

## Knosys beats competition to win \$6m Singtel Optus deal

29 January 2018

**Peter Dinham**

**Australian-listed knowledge management software provider Knosys has won its biggest single contract with a \$6.1 million agreement with Singapore telco Singtel and its Australian subsidiary Singtel Optus to deploy its knowledge management platform, KnowledgeIQ.**

The multi-year contract has been secured by **Knosys** (ASX:KNO) following a competitive tender process commenced by Singtel in June 2017.

The contract will span five years and three years respectively for Singtel and Optus, and Knosys will commence project activities immediately with a “Go-Live” date for both Singtel and Optus scheduled for the first half of 2018.

Knosys chief executive John Thompson said the win represented the largest single contract for Knosys, expanding its footprint into the telecommunications sector and firmly within Singapore.

“Knosys was able to achieve this win against immense local and international competition in Singapore. This will be a significant reference site for the company in the critical Singapore and wider South East Asian market and Knosys will look to continue to expand its information and knowledge management business there.

“This contract illustrates the value we can add to many customers and the superiority of our market leading KnowledgeIQ technology. We can enable our customers to drive extra revenue, save them time and expense, and allow them to make more informed decisions.”

Thompson said, “The Singtel/Optus implementation fits nicely with our 2017 strategy to focus on three verticals in the Australian and Singapore markets, namely government/legal, telco and finance/banking. We continue to explore and prospect hard in these markets for similar and mid-sized opportunities to grow revenue and expand our user base numbers.

“We are on target to achieve our double-digit user growth target for FY18 which I know our investors have been patiently waiting for. This is a fantastic step in our ambition to build Knosys into a premier software vendor of cognitive information, knowledge and analytic solutions globally.”

[https://www.itwire.com/deals/81546-knosys-beats-competition-to-win-\\$6-million-singtel-optus-deal.html](https://www.itwire.com/deals/81546-knosys-beats-competition-to-win-$6-million-singtel-optus-deal.html)