

# **ASX ANNOUNCEMENT**

30 August 2016

### **COMMERCIALISATION UPDATE**

# **HIGHLIGHTS**

- MTM METRO PLATFORM TO COMMENCE IN SEPTEMBER FOLLOWING SUCCESSFUL LAUNCH OF SERVICE IN FY16
- TIKFORCE DIGITAL VALIDATION ONE OF THE MOST COMPREHENSIVE, LOW COST COMPLIANCE AND VALIDATION SOLUTIONS IS NOW LIVE
- INTEGRATED AND LIVE ON THE VELPIC (VPC) PLATFORM
- INTRODUCTION AND ASSESMENT OF FIVE NEW TIKFORCE PRODUCTS, BASED ON CLIENT ENQUIRY/REQUEST
- REAL.ID, TIK.ME, WORKREADY JOBS AND CERTAIN ONLINE ARE ALL LIVE AND UNDERGOING FINAL CLIENT ASSESSMENT
- FULLY DIGITAL IN HOUSE POLICE CHECK WITH 30 MINUTE TURNAROUND TIME

### **COMMENTARY ON STRATEGIC DIRECTION**

TikForce Limited (ASX: TKF, the "Company") has enhanced its product range and approach to focus on labour hire workers, the most active sections of the market. Labour hire workers, have the most reasons to have validated profiles and credentials available in easily transportable format.

The Company have targeted labour hire and recruitment as well as major human resource companies. This engagement has focus on delivering improved compliance and reducing costs for the administration of recruit validation.

The \$19 billion labour hire industry is a prime target for the TikForce solution, as the clients average four onboarding events per year. As a result of the frequent employment events, job candidates require comprehensive validation of skills, competencies, certification and associated legislative/statutory clearances.

The current process is costing approximately \$200 per event per candidate per placement event, the TikForce process should save HR approximately \$150 per transaction and be substantially quicker.

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The labour hire market has nearly two million workers, so it provides a substantial and pivotal market driver that will allow TikForce to provide a standard in human capability verification and compliance.

The Company is now targeting to achieve 1,000,000 users in its engagement system. TikForce aims to achieve this by partnering with a number of the major international and national labour hire firms.

This is a modification to our rollout strategy and has been driven with a view of realising a significantly better return and shareholder value in the near term.

### A TURNKEY DIGITAL REGTECH COMPLIANCE COMPANY

The prospective client demand has led to the accelerated rollout of a complete product suite 12 months earlier than previously envisaged. TikForce now provides one of the most comprehensive, low cost digital compliance solutions available.

This end-to-end integration has reduced external and third party reliance in the validation and verification process. It has allowed TikForce to develop a globally scalable and proprietary solution.

A major shift toward self-reliance was realised earlier this year when TikForce became an accredited National Police Clearance agent.

### **NEW COMMERCIAL ASSESMENT AGREEMENTS**

As a result of collaboration with current and prospective clients over the past several months, TikForce is in the final assessment stage with:

- International resource companies;
- International fin-tech providers; and
- Multiple International and National HR and Labour Hire Organisations

It is envisaged that the final assessment will crystallise into material agreements when they become mutually agreed by both parties, in due course.

The modification of the market engagement strategy, product extensions and the more complex integration process has impacted on the time and investment that TikForce has made.

The product offering is more comprehensive and compelling to our existing and prospective clients.

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# UPDATED TIKFORCE WEBSITE WITH THE INCLUSION OF A 16 VIDEO "EXPLAINER SERIES" TO PROVIDE SIMPLIFIED EXAMPLES OF THE TIKFORCE PLATFORM

To better support understanding of the overall capability of the TikForce platform, a series of 16 Explainer Videos have been released and can be viewed via the TikForce web page, the official TikForce LinkedIn page and the dedicated YouTube Channel.

The "What Is TikForce" video <a href="https://youtu.be/a2XcnZzez5Y">https://youtu.be/a2XcnZzez5Y</a> provides an overall view of the entire compliance platform.

The remaining videos provide a scenario based approach, demonstrating employer, client or applicant benefits.

### TIKFORCE PRODUCT OFFERING

### **INTEGRITY PACK**

The Company is pleased to announce that it had successfully launched Australia's most comprehensive and efficient Digital Work Validation Pack on 19 August 2016.

It is anticipated that the new product will drive significant market awareness for the TikForce brand and ongoing adoption of the Company's platform.

Over 20% of the Australian workforce, or in excess of two million workers, will need some form of validation for their employment and TikForce's Digital Work Validation Pack represents compelling value to businesses and workers.

The Pack can be accessed at <a href="http://workready.jobs/integritypack">http://workready.jobs/integritypack</a> and is priced at \$49.50. The Pack includes a comprehensive range of features, including an automated police check, that will give employers the assurance that prospective employees and contractors are qualified to be on the job, and workers the ability to quickly prove they are work-ready.

The TikForce Pack is priced the same as a standard police check, but includes \$147 worth of value, offering:

- Identify verification
- Right-to-Work verification
- National Police Check
- Six-Month Digital Credential Passport

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# NEW PRODUCT PLATFORM - LIVE REAL.ID

Real.id is effectively a photo ID card for the internet. Real.id verifies your name and ID photo against a bank-quality 100-point identity check, and confirms that the name you typed and your ID photo are actually yours.

Once you have your digital ID, you can then share (email, text message, Real.id app) your Real.id to anyone who needs to check your photo ID.

For secure login, Real.id can use biometrics to confirm that it's really you. If your office uses swipe cards, Real.id can send you photo ID cards that will work with your building systems to give you secure entryway access.

Owning a Real.id can help to stop unknown people from accessing your personal data online and can also give you real-world security that the person entering your workplace is actually allowed to enter.

### TIK.ME

Tik.me is a web and mobile enabled app that gives you the tools you need to get ahead in the labour market.

Tik.me allows you to build an online profile, to which you can upload and securely store all your credentials. Getting the clients credentials verified with Tik.me demonstrates to employers that they can be certain about what the prospective client or employee can do.

With Tik.me the client can connect to employers online, showcase their credentials and enhance their employment opportunities.

### **WORKREADY.JOBS**

WorkReady Wizards give the employee the opportunity to be ready for positions before they are even advertised. Through each Wizard, the client is able to upload current credentials that relate to both templated and real-world positions. Clients can add credentials they don't already have uploaded, and verify them all to make the process of on boarding you for any position faster, smarter and more efficient.

Organisations can utilise prebuilt WorkReady Wizards to get candidates on boarded for positions faster, or can request their own customised WorkReady Wizard. Customised Workready Wizards are designed to integrate seamlessly into the employers' current recruitment processes, ensuring a compliant workforce with less time and cost spent on administration, and more focus on recruiting the right people.

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### **CERTAIN.ONLINE**

Identity, biometric comparison and results integration suite.

Certain.online challenges your participants at pre-defined intervals using face and voice recognition, allowing you to be certain that the participant who registers is the person who completes the course.

Certain.online is an API suite, providing secure login and active biometrics for online training and induction. Individuals are tested against their verified ID. You can be sure that your participants are verified.

Certain.online provides a set of application programming interfaces for online training at testing organisations. By using biometrics on course participants, employers, trainers and testers can be sure that the job applicant is actually the person who completed the course.

For ease of access, certificate results are posted to the Tik.me cloud profile as validated results. For course validations, TikForce can provide a sales channel, which can result in sales margins as a component factor of trainer registrations.

### CLIENT UPDATES AND COMMERCIAL AGREEMENTS

# UPDATED PLATFORM TO SUPPORT PHASE 2 ROLLOUT EXPECTED TO GO LIVE IN SEPTEMBER

MTM METRO – http://www.metrotrains.com.au/

As previously announced on 5 August 2016, TikForce has completed the "Phase 1 contractor onboarding" roll out with MTM/Metro. TikForce has now expanded its agreement with MTM Metro.

The Phase 2 rollout platform of the Metro identity validation and access process is now ready to go live, which is expected to occur in late September.

TikForce is now directly engaged with over 1,000 contract suppliers to expand the delivery of the current onboarding system. MTM/Metro is currently servicing over 400,000 people per day.

The updated TikForce platform will provide a more complete solution that streamlines the full onboarding ID process for an additional 750 contractors working on the Metro train network.

TIKFORCE AND VELPIC HAVE INTGRATED PLATFORMS ARE NOW LIVE Velpic - www.velpic.com

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TikForce has successfully integrated its solution with Velpic's systems and the Company has started receiving revenue from the partnership. TikForce signed a partnership agreement with the ASX-listed eLearning service provider on 10 May, 2016.

The partnership enhances the offering by Velpic as the identity of users on the eLearning platform can be verified through TikForce. The companies have a revenue sharing arrangement where Velpic charges a fee for each lesson completed and TikForce charges a fee for each verification.

For further information, contact:

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# **About TikForce**

Tikforce is a Human Resource technology platform that provides businesses a more efficient and complete solution for workforce identity, compliance checks, credentials and qualification screening.

The TikForce platform is faster, cheaper, lower risk and more comprehensive than traditional systems. For more information please visit: <a href="http://www.tikforce.com/">http://www.tikforce.com/</a>

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