



ASX Announcement  
ASX: DUB

28 July 2017

## Redcentric Records with Dubber

### Highlights:

- Dubber provides recording solution for Redcentric
- Redcentric is a leading provider of Unified Communications (UC) in UK
- Redcentric will initially connect 2000 users to the Dubber service
- Mobile call recording including 'Playback' to be launched in December quarter 2017
- Regulatory changes in Europe driving demand for call recording

Dubber Corporation Limited (ASX:DUB) is pleased to announce it has signed an agreement with Redcentric Solutions Ltd to provide its Call Recording Platform as a Service (PaaS) as a 'white labelled' offering.

Redcentric is a publicly listed UK Telecommunications provider of Unified Communications with over 50,000 existing users within the large enterprise and government sectors.

The agreement takes effect immediately with over 2,000 users currently being added to the service with revenue generated from this agreement dependent on take up of the services which will include monthly subscriptions, pay as you go and playback subscriptions with billing to commence this quarter.

Steve McGovern, CEO Dubber:

"We're extremely pleased to announce the commencement of service with Redcentric after a period of substantial engagement. Redcentric has a unique customer base profile and we expect to see strong take up given the current regulatory environment in the UK and Europe.

In particular, we look forward to seeing the advancement of the mobile and 'Playback' services which were first demonstrated at the Redcentric customer symposium late last year.

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Redcentric is one of the leading providers of Platform as a Service to the public sector and we believe that the integration of our suite into the Redcentric platform will play a core role in the continued development of that outstanding service."

Redcentric has seen rapid growth in its Unified Communications services in the UK and has been responding to demand for a scalable call recording solution, especially among large enterprise and healthcare customers. Working with Dubber, Redcentric can now offer a contemporary cloud based solution to these clients and is well positioned to provide a high quality and competitive solution to the UK market ahead of impending MIFID II\* regulatory requirements. Redcentric has been focused on having a network based, mobile recording offering in their market segments prior to the effect of these regulations.

The Redcentric service, which has commenced, increases current user numbers and associated revenues while demonstrating Dubber's core strategy which is to be the global cloud based call recording leader.

\*MIFID II refers to the Markets in Financial Instruments Directive which is the EU legislation that regulates firms who provide services to clients linked to 'financial instruments'. From January 2018, there are prescribed regulations relating the recording and storage of telephone call data.

#### **About Redcentric:**

Redcentric is a leading UK IT managed services provider that offers a range of IT and Cloud services designed to support organisations in their journey from traditional infrastructure to the Cloud and hybrid combinations in between.

With the IT landscape in constant evolution, Redcentric is built around today's modern IT challenges offering application, collaboration, infrastructure, network, mobile and IT security services.

Redcentric's managed services are designed to give back to IT departments the time and capacity to focus on front-end business improvement projects, while Redcentric looks after the routine IT aspects.

Redcentric is listed on the London Stock Exchange (LON: RCN).

#### **About Dubber:**

Dubber is the world's most scalable call recording service which enables telecommunications carriers and customers to capture voice data in a way never before available. Dubber's use of a true native cloud platform is revolutionary and is revitalising the call recording industry. Its high availability, unlimited scalability and Software as a Service (SaaS) offering enable telecommunications carriers to deploy and manage new services and revenue streams without the need for hardware, productisation or capital expenditure.

For more information:

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