

**ASX ANNOUNCEMENT**

2 January 2018

## **Norwood Signs Broad Service Contract with US-based Investment Bank**

### **Highlights**

- **Contract signed with JMP Securities, a full-service US investment bank and part of the JMP Group**
- **The contract covers the supply of all Norwood's enterprise service offerings to JMP Securities**
- **First referenceable Corona Compliance client in the US banking sector**
- **"Phase 1": annual recurring revenue of AU\$35K for a mix of SaaS and usage services delivered to an initial 50 JMP staff members. Potential for revenue scale-up through further roll-outs to additional JMP staff members once Phase 1 is fully deployed and World Secure pilot is accepted.**

"Virtual Mobile Communications as a Service" pioneer Norwood Systems Ltd ("Norwood" or the "Company") (ASX: NOR) is pleased to announce its first full-service contract with a highly-regarded US Investment Bank, JMP Securities ("JMP"). JMP is headquartered in San Francisco and has offices around the US. JMP specialises in four growth industries: technology, healthcare, financial services and real estate. See [www.jmpg.com](http://www.jmpg.com).

The contract covers the supply of all of Norwood's currently available enterprise services, as well as a pilot for Norwood's soon-to-be-released **World Secure** cyber-security platform:

- Virtual Business Mobile Services** – using **World Phone 3.0.x** and **World Message 1.x** iOS Apps
- World Secure (5-user pilot)** – a revolutionary cyber-security platform that automatically secures mobile data connections on insecure Wi-Fi networks
- Salesforce.com CRM integration** – logging staff-to-client voice and messaging interactions automatically into JMP's CRM system
- Global Relay archival integration** – capturing voice and SMS metadata and SMS content for securities industry regulatory compliance purposes

This is the first US-based client contract for Norwood's **Corona Compliance** solution, which enables firms in the financial services sector to achieve compliance with FINRA (US) and MiFID II (Europe) regulations covering the need to archive business communications, including smartphone voice calls and text messages.

This is also the first US-based client contract for Norwood's **Corona CRM** solution, which enables any Salesforce.com or Oracle Sales Cloud client to capture and automatically log smartphone text messages and calls into the client's Customer Relationship Management (CRM) system.

This agreement with JMP will assist Norwood in progressing additional US-based **Corona Compliance** deals currently in its sales pipeline, in addition to providing an important proof point for potential US-based channel partners.

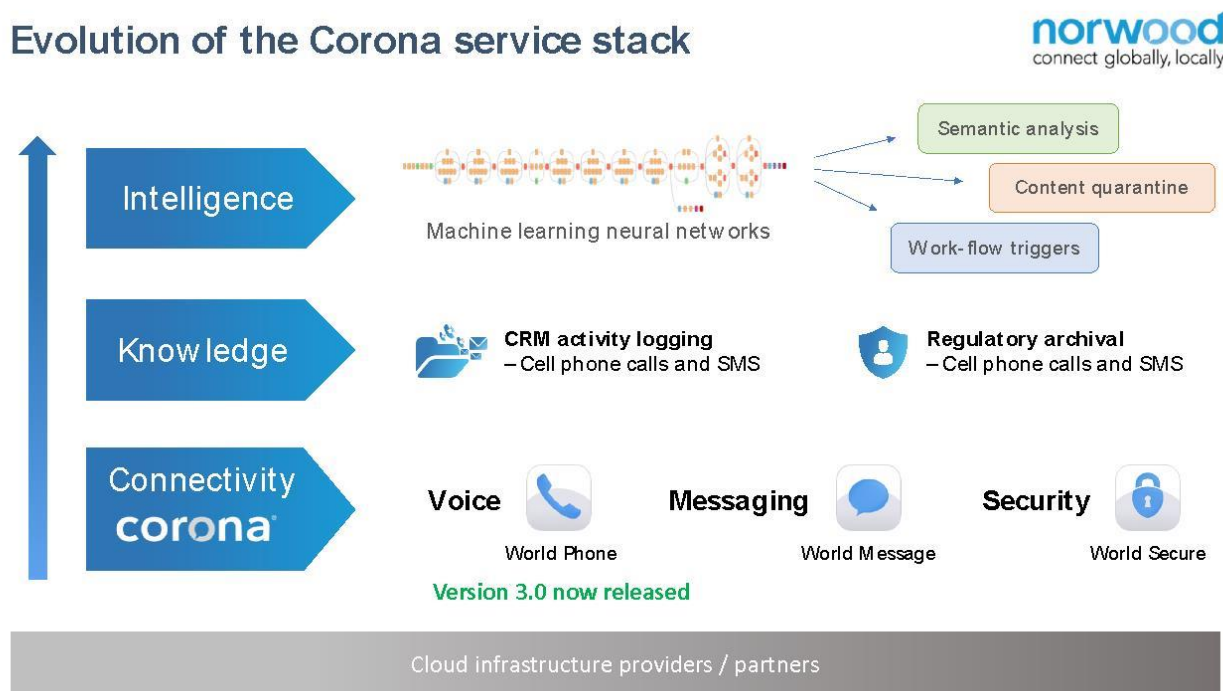
The contract includes a corporate pilot for Norwood's revolutionary automated VPN security tool, **World Secure**, which enables employees in information-sensitive industries to automatically "Secure and Forget" their smartphone's wireless data network traffic when accessing potentially insecure Wi-Fi networks.

**World Secure** enables organisations to adjust staff members’ VPN security profiles on the fly in response to evolving cyber-security threats.

Taken together, the bundle of services delivered under this contract will be a powerful and referenceable showcase of all of **Corona’s** capabilities.

**Corona** enables organisations to address their unsolved legal and regulatory compliance issues for smartphone archival compliance (particularly in BYOD contexts), and CRM smartphone interaction information capture. **Corona** delivers a unique and compelling “bring your own device” (BYOD) enterprise mobility solution that keeps work calls and messages completely separate from personal use, even on a single mobile handset.

## Evolution of the Corona service stack



### Norwood’s key “Connectivity, Knowledge, Intelligence” Strategy Framework

Norwood’s Managing Director, CEO and Founder, Paul Ostergaard, said:

*“This contract with JMP represents a landmark deal for Norwood, establishing a number of significant ‘firsts’ for the Company:*

*“It is the first US-based client deal for Norwood, for both its **Corona Compliance** and **Corona CRM** offerings, and will represent a key reference site for Norwood in the US market, as we progress other opportunities in the region.*

*“It is the Company’s first banking deal and I could not be happier to see that we are now contracting with JMP, whose reputation is second-to-none in the US investment banking sector.*

*“Finally, it is also our first corporate paid pilot for **World Secure**, a revolutionary new cyber-security platform that we are currently bringing to market, whose mission is to plug a key organisational security hole – namely employees accessing public insecure Wi-Fi networks when away from the office.*

*“As a first deal for Norwood in the US sector with a respected mid-market full service investment bank, initial revenues are modest, but I believe the proof of concept value for our products is immense.*

*“We are looking forward to implementing these services for JMP in the near term and to progressing our other banking client and banking channel partner prospects in our current sales pipeline.”*

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### **Norwood is changing the way we globally connect**

At Norwood Systems, we're passionate about revolutionising your telecommunications. To actualise this goal, we have developed amazing platforms that realise the world's largest federated telco network. 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 deliver powerful, yet simple corporate communications platform to make communications more cost effective, easier to manage, and regulatory compliant. This is all 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 provider. Major carriers, mobile virtual network operators (MVNOs), and Data-only providers.

Finally, 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.

Norwood Systems listed on the ASX in June 2015 and trades with the stock ticker NOR.