

## RightCrowd® Continues Expansion in Global Banking and Financial Services Industry



**RightCrowd Limited (ASX:RCW):** RightCrowd today announced a further significant sales contract with a second of the world's top 25 Banking and Financial Services companies (by market cap). This follows on from the \$1 million contract win with another top 25 Banking and Financial Services company, announced earlier this week. These two contract wins, and the closed contracts with North American and ASX listed financial services organisations announced in June 2018, shows RightCrowd's relevance and strengthening position in the sector.

The client is one of the world's leading financial services companies, providing retail and commercial services on a global basis. The client will be using RightCrowd to streamline and automate physical security and access management processes. In future phases, the RightCrowd product will enable the client to realise operational security improvements, enhancing compliance with policies through the implementation of structured access provisioning and automated attestation processes.

The initial software license and implementation revenue for this contract is approximately \$200,000 and is due to be completed this financial year. Beyond this initial contract for the customer, RightCrowd has also quoted on a broader rollout of the RightCrowd platform over multiple phases. If future phases are implemented, the total revenue will be several million dollars.

In line with the company's strategy to scale its operations globally, this contract was achieved working in partnership with one of RightCrowd's multi-national security resellers. It also represents another win on one of the brands of physical access control systems RightCrowd has recently added to its list of supported physical access control systems, and continuing sales in this industry sector validates its efforts to expand integrations with the world's leading physical access control systems.

As with most RightCrowd customers, a contractual commitment from RightCrowd exists that it will not publically release identifiable information around the client and the solution. This is primarily due to the role that RightCrowd software plays in managing clients' security processes.

### About RightCrowd®

RightCrowd software transforms the business impact of safety, security and compliance programs. RightCrowd solutions enable organisations to integrate business, operational and security systems, and automate the management of critical safety, security and compliance processes.

Founded in 2004, RightCrowd has spent 14 years working with the best of the best in the physical security industry, in deep research and development. RightCrowd is successfully deployed in large global organisations, including Fortune 50 and ASX 10 companies.

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