



ASX Announcement
ASX Code: DUB

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Leading Distribution and Deployment Partner Siphon Signs Up For Dubber

Highlights:

- **Leading distribution and deployment partner of BroadSoft in UK & Europe taking on Dubber's transformative 'Native Cloud' recording Platform**
- **Dubber platform will provide key Value Added Services for Siphon's existing Service Provider clients**
- **Immediate initiative to deploy on current Service Provider Unified Communications networks engaging existing customers to deliver sales and revenue results**
- **Confirms Siphon's position as a provider of leading new technologies**

Dubber Corporation Ltd ("Dubber") (ASX:DUB) is pleased to announce that it has entered into a UK and European Distribution Agreement with **Siphon Networks Ltd ("Siphon")**.

Siphon is a leading European player in the innovation, delivery, integration and support of advanced Voice & Unified Communications technology. Siphon will resell Dubber services to its existing Service Provider and Enterprise clients.

Siphon has been a leading and trusted partner in the deployment of BroadSoft BroadWorks technology for six years and is ideally placed to provide Dubber's unique recording platform which is designed to enable an entire network customer base to capture and use voice data.

Siphon has been the driving force behind the design, delivery and support of many UK and European Telephony Provider platforms in enabling the delivery of cloud-based Unified Communications (UC) services.

Steve Harris, Managing Director from Siphon said:

"Dubber's entry into the UK market has been well received in the industry, and we are pleased to be a key distribution channel. Siphon has been providing call recording to its telco service providers for some time and we see Dubber's cloud solution as a transformative technology which will have significant benefits for our customers."

"With Dubber's support, our sales teams will immediately begin a campaign to our Service Provider clients, which historically has seen results in the very short term."

"The synergies between the Siphon and Dubber is obvious. We both aim to deliver pioneering and disruptive technology in the Unified Communications space, enabling our telco partners to provide Value Added Services ("VAS") to their customers. The fundamental UC telco proposition is to improve the end user experience whilst delivering VAS revenues through the supply chain. The ability to capture and use voice data on a large scale provides the opportunity for innovative new applications and means that the revenue streams are endless for all concerned.."

Steve McGovern, Managing Director from Dubber said;

"Siphon is a key player in the BroadSoft eco-system in Europe as it deploys and manages networks for Service Providers via Broadworks and the ever growing BroadCloud platforms. As part of that deployment, Siphon has the capacity to integrate value added solutions for which Dubber is the recording and voice data management application."

"Many of the Service Providers with whom our UK team have been engaged, have used Siphon to build their networks. Siphon is also the major distributor of Polycom handsets and other core Service Provider technology components in this market. Crucially, we see this relationship as being one which can yield immediate revenue since Dubber will be integrated into existing Service Provider networks."

"Initially, this agreement will see Siphon focus on it's existing recording customers as well as introduce new user cases such as 'On Demand' recording for it's telco partners."

Additional Siphon key points:

- Siphon extended its relationship with BroadSoft to distribute BroadCloud PBX.
- Microsoft Partner with Gold Communications Competency
- 23rd in the 2015 Deloitte UK Technology Fast 50
- 148th in the 2015 Deloitte Technology Fast 500 EMEA
- Polycom Partner of the Year 2014 & Circle of Excellence Partner 2015

About Siphon

Founded in the UK in 2009, SIPHON is a leading European player in the innovation, delivery, integration and support of advanced Voice & Unified Communications technology. For more information please visit www.siphonnetworks.com

About Dubber

Dubber is the world's most scalable call recording service that enables telcos and customers to think about capturing voice data in a way that they have never previously considered. A true native cloud platform, Dubber is revolutionising the call recording industry. Its high availability, unique total scale and true Software-as-a-Service (SaaS) offering enable telecommunications carriers and customers to implement and manage recordings as never before without the need for hardware or capital expenditure.

For more information:

www.dubber.net