

5 May 2016

Velpic Enters Product Training Market

Secures Global Workforce Management Solutions Provider

Highlights

- Velpic signs ComOps as client – a workforce management software solutions company with more than 180 customers worldwide
- Velpic platform to provide eLearning capability for ComOps to train their clients in how to use their workforce management software
- Initial eLearning modules to be distributed to ComOps customers in the hospitality and retail sectors
- Complete roll out to remaining ComOps customers in other sectors including aviation, transportation and health planned in next few months, with potential to be accessed by a multitude of employees globally
- Agreement validates Velpic’s technology and offering in the product training market, a market that Velpic believes will have global potential going forward

Velpic Limited (ASX: VPC) (“Velpic” or the “Company”) is pleased to advise it has signed global workforce management solutions provider ComOps Limited (ASX:COM) as a client to the Company’s cloud-based video eLearning platform, in an agreement that marks Velpic’s entry into the product training market.

Sydney-headquartered ComOps provides workforce management software solutions that includes rostering & scheduling, award interpretation, labour cost management, risk management and safety compliance, and workforce analytics to its customers. ComOps supports more than 180 customers in over 5,800 locations globally including leading organisations within the global ports, aviation, transportation, retail, hospitality and health.

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ComOps will utilise the Velpic platform to develop, produce and deliver video eLearning modules of its software programs to its customers and partners that demonstrates how to effectively apply ComOps workforce management programs to their operations. The first available modules are expected to be tested with existing customers in the hospitality and retail sectors in the coming weeks, with ComOps' major customers including Hyatt Starwood Hotels and Resorts, Intercontinental Hotels Group, Kmart, Spotlight and Sanity.

A complete rollout to all of ComOps customers within other sectors is planned in the next few months' once sufficient content has been developed. Content on the Velpic platform will be available to all customers' staff rostered within ComOps workforce management environment, with potential to be accessed by hundreds of thousands of users. ComOps customers range in size from a few hundred employees to 20,000 plus staff.

There is additional opportunity to utilise the Velpic platform for internal processes and staff training.

The contract with ComOps validates Velpic's platform for product training, a new market for the Company that is outside the traditional scope of workforce induction, education and training, where managers and supervisors within the human resources area have been targeted.

Velpic's in-house professional services team will work alongside ComOps to develop and produce video lessons demonstrating the utilisation of ComOps solutions through the platform, which can then be managed, edited, scheduled and delivered to customers worldwide.

The Company will receive subscription fee revenue from ComOps for providing access to its video eLearning platform, along with Pay Per View (PPV) fees for each lesson completed by customers and their employees, and additional professional service implementation fees.

Velpic Chief Executive, Russell Francis, commented:

"We are very pleased to welcome ComOps as a client. ComOps utilisation of Velpic's platform as a tool to train its customers on how to use their workforce management software solutions opens a new training market for the Company. This will help Velpic to achieve its key growth objective of expanding market share."

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ComOps Chief Executive Gerry Williams commented:

"We look forward to working with Velpic to develop eLearning capability across our Workforce Management products for our customers. As ComOps seeks to add incremental value to our customers, we believe a key component is to enable customers to have immediate easier access to useful instruction on how to complete the task at hand. We expect to see customers gaining increased efficiency as rostered staff are able to more effectively refresh themselves on how to check their rosters, view roster options and apply for leave from mobile devices whilst roster controllers have access to videos covering how-to topics for establishing and manning rosters, schedules and other Workforce management tools.

****ENDS****

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About the Velpic Group

The Velpic Group consists of two related entities: Velpic, a cloud-based video e-Learning platform, and Dash Digital, a brand technology agency.

Velpic has developed a unique online platform that provides a scalable, cloud-based training, induction and education solution for businesses. The platform allows businesses to create their own training lessons and distribute them to staff and contractors, who can access the Velpic Platform on all devices including mobile phones and tablets.

The cloud-based platform has global potential and is set to disrupt the traditional Learning Management System (LMS) marketplace, and Velpic already has an extensive list of ASX 200 clients using the platform.

Dash Digital is a full service digital branding, marketing, web and app development organisation that seamlessly blends creative and development talents across all disciplines – visual design, print graphics, websites, software development and online marketing.

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About ComOps Limited

ComOps, under the brand names E-tivity, Microster, Rostima and Salbus, provides effective Workforce Management Solutions including Rostering & Scheduling, Award Interpretation, Labour Cost Management, Fatigue Risk Management, Leave Management, Time & Attendance, Employee Self-Service Portals, Risk Management and Safety Compliance and Workforce Analytics.

ComOps supports more than 180 customers in over 5,800 locations globally, including leading organisations within global ports, aviation, transportation, retail, hospitality and health.

ComOps Limited was founded in 1972, and listed on the ASX in 1999. The company is a Microsoft Gold Partner and has ISO 9001 Accreditation.

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