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ASX Announcement  
23 April 2019

## **Azure awarded A\$1.3m Tacera Pulse order**

- **Azure validates software strategy with first material software order**
- **Software revenue generates higher margins as compared to Azure's hardware business**
- **Most of the revenue expected to be recognised in calendar 2019**

Azure Healthcare Limited's (ASX: AZV) wholly owned subsidiary Austco Marketing & Service (Canada) Ltd has received a A\$1.3m order to supply Austco's Tacera Pulse software solution to a large owner and operator of senior living communities across Canada.

Tacera Pulse is a suite of software applications that includes mobile applications and business intelligence tools.

The client, who must remain confidential under the contract, is a leading owner, operator and investor in the retirement living sector, offering apartments, independent and assisted living, and long-term care. Together with its partners, it owns and/or operates more than 500 sites across Canada, the United States and the United Kingdom.

"The contract was awarded without a competitive process given there is no comparable product in the marketplace at present. The client's goal was to improve resident care and caregiver efficiency and Tacera Pulse, the most sophisticated clinical workflow and enterprise reporting solution currently on the market, is the only system that meets their requirements", said Azure CEO, Clayton Astles.

Under the contract, Austco's Tacera Pulse Mobile and Enterprise Reporting will be rolled out across 57 sites in Canada before the end of calendar 2019. This will increase the number of sites with this client to 61 after the successful paid trial of an initial 4 sites.

Whilst the revenue to be generated under this order, over the next two reporting periods, is not material to the Group, it does grow the contribution of higher margin software revenues. The revenue under this contract is expected to commence in this current financial year, with the significant majority of the revenue expected to be recognised by the end of the calendar 2019. The majority of the order relates to Software and after the completion of the base contract, there is an opportunity to generate further revenue by way of annual Software Maintenance and Professional Services agreements.

Mr Astles also said, "The large software component of this contract validates our investment in R&D over the last few years and confirms the market's demand for innovative software solutions in the healthcare sector."



### **Further Information**

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### **About Azure Healthcare Limited (ASXCode – AZV)**

Azure Healthcare Limited is an international provider of healthcare communication and clinical workflow management solutions. Headquartered in Australia, the company has subsidiaries in six countries and supports healthcare facilities through its global reseller network which includes growing markets in health, aged care and acute care. Azure Healthcare services markets including Australia, New Zealand, Canada, UK, USA, Asia and the Middle East. For further information please refer to the Company's website at [www.azurehealthcare.com.au](http://www.azurehealthcare.com.au)