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Vault signs Partner Agreement with Vita Group to sell Solo

Vault Intelligence Limited (ASX:VLT) is pleased to announce a strategic partnership for business development and sales of Vault Solo subscriptions in Australia, with Vita Group (ASX:VTG).

Vault is a leading provider of software solutions in the risk and safety technology sector protecting more than a million workers globally. Vault Solo, launched in August 2018, is a workforce management ecosystem using mobility devices including the Samsung Galaxy watch, designed to protect and manage workforces, while adding time-saving and productivity tools to complement the core product.

Vault Solo Sales to accelerate in Australia through Telstra's largest Reseller

-  Vault has signed a strategic partnership agreement with **Vita Group** as a key partner for business development and sales of Vault Solo across Australia
-  Vita Group is Telstra's largest operator of Telstra retail and B2B branded outlets. Vita operates:
 - More than 100 Telstra stores across Australia, providing exceptional telecommunications products and services to retail customers
 - Four Telstra Business Technology Centres in NSW and QLD, enabling the technology and communication needs of small-to-medium business customers
-  Vault and Vita Group, via the Vita Enterprise Solutions sales group, have set joint sales targets and are committed to working together to develop, market and sell the Solo solution into large enterprises
-  Vault continues to build an ecosystem of partners in the geographies it operates in, working with the best and most committed. Vita Group is Vault's largest and most significant partner in Australia

David Rose, COO and Executive Director at Vault said, *"This agreement is a strong endorsement of Vault and the Solo product. Vita Group brings a large and committed sales force, strong existing customer relationships and the ability to bundle professional services, telco and our applications into valuable customer propositions. Our teams are working closely together on several opportunities, joint marketing programs and solution bundles to generate significant growth for both organisations. We continue to experience strong demand for the Vault Solo product and as a result, we remain confident of delivering on our FY20 target of a minimum A\$10M CARR. This agreement builds further momentum towards this achievement."*

Paul Edmondson, GM, Business & Enterprise ICT Channel at Vita Group said, *"We're very pleased to be working with the Vault team on this exciting initiative. At Vita, we pride ourselves on our ability to consult with our customers, and provide the very best technology solutions, to add real value. Vault's superior technology solution, combined with Vita's team of consultants is a winning combination for both companies, and of course for our customers."*

Vita Group is Telstra's only Master Licensed Dealer, operating in the telecommunications and information communication technology sector through its network of Telstra retail and business points of presence, and its government and enterprise brand, Vita Enterprise Solutions. The company also operates in the technology accessories market through its brand, Sprout, in the skin-health and wellness sector with a growing network of clinics including its Artisan Aesthetic Clinics brand, and in the men's athleisure sector through SQDAthletica.

Ends.

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About Vault Intelligence Limited

Vault Intelligence Limited (ASX: VLT) is an online/SaaS development business specialising in creating solutions in the Risk, Environment, Health and Safety (EHS) sector. Vault operates across more than 30 industries and in several parts of the world.

Vault's leading cloud-based systems provide its clients with the benefits of cost savings and the availability of real-time information to monitor, maintain and improve their businesses. Driven by a passionate team of developers and EHS industry experts, Vault delivers its enterprise-level software and mobile solutions to 1,000,000+ people across 30 industries.

To find out more about how Vault solutions can help to minimise risk and boost effectiveness in your workplace, visit www.vaultintel.com.



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