

24 November 2023

New Cisco Cloud agreement and Spirit Dealer Program launched, Targeting 4,000 new customers over the next 4 years.

Highlights:

- **Having exceeded all commitments under the 2022 Cisco agreement and with strong demand in the market for advanced cloud-based communication solutions Spirit has entered into a new multi-year deal.**
- **The new agreement with Cisco, via Spirit's Communication and Collaboration team (Nexgen), extends the market growth achieved with the Cisco cloud communication platform:**
 - **Expands Spirit's product offering and capability to rapidly bring new services to market**
 - **Provides opportunity to rapidly scale NexGen and accelerate its growth**
- **Spirit will also launch a new Dealer Program:**
 - **Spirit to resell advanced cloud communication solutions under a new service offering for smaller managed service providers**
 - **Spirit will offer the services under 5-year contracts; targeting signing 100+ dealers across Australia in the next 18 months**
- **Delivers on Spirit's strategy to grow via partnerships and expanding Australian presence**

Spirit Technology Solutions ("Spirit" ASX:ST1), a leading provider of secure digital transformation and modern work environments announces it has secured a new agreement with Cisco for its Webex Wholesale offering.

The new Cisco Webex agreement follows a significant collaboration secured in July last year in which Spirit subsidiary Nexgen became the first business in the Asia Pacific, Japan and China (APJC) region to launch Cisco's Webex Cloud Wholesale offering, a substantial range of services designed specifically for the small-to-medium business market.

The agreement expands Spirit's product offering and capability to bring new services to market in an accelerated fashion. In addition, it provides an opportunity to rapidly scale up the Nexgen business and lock in its growth.

Spirit will launch a new dealer program to build on the success of their work to date.

The dealer program will enable Spirit to bring advanced solutions to market under a new service offering. Spirit will resell Cisco offerings to smaller managed services providers that don't have the ability to do their own communications and telephony.

Spirit will offer the services under 5-year contracts and is targeting signing up 100+ dealers across Australia in the next 18 months.

Spirit Managing Director and CEO Julian Challingsworth said: "We are thrilled to be extending and deepening our relationship with Cisco. These deals present us with an opportunity to significantly scale, expand our product offering and our capability to bring new services to market in an accelerated fashion. In addition, the agreements deliver on our strategy of securing further partnerships with our leading global technology partners and expanding our Australian presence through signing new customers. We look forward to working with Cisco as we advance towards our goal of becoming Australia's leading provider of secure, digital workplaces."

This announcement is authorised for release to the market by the Board of Directors of Spirit Technology Solutions Ltd.

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About Spirit Technology Solutions:

Spirit Technology Solutions is an ASX listed provider to Australian businesses of innovative IT&T managed services, cyber security and collaboration and communications platforms.

We are building the modern secure digital workplace for Australian businesses. Our mission is to “Make our customers secure, sustainable and scalable, while living our team values”

‘Secure by design’ is in our mantra and our world class cyber security solutions help Australian businesses take a different, data-centric and strategic approach to effective security.

Our collaboration and communications business was awarded by Cisco as Webex partner of the year for 2022 in the Asia-Pacific region, recognizing our world class team and focus on delivering amazing experiences to SMB customers.