

Pivotal adopts Urbanise Platform to reduce client maintenance costs

Urbanise.com Limited (Urbanise) (ASX:UBN) announced today that it has entered into a Hosted Services Agreement (HSA) with specialist outsourced procurement firm Pivotal Procurement Australia (Pivotal). Pivotal streamlines and improves current procurement processes, and implements innovative solutions to increase business efficiency and secure substantial cost savings for its clients.

Under the agreement, Pivotal will adopt the full functionality of the Urbanise Platform to enhance service delivery to its clients operating in the commercial and retail property, retirement village, and hotel and resort industries. This includes using Urbanise's remote asset monitoring technology and sensors to reduce the maintenance costs incurred directly by its clients.

Commenting on the agreement, Pivotal Managing Director John Phillips said, "We are always looking for new and innovative ways to extend our service offering and deliver genuine value to our clients. Urbanise's state of the art software and sensors position us to develop our maintenance approach to further reduce the incidence of critical asset failure, increase business efficiency and secure substantial cost savings for our clients."

Urbanise CEO Ben Churchill added, "Pivotal has established a solid reputation for creating procurement strategies that deliver real value to their clients and we are thrilled that they will integrate the Urbanise Platform and sensors into their solution. Smart sensors deliver service providers the visibility needed to adopt a more proactive asset maintenance strategy, allowing them to identify issues and potential problems in advance of asset failure. We look forward to partnering with Pivotal and expanding our commercial relationship with them."

Under the agreement, Urbanise will receive variable platform usage fees (Pay As you Grow) calculated on a monthly basis. Pivotal plans to introduce the technology throughout its client base across Australia and New Zealand – generating significant recurring revenues for Urbanise. Pivotal clients include a mixture of listed and unlisted property funds, including some of the largest Real Estate Investment Trusts (REIT) in Australia.

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About Pivotal Procurement

Pivotal is a specialist outsourced procurement firm that streamlines and improves current procurement processes, and implements innovative solutions in order to increase business efficiency and secure substantial cost savings. Pivotal finds the optimal balance between Quality, Quantity, Timing, Risk and Price, underpinned by Environmental, Social and Governance (ESG) considerations, to deliver increased and sustained value to multiple organisations across a diverse range of industries. www.pivotalprocurement.com

About Urbanise

Urbanise is the creator of a cloud-based platform for delivering building services. Designed for service providers, the Urbanise software-as-a-service Industry Cloud 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

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