



# ASX MARKET RELEASE

## Skybridge Announced as National Installation Partner for Buddy Ohm

### SUMMARY

- Buddy Platform has reached agreement with leading national electrical service provider, Skybridge Group Pty. Ltd., to become the preferred national installer of Buddy Ohm in Australia
- The agreement provides a national installation and maintenance service for new and existing Buddy Ohm customers in Australia
- Skybridge has also agreed to become a referral partner of Buddy Ohm under a revenue share agreement
- With a network of over 2000 field technicians, Skybridge delivers large scale, complex field service solutions on behalf of corporate and government clients, primarily in the telecommunications, energy, medical and security sectors
- Agreement is a precursor to Buddy launching major nationwide sales & distribution partners for Buddy Ohm in Australia.

### 13 October 2017 – Adelaide, South Australia

Buddy Platform Limited (ASX: BUD) ("Buddy" or the "Company"), the Internet of Things ("IoT") data management, processing and control platform, today announced it has reached agreement with Skybridge Group Pty. Ltd., one of Australia's leading national electrical service providers, to install and maintain Buddy Ohm for customers nationwide.

Established in 1999, Skybridge built a reputation as Australia's leading provider of national satellite broadband installation and maintenance services. Building on this success, Skybridge diversified into a range of other industries including energy and facilities management, providing the ideal strategic background to a partnership with Buddy Platform.

In addition to becoming Buddy Platform's preferred national installer in Australia for direct sales, Skybridge will become the primary installer for large-scale nationwide sales & distribution partners for Buddy Ohm.

For Buddy Ohm customers in Australia, this agreement provides for a standard installation cost structure, streamlined installation and maintenance services supported by Skybridge's technology platform – SIMON (Skybridge Information Management Online Network).

“It was clear from the earliest days of Buddy Ohm that the demand for this product in Australia required us to think well beyond our own capabilities for installation and maintenance on a national scale”, said David McLauchlan, CEO of Buddy Platform. “We’re thrilled that an electrical service provider of the size and calibre of Skybridge has agreed to partner with us in getting Buddy Ohm into our customers’ facilities no matter where they are nationally. Even more importantly, we anticipate bringing on board significant national reseller partners, and SkyBridge will complement those deals perfectly as their installation channel. This deal is a very significant multiplier for our Buddy Ohm business in Australia.”

In addition, Skybridge will represent the Buddy Ohm product to their existing customer base under a referral arrangement. Through this deal, Skybridge will facilitate installations of Buddy Ohm to further extend its reach in the Australian market. As with all reseller agreements, Buddy retains the majority of revenues generated from sales of Buddy Ohm contemplated by this agreement.

“Skybridge has been recognised as one of Australia’s most innovative companies. We were the first to complete installations of Buddy Ohm in retail facilities in Victoria and we are looking forward to joining forces with Buddy Platform to support the installation of Buddy Ohm across the country”, said Skybridge CEO, Chad Orr. “This innovative service is a game-changer in the energy monitoring space and is a great complement to the other services we are providing to our national customers.”

### **About Buddy**

Buddy Platform Limited ([BUD.ASX](https://www.bud.asx)) provides highly scalable Internet of Things data aggregation and management infrastructure by way of three unique offerings – Buddy Cloud, Buddy Ohm and Parse on Buddy. The Buddy Cloud offers smart city providers a globally scalable data ingestion and management platform. Buddy Ohm, a complete and low cost solution for facility resource monitoring and verification, connects systems that were never designed to work together, while turning energy savings into a strategic asset. Parse on Buddy is a mobile backend as a service (mBaaS) built on the world’s most popular BaaS technology. Buddy Platform is headquartered in Adelaide, Australia, with offices in Seattle, Washington.

For more information, visit [www.buddy.com](http://www.buddy.com).

### **About Skybridge**

Skybridge creates better communities through the delivery of complex infrastructure. Working on behalf of corporate and government clients, Skybridge has delivered close to 1 million field services since 1999 through its Australia-wide network of 2000+ field contractors in sectors including telecommunications, energy, medical and security. Skybridge’s clients include NBNCo., Telstra, Optus, Energy Australia and the Commonwealth Government among others. Skybridge was majority acquired by Tanarra Capital in 2014.

For more information, visit [www.skybridge.com.au](http://www.skybridge.com.au).

###

Media:

Matthew Wu

Media & Capital Partners

Email: [matthew.wu@mcpartners.com.au](mailto:matthew.wu@mcpartners.com.au)

Buddy Platform Contact:

Brian Seitz, VP of Marketing and Communications

Phone: +1 (206) 745-9079

Email: [ir@buddy.com](mailto:ir@buddy.com)

