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ASX Announcement

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KNOSYS TARGETS APAC CLOUD EXPANSION WITH MICROSOFT GOLD PARTNERSHIP

Knosys Limited (ASX: KNO) is pleased to announce that it has attained Microsoft Gold Partner status and that Microsoft Azure will be adopted as the cloud platform for Knosys' knowledge management solution in the APAC region.

During the last six months, Knosys became a substantial user of Microsoft Azure services having onboarded major telecommunication customers Singtel and Optus to the Azure platform. According to the Synergy Research Group in late 2018, Azure is the number 2 provider globally of cloud Platform-as-a-Service and Infrastructure-as-a-Service.

"We were initially approached by Microsoft who recognized our success with these key enterprise customers and our growing consumption of their cloud services," said Knosys Managing Director, John Thompson, "with our core technology having been developed using Microsoft tools, they were the obvious partner for us when formulating our Cloud strategy. This is a very important step in the evolution and development of the Knosys Group when you think about the opportunities this partnership can deliver.

"This is a potential breakthrough development for Knosys because, not only does it align Knosys with one of the world's dominant software and cloud systems providers, it is recognition that Knosys is a valuable solution for Governments, businesses and other entities that are not maximizing the value of the information they actually already hold within their business."

Knosys selected the Azure service because of its regional and global footprint which fits well with Knosys' targeted customer base who also demand robust security, superior operational performance and high levels of availability.

The co-sell program will see Knosys work with Microsoft and its channel sales teams to sell its knowledge management solution to Microsoft's extensive enterprise customer base. The initial focus will be APAC but expansion globally certainly is anticipated in the future as the two companies refine the market offering.

Knosys Chief Executive Officer, John Thompson, said: "This partnership offers significant and increasing benefits to Knosys; we get to collaborate with Microsoft's account managers and partners to actively look at selling our solution. The opportunity to be a part of and leverage an established ecosystem and partner network is potentially a game changer for us. We anticipate that with support from the Microsoft partner program we will be able to exploit marketing opportunities in regard to events, demonstrations and joint promotional opportunities to help build customer awareness and commercial opportunities in APAC."



“Now that we have Gold Partner Status, we will be working closely with Microsoft to sell and promote KnowledgeIQ and we look forward to bringing in more sales in the coming quarters.”

Knosys expects that the launch of the partnership will help scale its solutions globally and drive strong co-sell opportunities with Microsoft's sales teams in APAC and ultimately worldwide.

ABOUT KNOSYS

Knosys is a successful, fast-growing Australian technology company that is digitising enterprise knowledge to improve productivity of employees and drive customer experience. The Knosys KnowledgeIQ platform is an enterprise-grade, knowledge management solution that enables companies through a machine learning approach to discover and deliver personalised information plus answers to staff and customers to transform productivity and improve customer experience.

For more information please visit: www.knosys.it

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