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Vault announces Strategic China Partnership

Risk, compliance and safety software provider Vault Intelligence Limited (ASX: VLT), (Vault, the Company) is pleased to advise it has entered into a Strategic Partnership with China based risk specialist Beckwell EHS Consulting (Beckwell) (China Stock No: 834774).

The Strategic Partnership is structured such that:

-  Vault will provide its enterprise and mobility solutions to Beckwell and their clients
-  Beckwell will market and promote the Vault range of products to its client base
-  Vault will provide training to the Beckwell Group on its products
-  Beckwell will provide implementation and consulting services to groups who adopt Vault products

Beckwell is a Shanghai based company specialising in the Environmental, Health and Safety (EHS) sector and is the first and currently the only EHS consulting firm to be listed on the China Stock Market with offices in Shanghai, Beijing, Hefei and Nanjing City.

Vault Chief Executive Officer, David Moylan, said:

“The opportunity for Vault in this partnership is enormous as Beckwell has clearly proven itself to be very successful and a leader in the provision of EHS consultancy in China. Vault will significantly strengthen Beckwell’s dominance in the China market through making available its global leading EHS enterprise and mobile applications which Beckwell plan to aggressively market and promote.”

Beckwell has one of the largest EHS consultancy teams in China and provides EHS audit services to ISO level certification, professional advice on EHS management systems and delivers training and e-learning.

Beckwell has more than 3,000 clients and consults to many major western Chinese based companies as well as numerous Chinese private and SOE companies. Beckwell currently has no EHS software or associated applications to offer their client base so Vault will play a critical part for Beckwell to expand and increase its foothold in the emerging and expansive China market.

Since it was founded in 2002, Beckwell has grown an extensive and impressive customer list, with companies such as GE, DuPont, Coca Cola, TNT, Akzo Nobel and others amongst their western customer base operating in China. Included in their blue chip customer base are regional commercial giants such as Baosteel, Haier Group, SinoChem International and the China State Shipbuilding Group.

Beckwith Customer Sample

 GE Plastics	 创造科学奇迹		
GE plastics Shanghai	DuPont Fibre China	Schaeffler China	Voith Siemens Hydro Power Generation Shanghai Ltd.
			
Coca-Cola Shanghai Concentration Plant	Sandvik Processing System Shanghai	Hudong-Zhonghua Shipbuilding (Group)	Bao-Mit Steel
			
SinPu Chemicals	TNT China	Bell Alcatel Telecommunication Shanghai	Baxter Shanghai
			
Lloyd's Register China	Johnson & Johnson Medical China	Shanghai Novartis Animal Health Co., Ltd.	GM Shanghai

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The Vault system and applications will be Chinese language enabled and also regionalised for China in preparation of its launch into China in early Q1 2017.

Vault will work with Beckwell to enhance the user interface of its software for its local client base. The Company has identified a significant immediate upsell opportunity amongst these clients. In addition, Beckwell will expand the rollout and promotion of Vault through its network of resellers and partners throughout China.

Beckwell Founder and Managing Director, Patrick Cao, said:

“This partnership is a groundbreaking event for Beckwell and one that adds significant firepower and capability to our business offering. The partnership will without doubt be a market differentiator with Vault’s leading disruptive digital technology.

“We intend to work together initially to develop and offer services and solutions to customers in China in the oil and gas, utilities, metals and mining, aerospace and defense, chemicals, manufacturing and government sectors.

“We are excited as to what the future holds and we look forward with enthusiasm to working with Vault on future corporate and SOE opportunities that will be created as a result of our partnership.”

Vault Chairman, Robert Kirtlan said:

“Vault empowers organisations to make faster and more confident decisions. We see this partnership as another major step forward in our ability to advance decisions that drive innovation particularly into a new and exciting region such as China.

“The Chinese government in recent times has established and regulated targets for increasing energy efficiency, reducing air and water pollution, and importantly improving worker health and safety in its factories. China is fast adopting western risk and EHS culture to keep workers safe and improve productive.

“Vault aims to be at the forefront of this massive growth opportunity in China and partnering with a company of Beckwell’s calibre provides exactly this.”

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. Our customers experience significant productivity efficiencies and real decreases in insurance premiums.

Driven by a passionate team of developers and EHS industry experts, Vault delivers its enterprise-level software and mobile solutions to nearly 400 businesses, more than 2,000 business sites and encompasses over 700,000 users.

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

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