

20 February 2017

Gruden secures major government digital transformation contract

- Australian Government, in collaboration with the *NSW Department of Finance, Services and Innovation*, has contracted Gruden for further enhancement of its whole of Government procurement information and tender system, AusTender
- AusTender originally launched in 2003 and now processes ~\$60 billion per year in Government contracts
- Contract with AusTender will make a material revenue contribution of \$1.8 million in total with \$835.5k in FY17 and the balance in FY18
- Represents success of AusTender platform and Gruden's continuing ability to secure high profile Government contracts
- Gruden's Digital Practice also selected as a preferred supplier to the Department of Infrastructure and Regional Development further building on its capabilities to deliver digital transformation to Government

Market leading technology agency, The Gruden Group Limited (ASX:GGL) (Gruden or the Company) is pleased to announce that the Australian Government, via its collaboration with the NSW Department of Finance, Services and Innovation, has contracted the Company for further enhancement and development of its whole of Government tender system, AusTender.

AusTender provides a centralised publication of Australian Government business opportunities, annual procurement plans and contracts awarded. Gruden will be responsible for the migration of AusTender to a newer and improved technology platform. The way in which the customer currently utilises the platform will not change; however, the improvement will enhance the scalability and sustainability of the platform. This work follows on the recent release of a new set of capabilities within AusTender, known as 'Dynamic Sourcing for Panels' or DS4P (to learn more about DS4P please go to: <https://www.youtube.com/watch?v=e2tXJgAIC0c>) that allows agencies to manage all their panel procurements effectively and efficiently whilst leveraging the familiarity and other functional strengths of AusTender.

Gruden was originally contracted by the Australian Government in 2005 to build and develop the platform. Today, the platform supports ~\$60 billion in transactions annually. The current contract with Gruden will make a material revenue contribution of \$1.8 million in total with \$835.5k in FY17 and the balance in FY18.

The contract represents the success of the AusTender platform and Gruden's ongoing ability to secure high profile Government contracts. It builds on Gruden's recently announced (9 December 2016) new contract with the NSW Small Business Commissioner (OSBC) to deliver and support a new system to dramatically enhance the current user experience and services offered to small businesses for a total of \$2.93 million over a three year period.

The Gruden Group

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It was also selected by the Public Records Office of Victoria (PROV) to create a cloud-based environment that will digitise all the PROV records, making them publicly searchable in the cloud.

Furthermore, Gruden's Digital Practice was also recently selected as a preferred supplier to the Department of Infrastructure and Regional Development. Gruden will be listed for inclusion on the ICT Services Panel making it the preferred supplier for various digital projects across the department further building on the Company's digital transformation capabilities.

Tim Parker, CEO of The Gruden Group commented: "This is yet another example of how Gruden is proving its credentials in the digital transformation space. This high quality services revenue underpins our continued investment in our mobileDEN platform, which is delivering to our strategy of increased annuity revenue from licencing and transactions."

"I am also delighted that our Digital Practice has been selected as a preferred supplier to the Department of Infrastructure and Regional Development. This further builds on our Governmental relationships and demonstrates our strong capabilities to deliver digital transformation to the sector."

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About Gruden

The Gruden Group Ltd is a market leading technology provider offering fully integrated fintech platforms in the digital marketplace, with over 80 staff, across five office locations. The Company is made up of the award-winning Gruden Digital Services, Gruden Performance Marketing, award-winning Gruden mobileDEN and Gruden Government. Services offered across the group include digital marketing, web and mobile application development and mobile loyalty with point of sale integration.

For more information, visit www.thegrudengroup.com

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