

ASX ANNOUNCEMENT

QORIA LIMITED

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Helping every child to
thrive in their digital life



QORIA SECURES EXCLUSIVE PARTNERSHIP FOR STUDENT MONITORING WITH THE UK'S LARGEST K12 MSP

Qoria is pleased to announce that its UK operation (Smoothwall) has signed a partnership with Schools Broadband, the UK's largest managed service provider to K12. Under the exclusive partnership Schools Broadband will offer Qoria's world leading student monitoring solution to their UK customers.

Schools Broadband

Schools Broadband is a UK-based service provider specialising in internet connectivity and security solutions tailored for educational institutions.

Since its inception in 2007, Schools Broadband has become the leader in delivering high-speed broadband to UK schools now supporting over 3,000 schools and Multi Academy Trusts (MATs).

Schools Broadband has garnered industry awards for its customer solutions and security services, affirming its reputation as a trusted provider in the education sector. Their services are designed to be both cost-effective and user-friendly, ensuring that schools can focus on educational outcomes while relying on robust technological support.

For more information, you can visit their [official website](#).

The opportunity

The UK education sector is subject to the world leading Keeping Children Safe in Education (KCSIE) regulatory regime. Run by the Department for Education, this regime sets prescriptive requirements for filtering and student safeguarding which are refreshed annually.

The most recent KCSIE updates have lifted expectations of UK schools to assume harmful activity is present in educational settings and to take steps to monitor students. Consequently, student safeguarding is growing fast.

Through this partnership with School's Broadband Qoria has direct access to deliver our world leading safeguarding product Monitor, to an additional 3,000+ schools and MATs across the UK, reaching ~1.5M students and staff.



Sean Donohoe, CSO Schools Broadband said “Following the updated KCSIE 2023 statutory guidance, we looked to the market for the best possible safeguarding solution for our clients. Monitor is that product. We are incredibly excited about the new partnership.”

Qoria’s UK team (Smoothwall) and Schools Broadband have worked hard behind the scenes ahead of contract signature to ensure that all staff are trained and a go-to-market strategy has been agreed, to launch imminently as part of back to school in September. The marketing plan will highlight the importance of Monitor to address KCSIE legislation to the entire school and MAT customer base within Schools Broadband. This will be supported by proactive engagements from their sales team.

A number of joint bids and trials have already been worked on, demonstrating the trusted relationship that has been forged between the two companies.

David Tindall, CEO Schools Broadband said “As a market leading and high quality safeguarding provider to the UK education sector, we recognised the need to complement our existing portfolio with a best of breed monitoring solution, and so meet the latest KCSIE legislation. After conducting a thorough market review, we are thrilled to have chosen Smoothwall Monitor as our exclusive monitoring provision. Not only is Monitor a best in class solution but Smoothwall’s values and passion for protecting children equals our own. We couldn’t be more excited to begin introducing Monitor to our base of over 3,000 schools and trusts.”

Gavin Logan, EVP, Qoria said “Keeping children safe online has become one of the most pressing challenges of the modern age. Qoria and Schools Broadband is an exciting and important partnership. It gives 3,000 more schools the opportunity to adopt our world class Monitor solution and with it, the ability to spot and support at-risk children far more quickly than may otherwise have been possible. We are already trialling Monitor with several schools and we’re looking forward to working with many more in the coming weeks and months.”

The number of UK students serviced by the MSP (Managed Service Provider) segment represents conservatively 4 million students. Product based decisions are heavily influenced by MSPs. We are excited about expanding our MSP distribution beyond Schools Broadband in time.

Partner Agreement Details

Parties	Qoria and Talk Straight Ltd (trading as Schools Broadband)
Key Terms	Parties agree for Qoria to be the exclusive provider of student safeguarding solutions for Schools Broadband to resell into UK schools. The agreement is for two years. Generally Qoria’s standard partner agreement terms apply.
Materiality and Projections	The Company is unable to forecast the potential revenue from this agreement or its financial materiality. The Company however considers this to be a strategically important agreement.

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About Qoria

Qoria is the only truly global provider of digital safety and student wellbeing solutions. Qoria's innovative integrated suite of best-in-class tools supports the needs of both schools and parents and enables a unique collaboration between them. Australian based and ASX-listed, Qoria's innovations are rapidly being adopted by school communities globally.

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