

Thursday 15 January 2015

Urbanise appoints Regional Sales Director (Australia & New Zealand)

Urbanise.com Limited (Urbanise) (ASX:UBN) announced today that Andrew Herman has been appointed Regional Sales Director (Australia & New Zealand). With more than 25 years IT sales and sales management experience – most recently as part of IBM's large deals team - Andrew will be responsible for driving new customer opportunities across the region.

Prior to joining Urbanise, Andrew was responsible for managing and selling IBM's largest technology deals in both Australia and New Zealand. This followed four years as Sales Lead/Dealmaker with IBM's Growth Markets (Asia Pacific) division – where he focused on US\$20M+ deals in China, India and Asia Pacific. While at IBM, Andrew's clients included Westfield, Investa, ISS, United Group and Singtel Optus.

Urbanise CEO Ben Churchill said, *“Andrew's proven track record and exceptional customer relationships within the APAC region should contribute greatly to the acceleration of our revenue growth in Australia and New Zealand.”*

Andrew previously spent eight years selling SAP's ERP, CRM, SCM and Business Intelligence software solutions – during which time he was responsible for establishing a new venture to expand into the Vietnam market.

About Urbanise

Urbanise is the creator of a cloud-based platform for delivering building services. Designed for the facility management industry, the software-as-a-service platform is transforming the traditional engineering approach to building operations – improving customer service, removing operational costs and enabling new revenue streams. Urbanise technology is used in some of the tallest towers and most prestigious communities around the globe. www.urbanise.com

For further information contact: Katie Paynter +61 417 057 243