



ASX Announcement

ASX: DUB

17th October 2016

Dubber Selected by Telenor Sverige AB for Cloud Call Recording

- Dubber chosen as recording platform for Telenor in Sweden
- Substantial enterprise customer base with major Global Swedish Retailer as first customer
- Rollout to Telenor's 200,000 plus Unified Communications users running on BroadWorks

ASX-listed cloud call recording platform provider Dubber has been selected by Telenor as its cloud call recording platform. Telenor Sverige AB (Sweden) is part of the Telenor Group, one of Europe's largest global telecommunications providers. Telenor is a full service telecommunication provider in Scandinavia, including mobile and fixed telephony as well as providing broadband Internet access and content.

Telenor will immediately deploy Dubber's call recording platform in Sweden as part of an on-going IT and telecommunication transformation project with one of Telenor's largest clients, a global leading Swedish retailer.

Telenor's end-customer requirement to provide call recording widely to multiple disparate corporate office locations was ideally suited to Dubber's high availability and secure Cloud offering. Dubber's integration with Telenor's hosted IP telephony solution allowed Telenor to meet this customer requirement without the need for capital expenditure or a legacy hardware based approach to call recording. In turn, Telenor is able to pass on the same benefits directly to its customers by offering the latest call recording and voice data capture technology.

The agreement initially reflects at least 5,000 'Reserved' users¹ supported by the Dubber platform. A short term focus, however, is to offer both fixed and mobility based services to the Telenor Unified Communications (BroadWorks) customer base which currently exceeds 200,000.

Christian Strömlid, Head of Business Marketing, Telenor Sweden commented:

"Dubber's cloud recording platform was an ideal solution for us. The company's ability to quickly test recording on our network proved that we could meet the requirements of one of our largest corporate clients, making their selection very simple. Adopting a more traditional hardware based approach for call recording in this environment would simply not be viable for the client and would have taken months or years to implement. Using the Dubber platform in conjunction with IP telephony, has enabled us to deploy call recording to thousands of users, almost immediately.

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Internally, the news of our new recording service has spread like wildfire among our sales teams. Telenor aims to remain as the market leader in the region for Unified Communications services and this new platform is an obvious example of that philosophy”

Steve McGovern, CEO Dubber, commented:

“The Telenor team has been fantastic to work with and we are very pleased to be supporting their call recording requirements and providing the backbone for revolutionary new product offerings that will transform their UC business model. Dubber is designed to deliver not just traditional call recording requirements but to create value to all users, mobile and fixed, from consumer through to enterprise.

Telenor are a progressive company who recognise and can take advantage of the UC opportunities on a large scale”

About Telenor

Telenor Sweden is a supplier of telecommunications services whose network covers 99 percent of the country's population. Telenor Sweden has over 2.5 million mobile subscribers, about 645,000 broadband customers and a half million TV customers. Telenor Sweden has revenues of approximately SEK 13.1 billion (2015) and has about 1900 employees.

Telenor Group is an international provider of high quality telecommunications, data and media. In addition to mobile operations in 13 markets in the Nordic region, Central and Eastern Europe and Asia, the Group has a 33 percent ownership stake in VimpelCom Ltd. with operations in 14 markets. Telenor Group is one of the world's largest mobile operators with 208 million mobile subscriptions in its consolidated operations (2015), a turnover of NOK 128 billion (2015) and approximately 36,000 employees. Telenor is listed on the Oslo Stock Exchange (TEL).

About Dubber

Dubber is the world's most scalable call recording service which enables telcos and customers to capture voice data in a way never previously considered. A true native cloud platform, Dubber is revolutionizing the call recording industry. Its high availability, unique total scale, and true Software as a Service (SaaS) offering enable telecommunications carriers to deliver and manage new services and revenue streams without the need for hardware, productisation or capital expenditure.

¹ 'Reserved; users are subscriptions billed via unit pricing at a wholesale rate
Other services such as 'On Demand' and 'Playback' are subscriptions billed via various models with revenues dependent on user uptake,

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