

## Dubber signs MoU with Macquarie Telecom for platform pilot, wholesale deal set to follow

Melbourne cloud-based call recording specialist Dubber has inked a memorandum of understanding with Macquarie Telecom, under which the telco will pilot the Dubber platform with its customers for a 60-day period while the terms of a wholesale deal are thrashed out.

The Dubber platform provides a range of cloud-based call recording and audio asset management services which can be rolled out globally. The MOU also involves Singapore-based reseller Go Cloud IT, the firm with which Dubber previously struck a pan-Asia distribution agreement.

Dubber noted that once finalised, the wholesale agreement would allow Macquarie Telecom to deliver cloud-based call recording 'as-a-service' to its customers. The Melbourne firm added that the initial focus would be on the call centre, financial services and IT sectors "where Macquarie is particularly strong."

"[We] have been talking to Macquarie Telecom since November 2015," Dubber MD Steve McGovern told CommsDay. "The parties, due to [our] unique deployment capability, have agreed to connect customers under a pilot program while we address the contract and commercials."

McGovern (pictured) said that usually it would take weeks or months to go through procurement process when bringing on groups like Macquarie Telecom. "Dubber may elect to go the same way with other telcos to fast track deployment and provide market updates," he noted.



He also highlighted Macquarie Telecom's focus on the enterprise and government segments. "These are areas in which the Dubber platform can be the catalyst for creative solutions and add significant value," he added, classing the ability to capture voice data and keep it available on a large scale as a key new customer relation opportunity for businesses.

Meanwhile, Dubber has also been active targeting the telecommunications sector in the North American market. The firm - which raised A\$5.7 million in November to boost a global push - won its first US telco deal late last year, inking a contract with Las Vegas-based telco Blup to deliver an on-demand call recording service.

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