

ASX Release
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CommsChoice awarded \$5m contract to deliver managed services for a leading disability employment service provider operating across Australia

Subject to a successful proof-of-concept, CommsChoice (ASX: CCG) has been engaged to architect and deploy a managed SD-WAN solution integrating LAN, Wi-Fi and security services extended to all company devices for a leading disability employment service provider operating across 47 sites in Australia.

The most significant benefit to the client is the transition away from a legacy infrastructure-heavy environment to a transformational cloud-driven mobile working environment. Significant bandwidth improvements enable access to applications in any location for their staff and clients.

The 5 year managed services contract is worth approximately \$5m to CommsChoice and is expected to generate over \$1.5m in new revenues this financial year alone, subject to completion of the technical trial across 2 major sites and successful transition to the new network.

CommsChoice will be providing a managed multi carrier SD-WAN solution. This combines expertise, products and services across CCG's multi-faceted partner base, including SD-WAN technology, unified communications including voice and video collaboration kit and IP handsets, managed mobility including unified mobility management software, mobile telephony, infrastructure as a service and managed thin client desktop services.

The solution delivers the client increased solution resilience, capacity and functionality with improved visibility and control. In the process CommsChoice will deliver the client a 40% OPEX reduction inclusive of all costs of change from existing arrangements with their incumbent provider, which will be funded over 5 years through CCG's financing partner Macquarie Bank.

Commenting on the engagement, CommsChoice CEO Ben Gilbert said "We are delighted to have been selected to provide this national organisation with a cost effective managed services solution that delivers both a state-of-the-art communications platform and significant cost savings to our client compared to their existing arrangements. This is an important win for CommsChoice. It continues to validate our business model and underpins our previous guidance of double digit EBITDA growth in FY19."

About CommsChoice Group

CommsChoice Group is a vendor neutral information and communications technology (ICT) managed service provider. The company services mid-tier customers in Australia, New Zealand, Singapore and internationally using its hosted voice platform combined with innovative SD-WAN

technology. The company currently services almost 3,000 clients globally and together employs more than 60 staff across offices in Sydney, Melbourne, Philippines and Singapore.

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