

16 January 2017

ZiFi MOU Signed with Leading Communications Technology Group

- Memorandum of Understanding (MOU) signed with BLUFI Wireless, a subsidiary of Brighton Technologies Group.
- BLUFI Wireless provides specialised onsite communications for gaming, hospitality, retail and industrial customers.
- Under the MOU, ZipTel will license a Software Development Kit of ZiFi, ZipTel's rich communications platform tailored for enterprise, to BLUFI Wireless' for use by its customers in key industries.
- The ZiFi solution will enhance BLUFI Wireless' offering of communications solutions for use within their customer's venues.
- ZiFi gains an international distribution partner / advocate with industry knowledge and detailed understanding of the ZiFi technology and its applications
- Commercial terms will reflect the highly scalable, high volume opportunity this partnership will leverage across major distribution channels.

ZipTel Limited ("**ZipTel**" or "the **Company**", ASX: ZIP) is pleased to announce that it has signed a Memorandum of Understanding (MOU) with BLUFI Wireless.

Under the MOU, ZipTel will license a Software Development Kit (SDK) of ZiFi, ZipTel's rich communications platform tailored for enterprise, to BLUFI Wireless for distribution and use by BLUFI Wireless customers in key industries.

BLUFI Wireless

BLUFI Wireless is a subsidiary of Brighton Technologies Group (BTG), a multinational supplier of innovative, reliable and user friendly 'staff to staff' and 'staff to customer' communication solutions for casinos, clubs and hotels, hospitality venues, retail and industrial customers. BTG manufacture and distribute a range of products and services, as well as market leading brands throughout Australia, Hong Kong, USA and the UK.

BTG has over 4,500 customers across 16 countries. This extensive portfolio of customers includes ALH Group, Crown, Crowne Plaza, Hilton Hotels and Resorts, Holiday Inn, MGM Grand, Novotel Hotels and The Star Entertainment Group.

BLUFI Wireless will look to integrate the ZiFi solution into their current product offering and distribute it across their existing customer base via a licensing and distribution model. Commercial terms for usage of ZiFi will be agreed by both parties during an initial pilot program. The commercial terms will, at a high level, consist of: set up fees; variable licensing fees based on commercial modelling of significant user scale and volume; fixed long term contract fees; and access to analytics platforms.

ZiFi Hospitality Module

The ZiFi Hospitality Module is the second Minimum Viable Product (MVP) iteration of ZiFi – the customisable, site-based communication and mobile collaboration platform for business launched on 16 November 2016.

The ZiFi Hospitality Module offers a communications solution which will allow site based communications within closed groups. This offering will augment the BLUFI Wireless range of communication equipment and services to assist staff to communicate more efficiently with each other, and be more responsive to the customer.

In Zifi, an 'out of the box' solution will be offered that addresses many gaming and hospitality industry needs and fits with the trend toward mobile applications.

Gaming and hospitality venues will be able to quickly and cost effectively roll out a branded Zifi communications solutions for both customers and employees. Lower bandwidth usage is another unique selling proposition which extends not only to remote venues but also to those located in urban, well serviced areas.

Keaton Wallace, Executive Director, ZipTel commented:

"We are proud to announce BLUFI Wireless as our distribution partner in the lucrative gaming and hospitality segment. Zifi will enable BLUFI Wireless to provide unique solutions to its customers and their significant industry and tech experience will ensure that opportunities are fully explored and developed."

Darren Brighton, CEO, Brighton Technologies Group commented:

"I'm looking forward to working with Zipt to help us to provide an all in one solution for our market leading Messaging and Management solution by providing a reliable and robust voice solution for communications inside our customer's venues, ensuring staff safety and customer satisfaction"

-Ends-

For more information please contact:

ZipTel Limited

Bert Mondello
CEO
T: +61 8 6252 4224
W: www.ziptel.com.au

Keaton Wallace
Executive Director
T: +61 8 6252 4224
W: www.ziptel.com.au

About ZipTel

ZipTel is an Australian owned and operated telecommunications business focused on providing international roaming and calling solutions to consumers and businesses, using state of the art technologies developed and wholly owned by ZipTel Limited. ZipTel listed on the ASX in July 2014 with its core focus the Zipt mobile based communications application for consumers and the Zipt Systems Enterprise suite for businesses.

About BLUFI Wireless and Brighton Technologies Group

Consisting of BLUFI Wireless and Boomerang Paging within Australia, Brighton Technologies Group have been in business in Australia since 1996 and have provided products and services to over 4,500 customers around the world.

We are an Australian owned and operated business, where our competitors are mainly Distributors for internationally owned organisations. Our profits remain in Australia and we also own and distribute Australian made products and services to other countries such as USA, UK and Europe.