to revenue is approximately 9 months.

Xped's Managing Director, Martin Despain, commented: "Solekai has been very positive on the portfolio of technologies that Xped has developed. We are looking forward to working with Solekai to bring ADRC integrated solutions to market"

Solekai's EVP of Business Development, Michael Daulerio, commented: "Xped's technology offers Solekai customers a complete Smart software suite at competitive licensing terms. As such, our customers are able to add significant value to its products while minimising the development and support burden - the "make vs. buy" decision is as elegantly simple as Xped's solution."

Martin Despain  
Managing Director

# Xped Limited



## ABOUT XPED

Xped is an Australian Internet of Things (“IoT”) technology business. Xped has developed revolutionary and patent-protected technology that allows any consumer, regardless of their technical capability, to connect, monitor and control devices and appliances found in our everyday environment. It’s as simple as two people shaking hands. By enabling the Internet of Things, Xped’s ADRC platform will bring benefit to Manufacturers, Retailers, Service Providers, and Consumers.

At Xped, we’re **Making Technology Easy Again**

## ABOUT SOLEKAI

Solekai Systems is a US company based in San Diego. They are a privately held company formed in 2002. Solekai Systems is a leading software design services and integration company. They specialise in Digital Media, Smart Grid and Advanced Metering Infrastructure, Connected Health and Internet of Things.

[www.solekai.com](http://www.solekai.com)

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