



**For Immediate Release**

**6 November 2017**

**- IKE Grows Engineering Company IKE4 Deployment –  
Broader roll out follows recent national communications & fiber customer win**

IKE advises that it has grown a national engineering customer account significantly with further sales of the IKE4 platform. The headlines are:

- A third phase order of 15 IKE4 systems, or approximately \$180k.
- This customer has grown to have more than 50 IKE systems deployed, having added 30 IKE4 systems YTD in FY18.
- Associated subscription revenue from this customer at this volume of systems deployed is expected to be approximately \$0.45m over the next 36 months.
- This follow-on order relates directly to this party's engagement with the national communications & fiber business who, as announced last week, has adopted the IKE4 cloud-based platform to speed up the deployment of their fiber network.

IKE recently upgraded its FY18 IKE4 guidance from 40% to 70% YoY growth, or from approximately 300 to 360 IKE4 system sales, in the year ending March 2018. IKE has received orders for approximately 285 IKE4 systems YTD.

IKE CEO Glenn Milnes commented, "As we are successful in winning asset owners, a subsequent sales opportunity exists with the engineering companies who do network management on their behalf. For the asset owner, it becomes desirable that the same data standard be used regardless of who is doing the engineering. IKE4 seeks to be that data standard, and the sale detailed above ties directly to the national communications & fiber business win that was announced last week."

"As we continue to outline, the initial IKE4 sales process is long and it takes patient account management to move these large businesses from historic work practices to IKE's technology solution to manage their critical infrastructure. We are pleased to have this international engineering group continue to build out the use of IKE4 across its business. This customer has assessed that IKE4 more than halves their costs for collecting distribution asset information alongside standardizing and speeding the way that they manage network information in the back office."

**Further detail**

IKE seeks to be the data standard for collecting, managing and analysing pole and overhead asset information for electric utilities, communications companies and their engineering service providers. IKE's target accounts are defined as larger enterprise sales opportunities estimated to each have the potential to generate greater than \$1M revenue.

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