



ASX Announcement

3 February 2020

LiveTiles approved for Microsoft co-sell into US Government

- LiveTiles receives highly sought after General Services Administration (GSA) approval within the U.S. Government and U.S. Department of Defense
- GSA approval creates new commercial opportunities and helps to accelerate existing opportunities for LiveTiles with the U.S. government
- As an approved GSA Vendor, U.S. governmental agencies will be able to quickly purchase LiveTiles technology and bypass a typically lengthy procurement process
- GSA approval extends on approvals recently received from the Australian and UK Governments to accelerate purchasing processes within government
- LiveTiles and its partners will immediately pursue joint opportunities with Microsoft across U.S. Government and U.S. Defense, including via the recently announced \$14.6B AUD JEDI contract

LiveTiles Limited (ASX: LVT) (LiveTiles or the Company), a global software company that empowers its users to create their own intelligent workplace experiences, is pleased to announce it has been granted U.S. Federal Government General Services Administration (GSA) approval. LiveTiles is now an approved GSA Vendor under the U.S. Government's IT Schedule 70 multiple award schedule (MAS), which is designed to accelerate purchasing processes for approved technology vendors across all U.S. Federal agencies, State and Local governments.

Currently, the GSA administers the GSA Schedule – a list of products pre-approved for purchase by U.S. governmental agencies and includes pre-negotiated prices and purchase terms for all approved vendors. As an approved GSA vendor, procurement of the Company's software by governmental agencies can now occur at an accelerated pace, reducing procurement duration from an average of over 10 months to under 30 days. GSA vendor status was granted to LiveTiles, following a rigorous approval process including technical assessment and validation.

The U.S. Federal Government - the largest buyer of IT products and services in the world - is projected to spend over AUD\$127 billion in 2020¹ on IT – over 100 times more than the total spend on IT and digital initiatives by the Australian government.²

¹ According to 2019 figures from Gartner: <https://www.gartner.com/en/newsroom/press-releases/2019-10-23-gartner-says-global-it-spending-to-grow-3point7-percent-in-2020>

² In accordance with the [Digital Transformation Agency's Annual Report for 2018](#), which found that non-corporate Commonwealth entities spent a total of AU\$1.2 billion on IT and digital initiatives in 2017-18.



LiveTiles already has the U.S. Department of Defense and U.S. Department of State as customers, who together form almost half of the U.S. Federal Government's annual IT spend. GSA approval allows LiveTiles to both expand on existing implementations within agencies that are current customers, and to also create new opportunities with other agencies through co-selling partners including Microsoft.

The approval positions LiveTiles strongly within the U.S. public sector for creating and accelerating opportunities to drive new customer growth in a key industry vertical for the Company. It also paves the way for LiveTiles and its partners to pursue joint opportunities with Microsoft under Microsoft's recently announced \$14.6B AUD JEDI cloud contract with the U.S. Department of Defense. This will help expand the number of opportunities through LiveTiles' growing partner channel pipeline, along with pursuing higher Average Contract Values (ACV).

GSA approval for LiveTiles follows the announcement in April 2019 that LiveTiles was approved for listing on the newly formed Australian Federal Government Digital Transformation Agency (DTA) Marketplace. The DTA panel has similar objectives and benefits to the GSA program, and is designed to fast-track procurement processes for approved technology vendors, therefore creating and accelerating opportunities.

In April 2019, LiveTiles was also approved for the UK Government's G-cloud in April 2019 – an initiative to ease procurement of IT services by public-sector bodies within departments of the UK Government. LiveTiles is a verified Cloud Software Supplier which allows public sector bodies to procure LiveTiles on an expedited preferred supplier pathway.

Karl Redenbach, Co-founder and Chief Executive Officer, LiveTiles, said: "Attaining GSA Approval is fantastic news and a testament to the hard work of our team and partners over the last year. We have been preparing for this approval for some time and will immediately execute plans to aggressively co-market and co-sell with our close partners in the U.S. public sector. Driving adoption and modernisation of systems is a clear imperative of the U.S. Government, which aligns very well with Microsoft's goals as highlighted by their objectives with the JEDI contract."

Kirk Arthur, Senior Director, World Wide Government Industry, Microsoft Corporation said: "It is fantastic to see one of our strong partners in the U.S. successfully achieve GSA approval given the opportunity that is in front of us to jointly help the U.S. government achieve its technology and digital goals. With Microsoft's proven track record supporting US federal government agencies and now with LiveTiles GSA approval, the potential for our partners to leverage this opportunity is immense."

Daniel Diefendorf, President of LiveTiles, said: "Expanding our Public Sector footprint globally is a key part of LiveTiles' growth strategy. Achieving this milestone with the U.S. Government allows for structured marketing programs to help departments and agencies securely adopt cloud technologies offered by LiveTiles."

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About LiveTiles:

LiveTiles is a global Intelligent Workplace software company headquartered in New York, with operations in Seattle, Tri-Cities (Washington State), San Francisco, San Diego, Los Angeles, Chicago, North Carolina, Rochester, London, Sligo, Amsterdam, Zurich, Bern, Basel, Copenhagen, Vejle, Sydney, Melbourne, Brisbane, Geelong and Hobart. LiveTiles offers Intelligent Workplace software for the commercial, government and education markets, and is an award-winning Microsoft Partner. LiveTiles' customers represent a diverse range of sectors and are spread throughout the United States, United Kingdom, Europe, the Middle East and Asia-Pacific.