

## Schrole Group enters into strategic alliance with leading international school service provider International School Services, Inc (“ISS”)

### Highlights:

- Schrole establishes strategic alliance with ISS to provide comprehensive integrated recruitment services to international schools in key global markets
- ISS is a widely recognised, US-based not-for-profit organisation that provides a range of services (including comprehensive recruitment solutions) to international schools and educators globally
- ISS and Schrole will merge their current school and candidate clients into a combined client base from September 2018, after which all services will be jointly offered under the brand **ISS-Schrole Advantage** through a new wholly-owned subsidiary of Schrole Group
- From commencement the alliance will service more than 380 schools and 100,000 teachers on the merged ISS-Schrole Advantage platform, an increase of over 150% on Schrole’s current international school client base – which the Company believes places it amongst the market leaders in international school recruitment
- Development is underway by Schrole on an upgraded software-as-a-service platform that aims to deliver and underpin the ISS-Schrole Advantage services for schools and candidates
- The alliance aims to enhance Schrole’s international client profile, dramatically increase the number of international schools using the Schrole SaaS platform, broaden Schrole’s service offering and provide major opportunities to cross-sell Schrole Verify and Schrole Cover into all client schools

**Thursday, 5<sup>th</sup> April 2018:** Australian education technology company Schrole Group Limited (ASX: SCL) (“Schrole”) is pleased to announce the Company has entered into a binding term sheet with International School Services, Inc (ISS) to provide a comprehensive recruitment service for international schools under the brand ISS-Schrole Advantage.



### **About ISS**

ISS, a company headquartered in Princeton, New Jersey, is a not-for-profit organisation that provides comprehensive, customized, student-centred services to international schools and educators, including recruiting services. Founded in 1955, ISS is widely recognised by international schools for its leadership in international school education.

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### ***Strategic alliance***

Schrole's cutting-edge technology expertise and entrepreneurial bent combined with ISS's deep experience in educational recruitment, strong commitment to personalized customer service, and longstanding reputation in the international school community built up over 63 years, is a powerful partnership. ISS-Schrole Advantage will significantly enhance the recruitment experience for both international schools and international educators.

Click on the link to view video: [ISS-Schrole Advantage – the future of global education recruitment](#)

### ***Market leadership***

Subject to the development of the upgraded SaaS platform, Schrole and ISS will combine their schools and candidates onto the ISS-Schrole Advantage platform from September 2018. More than 380 schools and 100,000 teachers will utilise this platform from this date, an increase of over 150% on Schrole's current international school client base – which the Company believes places the alliance amongst the market leaders in international school recruitment.

In addition to dramatically improving Schrole's market position and providing a compelling platform for potential revenue growth, the alliance will provide greatly enhanced opportunities for Schrole to cross-sell its complementary services into all client schools – Schrole Verify and Schrole Cover.

### ***Upgraded SaaS platform***

ISS-Schrole Advantage will use the upgraded Schrole Connect platform, an online SaaS international school recruitment platform that provides an advanced cloud-based solution for recruiting the best candidates into international schools. This platform is currently under development by Schrole.

Schools and candidates will have an array of ways to interact to find the best matches, including online portals, the upgraded Schrole Connect candidate management system, fairs, engaging apps and virtual events. The system will provide improved solutions for bringing schools and educators together, ensuring ease of use, smart search capabilities, and additional modules that will maximise user experience.

The new ISS-Schrole Advantage platform will include enhancements to the current Connect platform and will utilise the algorithm currently under development with Edith Cowan University to help better match schools and teachers.

### ***Alliance structure and key commercial terms***

Under the binding term sheet, all ISS-Schrole Advantage services will be sold to clients through a new wholly-owned subsidiary of Schrole (AllianceCo), which will be the contracting entity of the alliance with any customers. ISS and Schrole will both transfer their existing international school and candidate clients to AllianceCo. Net revenue from AllianceCo will be shared 50:50 by Schrole and ISS, subject to a transitional arrangement aimed at maintaining each party's current revenue base at a minimum. Schrole will be responsible for ongoing development of the upgraded Schrole Connect SaaS platform that will form the heart of the ISS-Schrole Advantage services, and will continue to

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own 100% of the intellectual property associated with the platform. The term of the alliance is five years, renewable by agreement.

The binding term sheet is subject to a comprehensive agreement being completed and signed by August 31, 2018.

Commenting on the announcement Schrole Managing Director Rob Graham said:

*“This is a very significant alliance for Schrole. We are delighted to partner with ISS as they are a well-established and very highly respected partner of many international schools. This presents an opportunity for the both companies to significantly increase market share and take a market-leading position in the provision of education recruitment services. If we had done this by ourselves we would have taken much longer and would have incurred greater costs to get to the same position. The alliance is anticipated to offer significant revenue and cross selling opportunities. We look forward to working closely with ISS to provide an innovative solution to the problems all international schools face when hiring the best teachers.”*

ISS President Liz Duffy commented:

*“The desire to collaborate is in many ways in ISS’s DNA. Since our inception in 1955, we have worked with partners of all types – educators, businesses, non-profit organizations, and government entities – to strengthen international education. Since the adoption of ISS’s strategic plan, we have been re-energizing that early inclination to create meaningful partnerships. In the last 18 months, most of ISS’s core services have established new strategic partnerships to better serve the international school community. We are pleased to create an alliance with Schrole because together, we can create a dynamic ecosystem that combines powerful technology and personal service, which will bring more schools and more educators together. As ISC Research forecasts that by 2026 the demand for international teachers will rise by nearly 200%, it is now more essential than ever to ISS’s mission that we collaborate and innovate to help international education grow and thrive.”*

### **About Schrole Group Ltd**

Schrole is an Australian educational technology company providing schools worldwide with innovative talent management solutions and consulting services to address staffing and recruitment challenges. Schrole is run by and for education professionals. Founded and managed by former principal Rob Graham, Schrole is passionate about helping schools secure the best teachers and save time on administrative processes, so they can focus on the important job of teaching the next generation. Schrole’s innovative solutions are currently being used by over 250 international and domestic schools in more than 40 countries worldwide. Schrole has three business units: Schrole Connect, an online Software-as-a-Service (SaaS) platform for efficient and effective recruitment of international school teachers; Schrole Cover, a cloud-based SaaS platform for the fast filling of casual staffing positions; and Schrole Develop, a training and consulting organisation that provides Australian-accredited leadership training and strategic consulting services to schools. To learn more please visit: [www.schrolegroup.com](http://www.schrolegroup.com)

### **About International Schools Services (ISS)**

As a nonprofit organization, International Schools Services (ISS) works with more than 500 international schools and thousands of educators each year across its suite of services, creating the largest global footprint in international education support. Since its inception in 1955, ISS has launched and managed more than 100 international schools; placed approximately 50,000 educators; developed ground-breaking learning programs, such as the World Language Initiative and Level 5 Creativity & Innovation Hubs; processed about 15,000 school supply orders annually; and stewarded over 75 school foundations each year. With its headquarters in Princeton, NJ, USA and locations in China and the Middle East, ISS currently owns or operates nearly 20 international schools around the world and promotes innovation and best practices for global education through its core services that include founding and managing student-centered, future-oriented schools; recruiting world-class educators; providing cutting-edge professional learning opportunities; sourcing essential school supplies; and stewarding school foundations. ISS staff has extensive experience in all aspects of international education, with most senior leaders having served as Heads of Schools across a variety of continents. To learn more, please visit: [www.iss.edu](http://www.iss.edu)

### **Ends**

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