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Vault develops Asian operations with strategic partner

Highlights:

- **Beckwell partnership progressing and is set to commence Proof of Concept testing with significant potential Chinese clients**
- **Vault attracts proven EHS solution sales executive to drive Asian business**
- **Recent Chinese workplace safety edict set to encourage uptake of cloud-based EHS solutions**

Development of China Strategic Partnership

Risk, compliance and safety software provider Vault Intelligence Limited (ASX: VLT), (Vault, the Company) is pleased to advise on progress with its Shanghai-based partner Beckwell EHS Consulting (Beckwell).

Since announcing its strategic partnership with Beckwell on [8 December 2016](#), the Company has made significant progress with key highlights achieved in the following areas:

- Identified and confirmed several major organisations to conduct paid trial testing of the Vault product range
- Progressed the language conversion of the Company's products to Simplified Chinese, with the Vault app suite to be fully converted by the end of March 2017
- Progressed the development of a game-changing user interface (UI) and user experience (UX) to support the Chinese market
- Converted all relevant marketing material into Chinese
- Employed a proven Mandarin speaking sales executive (who will relocate to Shanghai) to accelerate the momentum of the partnership and develop other SE Asian market opportunities
- Engaged an experienced external strategic commercial advisory hub to manage, assist and prepare market strategy, targeting and successful positioning and penetration into the Chinese market

The Company has agreed to grant Beckwell exclusivity over four provinces in which Beckwell has Chinese Government approval to deliver Risk and EHS services. Under the strategic partnership, Beckwell is to distribute Vault products, and will share in revenue derived from associated license, training, implementation and maintenance fees.

Beckwell has already identified and confirmed a number of its clients upon which the trial, or Proof of Concept (POC), testing of the Company's Chinese products will take place. Beckwell has a diverse and extensive client list of over 3,000 companies including prominent State Owned Enterprises (SOE). It is intended to commence the POC testing initially with the Company's apps and then move to the Enterprise system for targeted customers including SOE.

Initially, Beckwell has confirmed that one of its Shanghai-based construction clients, as well as a major Shanghai city council client, has agreed to pilot the Company's Check App, and that this construction client has also agreed to test the contract management capabilities of the Vault Enterprise system. Beckwell has also indicated that a number of its other clients (including in the health and petrochemical industries) have expressed substantial interest in the Company's apps as well as the Vault Enterprise system.

Beckwell, being a major EHS consulting group with over 60 auditors, will also implement and utilise the Company's Audit tool across their audit group so as to evaluate the usage and efficiency levels gained. In addition to seeking to drive internal efficiencies by conducting audits on tablets, this POC process will also facilitate Beckwell's audit team becoming familiar with the Vault systems and products so that Beckwell can effectively recommend and distribute the range to their client base.

Vault attracts proven sales executive to drive Asian business

The Company has recently hired an experienced Business Development Executive (BDE), Mr John Ni. Mr Ni brings a proven and successful record of accomplishment in Asia, selling risk and safety solutions on behalf of competitors Enablon and SAI Cintellate.

Mr Ni, who is fluent in Mandarin, has been involved in significant prior transactions throughout Asia, including China. The Company intends for him to relocate and work full time on Vault's Chinese and Southeast Asian business development strategy.

Chinese regulatory change set to encourage uptake of online EHS solutions

On 19 December 2016, the Chinese Government's Central Committee and State Council issued its inaugural workplace safety edict.

In essence, the edict states that Local Governments at all levels should incorporate workplace safety, risk and security into their overall plans for economic and social development, and further, these organisations will be measured against this.

It goes on to speak to the development of safety programs, safety committees, risk and governance management, the implementation of these safety programs, emergency management, and the use of relevant software to achieve this.

The Chinese edict clearly states that, without the use of technological innovation, the organisations will not be able to meet their safety targets.

Vault Founder and Managing Director, David Moylan, commented:

"Vault's partnership with Beckwell has enormous potential. We are working with a very deliberate and structured approach to ensure we go to market in the right way.. The timing to enter this market place could not be better with the recent direction from the Chinese Government Central Committee and State Council firstly reinforcing the requirement for risk and safety systems and secondly the need for systems to utilise technology and software."

The opportunity we have created could be ground breaking for the business and lead Vault to become one of the go-to brands for EHS software across this evolving region. ”

Ends.

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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 more than 2,000 business sites, encompassing 900,000+ users.

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