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ASX Announcement: AR9

## **archTIS continues its commercialisation momentum and signs key partnership agreement with DXC Technologies**

- DXC is one of the world's largest ICT system integrators with US\$25 billion in revenues operating across the globe
- DXC has a close relationship with government and national security agencies in key global markets of interest to archTIS
- In Australia, DXC will offer Kojensi as a managed service to their National Security Community clients opening significant growth opportunities for Kojensi sales and a pathway to access up to 7,000 users in the Australian National Intelligence Community (NIC)
- DXC will initially purchase a 50-seat licence for Kojensi Enterprise to implement a Kojensi demonstration platform at their facilities in Canberra
- This is archTIS' second sale to the Australian National Security market in three months and demonstrates the demand for the company's world class, secure information collaboration platform

### **About DXC Technologies**

DXC Technology ("DXC") is a Fortune 500 NYSE listed company with a market capitalisation of \$9.56 billion and annual revenues of \$25 billion. DXC has nearly 6,000 clients in more than 70 countries. DXC is a provider of choice for the National Security Community in Australia and includes clients such as Department of Foreign Affairs and Trade (DFAT) Australian Signals Directorate (ASD), Attorney Generals Department (AGD) and Department of Home Affairs.

archTIS has signed an agreement with DXC to showcase Kojensi Enterprise to existing and potential clients in the National Intelligence market. This includes purchasing Kojensi licenses to establish a permanent demonstration capability at their secure facility in Canberra. The National Intelligence Community in Australia has an annual budget of over \$2 billion and employs approximately 7,000 staff across 10 agencies<sup>1</sup>.

### **Ric Bulluss, DXC said:**

"archTIS' product Kojensi is a fantastic addition to our national security practice offerings. We see this platform as the perfect solution to solving the complex problem of sharing sensitive classified information. The Kojensi platform will remove the need for Government Security Agencies to continue to develop costly isolated networks and get on with the job of sharing intelligence, quickly, collaboratively and securely. As a managed service this will allow them to refocus precious resources on other more important priorities, like looking after our national security. We look forward to using the platform internally, and adding it to our company offering."

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<sup>1</sup> 2017 INDEPENDENT INTELLIGENCE REVIEW Commonwealth of Australia 2017

## **DXC purchase initial 50-seat licence**

DXC has purchased an initial 50-seat licence to utilise and showcase Kojensi Enterprise as an on-premise, multi-level security content and collaboration platform. Kojensi Enterprise will allow DXC teams and their partners to manage and collaborate on classified documents and files in one secure space on material up to a SECRET classification.

The archTIS Kojensi platform has been developed over many years working closely with the Department of Defence and has been designed with secure collaboration first and foremost. This lengthy pedigree positions archTIS as one of a very few companies to be able to satisfy the security requirements of national government, military and intelligence agencies.

The initial 50-seat licence and associated services will generate revenue of approximately \$100,000 with more than half being recurring annual revenue. As additional licenses are purchased the quantum of recurring revenue will increase commensurately.

## **Agreement brings additional sales channel for archTIS' Kojensi suite**

This agreement provides archTIS with a new sales channel and complements other relationships established over the past 12 months as the company firmly switches attention to commercialisation activities. The potential to significantly expand the number of users working with the Kojensi platform continues to be strengthened through relationships such as this agreement with DXC.

archTIS will work closely with DXC on sales opportunities, product implementation and training, transferring product knowledge and developing capability throughout DXC.

**Daniel Lai, archTIS CEO said:** "This agreement is an important step for archTIS. DXC, one of the world's largest systems integrators, has acknowledged the importance of Kojensi as a unique differentiator in the market. DXC recognise the impact that Kojensi will have for the National Intelligence Community and have partnered with us to offer Kojensi as a service to the National Intelligence Community in Australia.

"Coming so quickly off the back of our Australian Criminal Intelligence Commission win in October gives our investors' confidence that we are successfully executing our commercialisation strategy. We look forward to working closely with the team at DXC and growing sales of Kojensi Gov and Kojensi Enterprise."

**ENDS**

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## **About archTIS Limited**

archTIS Limited (ASX:AR9) is an award winning, Canberra-based technology company established in 2006 focused on protecting sensitive information. Leveraging its strong pedigree with government and defence, the company has developed an industry-leading information security platform (Kojensi) providing a robust platform for the sharing and collaborating on sensitive or classified information.