



ASX Announcement

ASX: DUB

6 May 2020

Dubber Goes Live on Cisco Global Price List

- **Dubber Call Recording, Data Capture & AI services now available via Cisco Global Price List**
- **Services can be ordered as a native feature for Cisco Webex Calling**
- **Opens up the market to Cisco's global sales channels**
- **Immediate demand as part of enterprise Business Continuity Planning requirements**

Dubber Corporation Limited (ASX: DUB) ('Dubber' or 'the Company'), which provides the call recording and data capture platform for Cisco Webex Calling, is pleased to announce it is available via the Cisco Global Price List and order entry system (CCW) with immediate effect.

The Dubber services have, for an initial period, been available in the network via an interim process which required the Cisco channel to liaise directly with Dubber to satisfy immediate requirements. Now, Call Recording and Data Capture services for Cisco Webex Calling can be ordered by any of Cisco's resellers globally directly from Cisco.

Against the background of a generational shift to working from home, businesses and enterprises are now looking to Cisco Webex Calling for the solution to their immediate workforce requirements and long-term Business Continuity Planning (BCP) as they seek to replace legacy hardware-based telephony services with flexible, cloud based capability. Call recording is a key requirement in this process and is now immediately available for any Cisco Webex Calling user.

The following feature announcement has been released by Cisco to its channel partners and resellers:

Native Call Recording for Webex Calling now available via Solutions+ Partner Dubber on CCW

Cloud call recording is now available for Webex Calling via CCW, enabling an immediate native recording ability for Webex Calling users

Businesses & enterprises requiring their calls on Webex Calling to be recorded can now do so with a simple recording subscription - without the need for on-premises equipment.

The service provides advanced cloud call recording capabilities which are natively connected to the Webex Calling platform globally. As with the standard Webex Calling suite it is ordered

through CCW and is simply packaged into a single subscription, making this a seamless feature for any Webex Calling opportunity.

As businesses across the world are embracing Webex Calling, the Dubber Call Recording feature enables businesses to satisfy such use cases as work-from-home, business continuity plan and full compliance requirements. In addition, with simplified methods of secure access to recordings, new use cases are possible across an entire organization, or at an individual level.

Features of Dubber Call Recording:

- **No limit on Storage:** store your calls to maintain local compliance or policy
- **Secure Web & Mobile Apps:** access recordings based on User permission anywhere
- **Secure Open API:** optionally present recordings within an existing application or legacy solution
- **Fully Compliant:** ISO27001, MiFID II, GDPR, HIPAA, Dodd Frank, PCI DSS and Cisco CASPRx

In addition, the following subscriptions are also available via CCW:

The Dubber AI subscription plan which benefits businesses who want to turbo charge their call recording with transcription, tone, sentiment analysis and automated alerts. This plan provides the customer with the ability to utilize their voice data to pinpoint insights which provide positive and previously unavailable benefits.

The powerful Dubber Open API enables customers to completely link their recordings and AI data made via Webex Calling to Business Intelligence apps, CRMs, other applications or even legacy solutions.

Dubber Call Recording, Voice AI and Open API are available today via CCW.

Steve McGovern CEO, Dubber:

"We are very pleased to have Dubber call recording and data capture services orderable on the Cisco Global Price List as part of an integrated bundling for Cisco Webex Calling customers. This opens up Dubber's services to all Cisco partners globally, where they can order Call Recording and other features as part of the Cisco Webex Calling sales process. Given the recent uptake in the requirement for fully featured cloud telephony services, we expect this to result in significant increases in global ordering and provisioning of services. We are currently seeing robust uptake across the USA, Canada and Europe, particularly in the health care and large financial services verticals."

As CCW is accessible only to registered Cisco partners and resellers, the Company provides the below screen capture for information purposes.

ESTIMATE NAME Estimate_OT114672009NX (OT114672009NX) Global Price List in US Dollars (USD)

ESTIMATE ID OT114672009NX **CREATED BY** [REDACTED] **CREATED ON** 05-May-2020

Set preferences for this estimate

Search by SKU, Program ID, Description and Product Family 1

1 The product discounts are cascaded to subscription items, however subscription items may only be eligible for lower discounts. To apply the proper discount to subscription items, click on "MORE" and then, "Apply Discount".

	Hardware, Software and Services	Estimated Lead Time	Unit List Price (USD)	Qty	Unit Net Price (USD)	Discount (%)	Extended Net Price (USD)
☐	1.0 SP-DUB-SUB more SolutionsPlus: Dubber Call Recordin Valid as of 05-May-2020 03:32:12 PDT Requested Start Date 08-May-2020 Requested For 12 Months From 08-May-2020 To 07-May-2021 Automatically Renews For 12 Months From 08-May-2021 Billing Frequency Prepaid Term Edit Options Validate Recommended Content Add Note More Actions	Not Applicable	0.00 MRC	1	0.00	0	0.00
☐	1.1 DUB-CALLRCRD more Call Recording Subscription (flat rate per user)	21 days	14.95 Per Each /Month	1000 Each	14.95 Per Each /Month	0.00	179,400.00
☐	1.2 DUB-CALLRCRD-AI more Call Recording Subscription (AI Select per user)	21 days	29.95 Per Each /Month	600 Each	29.95 Per Each /Month	0.00	215,640.00

Estimate Total All Prices Shown in USD

Average Product Discount	0.00 %	Product Total	0.00
Average Service Discount	0.00 %	Service Total	0.00
Average Subscription Discount	0.00 %	Subscription Total	395,040.00
		Total Price	395,040.00

This Price Estimate does not constitute an offer by CISCO to sell products, but is instead an invitation to issue a purchase order to CISCO until the valid date specified in this price estimate. Such a purchase order will be subject to Cisco's standard procedures, terms and conditions for the acceptance of purchase orders. This order may be subject to indirect tax (VAT, GST, sales tax or other indirect taxes), duty and freight charges even if not noted on this estimate.

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This ASX release has been approved for release to ASX by Steve McGovern, CEO & Managing Director.

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About Dubber:

Dubber is the world's most scalable call recording service which has been adopted as core network infrastructure by multiple global leading telecommunications carriers in North America, Europe and Asia Pacific. Dubber is a disruptive innovator in the multi-billion dollar call recording industry, its Software as a Service offering removes the need for hardware, productisation or capital expenditure.

As the telecommunications sector moves towards Cloud services, Dubber has been integrated as the call recording and data capture service for Cisco Systems' Cloud telecommunications infrastructure across service provider and business enterprise sectors.

Dubber provides the opportunity for the capture of voice data across these networks enabling further monetising opportunities, in addition to regulatory compliance, in the areas of analytics, artificial intelligence and 'Big Data' - expanding the potential market for call recording to every phone.

For more information:
www.dubber.net