

21 September 2017

Cornerstone Construction Sector Signing Launches Vault into China

HIGHLIGHTS

- Vault completes its three month software Proof of Concept (POC) and receives confirmation of approval and contract with Chinese State Owned Enterprise (SOE). Successful completion of the POC was the critical trigger point for acceptance and entry to the Chinese market
- Vault contracted with SOE Shanghai Municipal Council and will help manage the risk and safety on the Yangpu Riverside Construction Project being developed along a 45 km stretch of the Yangpu River in Shanghai
- The Yangpu Riverside Construction Project is one of the largest and most significant projects occurring in China with prominent private and SOE companies and hundreds of thousands of workers and contractors engaged on the project
- The Riverside Construction Project provides the launching pad for Vault into the potentially lucrative EHS China marketplace.

Cornerstone Construction Sector Signing

Vault Intelligence Limited (ASX: VLT), the leading SaaS business delivering solutions in the Risk, Environment, Health and Safety (EHS) sector is pleased to announce a significant cornerstone signing in respect of Vault's entry into the Chinese market.

Following an intensive POC, Vault has received user acceptance and approval from the Shanghai Municipal Council to provide risk and safety software to support the Yangpu Riverside Construction Project. The Yangpu Riverside Construction Project is focused on converting and restoring a 45 km stretch of the Yangpu River from old industrial and commercial buildings, facilities and sites to that of park, recreation and retail ventures as already existing in the Bund area of central Shanghai. Whilst Vault considers it premature to provide any revenue forecast associated with the provision of Vault's EHS software to this project at this time, Vault believes that the opportunity to become involved with this calibre of SOE and be part of such a significant project will be the catalyst and launching pad needed by Vault to make its mark in the exciting and expansive Chinese marketplace.

This was no easy achievement and key to the success of the POC was the patient and methodical execution of the Vault strategy, as well as the tactical positioning of an industry risk and Vault expert located permanently in Shanghai. Vault Business Development Executive (BDE) Mr John Ni has been permanently located in Shanghai and he provides significant localised and expert advice, and coaching, which are all key to acceptance in the China market. Vault has also been sponsored by Austrade as one of five Australian companies in Shanghai. Mr Ni commented "Vault encountered significant challenges which it has successfully met from key areas such as upskilling, training, hosting, accessibility, mapping, data sovereignty, language conversion, localisation and all of this had to be underwritten by a high-quality product." Mr Ni commented further that "Providing a high quality product which was not only converted to Chinese but regionalised was key to the this initial success and user acceptance by the SOE.

The user acceptance and contract from such a prominent organisation speaks volumes of Vault’s product suite. This is the first step forward for Vault in its quest to become a leading provider of safety and risk solutions in the regulated EHS China market and should see more opportunities created as result of this deal.”



Mandatory EHS legislation for all China Businesses

Workplace safety is now a serious priority in China, as reflected in both the laws and regulations as well as their enforcement. This has resulted in a changed landscape for both small and large businesses. The PRC is now committed to looking after the safety of workers, and managing risk has now been mandated to include software and technology. Enterprises are required to assess their individual situation and use information technology to enhance safety management work and risk management. Enterprises need to use a digital software management solution for major hazard monitoring, occupational hazard prevention and control, emergency management, general safety and risk control with reporting systems and are also required to use the system for predicting and warning of potential hazards.

The PRC has taken significant steps forward in protecting worker safety and in putting the safety of Chinese workers first by passing a much expanded and broader Workplace Safety Law.

The table below sets out the categories and the range of the revised fines:

Category	Previous Fine	New Fine
General Accident	RMB 100,000 – RMB 200,000	RMB 200,000 – RMB 500,000
Relatively Serious Accident	RMB 200,000 – RMB 500,000	RMB 500,000 – RMB 1,000,000
Serious Accident	RMB 500,000 – RMB 2,000,000	RMB 1,000,000 – RMB 5,000,000
Major Accident	RMB 2,000,000 – RMB 5,000,000	RMB 5,000,000 – RMB 10,000,000 or RMB 10,000,000 – RMB 20,000,000

In January 2017, the country’s leadership signalled the importance it is placing on this topic by announcing a nationwide inspection regime, designed to ensure that businesses are following the strictures of the 2014 amended Workplace Safety Law.

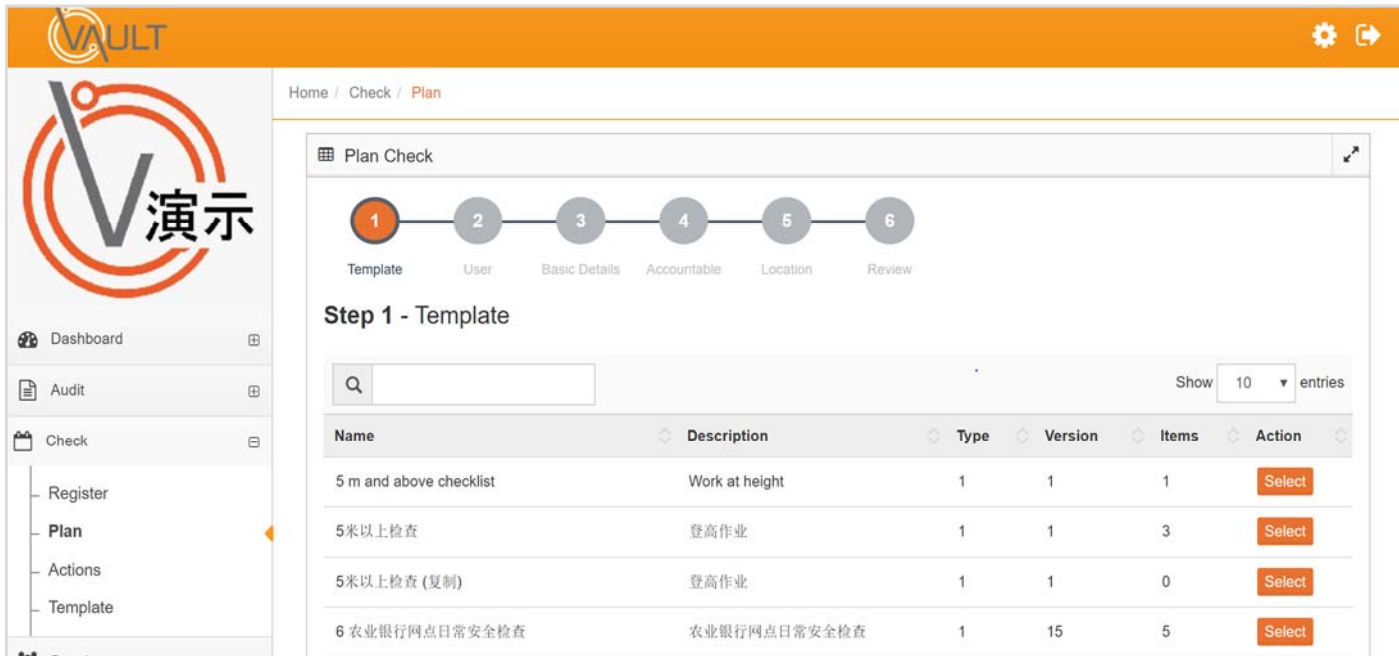
China market - Substantial, Expanding and Untapped

The Chinese EHS market is immature and needs strategic development. Vault has taken a calculated and staged strategic approach to the conversion of software, marketing, sales, partners and support. There is currently minimal competition to Vault from Chinese software providers with the Chinese EHS industry immature in both operating and developing systems to international ISO standards. Accordingly, International software systems are an immediate go to solution and Vault is well placed to provide its products to fill this demand in providing world class risk and safety software to China through partner channels, and positioning its business development executive and support systems locally.



The Chinese market is difficult to measure due to its infancy but, based on western markets and their development over the last twenty years, the Chinese market is likely to be significant over the next decade. Private and SOE organisations and companies are committed to implementing the mandated legislation. This will create demand for organisations such as Vault that have sophisticated, proven and locally supported enterprise EHS platforms and mobile options.

Vault Mobile Business Platform Screenshot



For more information, please contact:

David Moylan
 Managing Director
 +64 3 338 0066

Robert Kirtlan
 Director
 +61 8 9388 6020

About Vault Intelligence Limited

Vault Intelligence Limited (ASX: VLT) is an online/SaaS development business specialising in creating solutions in the Risk, Environment, Health and Safety (EHS) sector. Vault operates across more than 30 industries and in several parts of the world.

Vault’s leading cloud-based systems provide its clients with the benefits of cost savings and the availability of real-time information to monitor, maintain and improve their businesses. Driven by a passionate team of developers and EHS industry experts, Vault delivers its enterprise-level software and mobile solutions to 1,000,000+ people across 30 industries.

To find out more about how Vault solutions can help to minimise risk and boost effectiveness in your workplace, visit www.vaultintel.com

Follow Us On

