



DROPSUITE PARTNERS WITH EUROPE'S *ALSO*

Global cloud software provider **Dropsuite Limited (ASX: DSE)** ("**Dropsuite**" or the "**Company**") references a press release today announcing the Company's partnership with *ALSO*. The full release can be viewed via the Company's website:

<https://dropsuite.com/about-us/press/>

Additional Commentary

ALSO (www.also.com) is Europe's third largest B2B Information and Communication Technology (ICT) distributor, the second largest in Germany and one of the top distributors of cloud services in Europe. *ALSO's* Cloud Platform runs Europe's biggest Microsoft Cloud Solution Provider (CSP). *ALSO's* Cloud Marketplace is live in 15 countries in Europe and they rank as a top 5 provider in each region. The *ALSO* Cloud Marketplace has a highly active and extensive Microsoft CSP partner base reselling Microsoft Office 365 to customers of all sizes.

ALSO is unique in that it partners with other distributors to provide them and their resellers with the *ALSO* Cloud Platform which they in turn use to run their Cloud businesses.

ALSO has strategic Cloud Platform Partnerships with:

- Intcomex: 50,000 resellers and channel partners in South America and the Caribbean;
- Innovix: 5,500 resellers and channel partners in Singapore, Malaysia, Hong Kong and across South East Asia;
- Logicom: over 10,000 resellers and channel partners in 13 countries in Southern Europe and the Middle East);
- Westcoast: the largest Microsoft distributor-reseller in the UK.

Dropsuite is already in talks with several of *ALSO's* Cloud Platform partners.

Dropsuite's partnership with *ALSO* will give *ALSO* resellers and MSPs the ability to offer their customers:

- The best Email Backup and Archiving customer experience on the market for General Data Protection Regulation (GDPR) Compliance;
- Protection and Recovery from Data Breaches, Ransomware and Phishing Schemes;
- A single tool to Backup and Archive Office 365 Email/Contacts/Calendars/Tasks, SharePoint OneDrive and Teams.

Dropsuite will work in partnership with *ALSO* in each region to provide its most active Office 365 resellers with Office 365/Dropsuite Backup Bundles that can be easily activated for end-customers.

The partnership with *ALSO* is another valuable growth driver for Dropsuite that will further diversify the partner base and establish new channels to increase Paid User numbers.

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About *ALSO*

ALSO Holding AG (Emmen/Switzerland) brings providers and buyers of the ICT industry together. The company offers services at all levels of the ICT value chain from a single source. In the European B2B marketplace, *ALSO* bundles logistics services, financial services, supply services, solution services, digital services, and IT services together into individual service packages. *ALSO*'s portfolio contains more than 250.000 articles from some 525 vendors. The Group has 4 058 employees throughout Europe. In fiscal year 2017 (closing on December 31), the company generated net sales of 8.9 billion euros. The majority shareholder of *ALSO* Holding AG is the Droege Group, Düsseldorf, Germany. Further information is available at <http://www.also.com>

About Dropsuite

Dropsuite (DSE:ASX) is a global cloud software platform enabling business organizations in over 100 countries to easily backup, recover and protect their important company information. The company performs over 2 billion backups per day. Dropsuite's network of preferred reseller partners has a combined customer reach of millions of businesses worldwide. Dropsuite's products include G Suite Gmail Backup, Email Archiving, Website Backup and Cloud Backup of Office 365 — which effortlessly backs up Exchange Online, OneDrive, SharePoint and Teams. Dropsuite has partnered with some of the biggest names in the web hosting and IT service provider markets such as GoDaddy, UOL, D&H, Ingram Micro and Crazy Domains to safeguard businesses from the threat of unexpected data loss. Dropsuite was launched in 2012 and is headquartered in Singapore with a sales presence in the US, Europe, Japan, Brazil and Australia. <https://dropsuite.com>