

ASX: 9SP

ASX Announcement
17 November 2016

Milestone #2 of 4: Deloitte UK releases 9 Spokes platform to market

Highlights:

- First channel partner has released to market, achieving the second of 9 Spokes' four major release milestones.
- SME clients of Deloitte by Propel are now using the platform www.propelbydeloitte.com.
- Propel's clients are using a white labelled version of 9 Spokes' platform. With both Propel and Direct platforms operating, it demonstrates that the platform is "customer ready".
- 9 Spokes is on track to allow channels to release during the December 2016 quarter.
- 9 Spokes is proud to be working with a collection of world-class software applications.

9 Spokes (ASX: 9SP) ("The Company"), the business insights dashboard for SMEs, is pleased to announce the dashboard is now live for its first channel partner in the UK, one of the world's leading financial advisory firms.

Deloitte UK's cloud-based accounting and analytics service - Propel by Deloitte - has released 9 Spokes' white-label platform. SME clients of Propel are now using the platform, which is available at www.propelbydeloitte.com. The successful release of Propel's dashboard follows 9 Spokes' Direct channel going live at the start of November, together these represent 9 Spokes' first customers in the UK market. The UK market entry is significant for 9 Spokes. The UK has 5.5 million SMEs and is 9 Spokes' largest market to date.

Deloitte UK selected 9 Spokes to provide the technology that powers the Propel dashboard, with the channel agreement finalised and announced in July 2016. The dashboard provides SMEs with a real time view of how their business is performing across key financial and non-financial data.

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Mark Doleman, Propel Lead for Deloitte UK said: *“We have been working with 9 Spokes since 2015 and have found them professional, efficient and easy to partner with. The 9 Spokes dashboard is innovative and provides a compelling way for SMEs to receive and interpret their business information. We look forward to working with 9 Spokes on how the capabilities of the dashboard and additional value add for SMEs can be developed in the future.”*

Second of four major release milestones; platform is “customer ready”

9 Spokes has developed one platform for both its “white-labelled” channel partners and Direct. The 9 Spokes platform has been validated by the stringent requirements of Deloitte and its release will be followed by Suncorp Group (AU) and Barclays Bank (UK). Accordingly, the release of both Propel and Direct demonstrates that the platform is now “customer ready”.

9 Spokes’ channel partners have a collective customer base of c.2 million SMEs. 9 Spokes’ recent “technical completion” allows each channel to release to their respective markets during the quarter ending December 2016.

CEO and co-founder of 9 Spokes, Mark Estall said: *“The Propel by Deloitte dashboard is another major milestone for our business. Deloitte is one of the world’s leading trusted advisors to SMEs and partnering with Deloitte has been hugely beneficial for us to fast track our understanding of what SMEs would want from our dashboard. Given that we have created one platform for all our channels, these learnings will benefit all our customers.*

We look forward to observing how our dashboard enhances Propel’s ability to provide advice and achieve better outcomes for Propel’s SME clients. The dashboard changes the conversation between advisors and SMEs, who can in real time share metrics that cover all key aspects of the business”

World-class collection of software

9 Spokes is proud to work with a growing collection of world-class online software applications on the SME platform. The 9 Spokes smart dashboard allows management and advisors to access a wide range of data and metrics across key areas, from any device at any time. This gives a clear overview of their business and with these insights it's easier to make the big decisions to either manage or grow a business. In addition to accounting applications, the dashboard includes sales, human resources, customer management, inventory and productivity. Also, a growing network of Business Support Partners throughout the UK aid customers in maximising value from the 9 Spokes' platform.



Vend, a high growth global point of sale vendor, said *"We love the commitment 9 Spokes has to helping businesses through world-leading, sophisticated and easy-to-use technology. We share the same vision for all retailers, and we're excited to see how new systems like Propel can help our joint customers better grow manage their operations."*

Tom Rhys Jones, Head of EMEA Growth at Expensify, leading global expense management application, said: *"Expensify is excited to partner with 9 Spokes; present and future customers will benefit from Expensify's receipt and expense management system, 9 Spokes' dashboard, and both solutions' QuickBooks and Sage integrations, creating a powerful, dynamic tool for small businesses in the UK."*

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About 9 Spokes

The 9 Spokes smart dashboard enables SMEs to connect their software to one dynamic interface - giving them a clear overview of their business. It allows management and advisors to access data and new metrics across key areas, from any device at any time. With these insights, it's easier to make the big decisions to either manage or grow a business.

Businesses can integrate their supported software into the dashboard as well as choose from a selection of recommended and accredited apps to suit their industry.

The smart dashboard from 9 Spokes is available as a direct model to small businesses and as a white labelled platform that Channel Partners can offer to their SME customer base.

Find out more at www.9spokes.com

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