

RightCrowd® signs \$2m long-term contract with South American Oil and Gas company



RightCrowd Limited (ASX:RCW): RightCrowd today announced a significant sales contract with a major South American based Oil and Gas company.

The total contract value is in excess of \$2m, with 50% payment upfront and the remainder later in this financial year.

Approximately 90% of the contract value is attributed to a 5-year software subscription, with the remainder being the first phase deployment-related services fees. RightCrowd anticipates additional services revenue from future deployment phases, which will be contracted separately.

The client is one of South America's leading integrated hydrocarbons exploration, production and refining companies and trades under a number of well-known brands regionally and internationally. The client will be using RightCrowd to streamline and automate its workforce and access management processes. The solution will enable the client to realise operational productivity and safety improvements, improve certification compliance and provide auditability of its workforce management processes.

This customer represents the first win on one of the newly supported brands of physical access control systems, which RightCrowd has recently added to its growing list of supported security platforms. Continuing sales in this industry sector validates RightCrowd's efforts to partner with and invest in integrating with the world's leading physical access control systems. The company considers these contracts to be indicative of the growing pipeline of opportunities that it is seeing in South America and the Energy sector more broadly.

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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