



ASX ANNOUNCEMENT

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Norwood Collaborates with Oracle to Provide Greater Accessibility of Data to Sales Teams

Norwood's Corona CRM platform now integrated into Oracle Sales Cloud to empower sales teams globally

Norwood Systems Ltd ("Norwood" or the "Company") (ASX: NOR) has announced that it has integrated its Corona CRM with Oracle Sales Cloud. The combined offering will allow sales teams across the globe to access far greater amounts of data, enabling them to deliver greater results for their business.

Norwood's Corona CRM will automatically log smartphone calls, texts and metadata into the Oracle Sales Cloud, creating a robust and comprehensive data repository of sales and service personnel interactions with their customers and stakeholders. Corona CRM's intelligent data synchronisation capabilities will automatically match World Phone and World Message interactions and phone numbers with numbers stored for employees and clients in a customer's Oracle Sales Cloud implementation, saving the associated content as an activity record within Oracle Sales Cloud.

The end result of the implementation is a powerful combined data capture platform that feeds into Oracle's powerful analytics based cloud applications, which will ultimately allow sales teams and their managers to have a greater insight into their customers and partner with them more effectively.

Oracle Vice President of Technology and Cloud, UK, Ireland & Israel – Mr John Abel, commented:

"Information and data are the most critical assets to businesses today. It's vital that businesses collect data from within and around their ecosystem and use it to drive decision making, revenue and customer experience. Corona CRM integration with Oracle Sales Cloud will allow organisations to better understand the interactions they are having with their customers, to provide them with the tools they need to empower and support their sales teams."

Norwood Systems' CEO and Founder, Paul Ostergaard, commented:

"We have been working with Oracle's global sales, marketing, product and engineering teams on this integration project for several months and we are very satisfied with the results. Organisations can now look to Norwood to help them achieve exceptional data coverage of voice call and text message sales interactions conducted over their employee's smartphones – all logged automatically within the client's Oracle Sales Cloud instance. This Corona CRM integration with Oracle Sales Cloud creates a new and highly complementary partner offering."

*"With our **Compliance and CRM 100% Data Architecture** vision, Norwood is attracting a first-rate team of highly-regarded ecosystem partners, which now includes Oracle! We are excited by this collaboration with Oracle and the potential for customer growth going forward."*

-ENDS-

For further information, please contact:

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Norwood is changing the way we globally connect

At Norwood Systems, we're passionate about revolutionising telecommunications. To actualise this goal, we have developed versatile and innovative service platforms that combine Norwood's cloud services and Apps with a wide range of best in class network providers for voice, SMS and Wi-Fi access. By connecting your smartphone effortlessly and simply to local networks around the world via our award-winning Apps, you get high quality connections, clear and secure conversations for a fraction of international roaming costs.

About Norwood Systems

Norwood Systems provides voice, messaging and data services to consumers, enterprises and carriers globally, leveraging its' federated telecommunications services network partnerships. Our mission is to deliver disruptive end-user communications apps that streamline and simplify how users around the world can access affordable, high-quality telecommunications services – anywhere, anytime.

Norwood has solutions that service Enterprise, Telco and Partner channels.

Our [Enterprise Solutions](#) deliver powerful, yet simple platforms to make business communications more cost effective, easier to manage, and regulatory compliant. This is made possible by Corona® Cloud and Corona GTS, with its suite of mobility Apps.

Norwood Systems' innovative [Telco Solution](#) addresses all three categories of telecommunication providers. Major carriers, mobile virtual network operators (MVNOs), and Data-only providers.

Our [Partner Solutions](#) are designed for the forward looking, customer driven Travel and Loyalty partner, providing an easy way to invigorate brand offerings with App based benefits.

About Oracle PartnerNetwork

Oracle PartnerNetwork (OPN) is Oracle's partner program that provides partners with a differentiated advantage to develop, sell and implement Oracle solutions. OPN offers resources to train and support specialized knowledge of Oracle's products and solutions and has evolved to recognize Oracle's growing product portfolio, partner base and business opportunity. Key to the latest enhancements to OPN is the ability for partners to be recognized and rewarded for their investment in Oracle Cloud. Partners engaging with Oracle will be able to differentiate their Oracle Cloud expertise and success with customers through the OPN Cloud program – an innovative program that complements existing OPN program levels with tiers of recognition and progressive benefits for partners working with Oracle Cloud. To find out more visit: <http://www.oracle.com/partners>.

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