

## ASX / Media Release

29 August 2018

ASX code: **K2F**

# K2fly's Infoscope Solution Enters Significant Partner Program with Esri, a Global Leader in Geographic Information Systems

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### Highlights:

- K2F has become a member of the Esri Partner Program with its Infoscope software solution
  - Esri's ArcGIS mapping software is considered to be one of the world's most powerful software products for mapping and spatial data analytics
  - K2F will work closely with the Esri Partner Enablement team to position the Infoscope solution within the Esri ecosystem
  - Coupled with K2F's strong partnering with SAP and Infoscope's geospatial integration capabilities this will provide many sales opportunities with companies in asset intensive industries
  - Esri services some 400,000 customers in 150 countries and has a pervasive global presence
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K2fly Limited (**ASX: K2F**) (**K2fly**) is pleased to announce it has become a partner in the highly regarded Esri Partner Program. Esri is a global leader in the supply of geographic information system (GIS) software, web GIS and geodatabase management applications.

Esri products and services are highly valued by asset-intensive industries which form a key part of K2F's current and emerging customer base. In addition, Esri's ability to increase the value of assets through the smart use of data management is strongly aligned with K2F's strategy. Esri architected the assembly and analysis of the science behind the modern-day GIS. The GIS framework gathers, manages and analyses data, all rooted in the science of geography. GIS integrates many types of data, it analyses spatial location and organises layers of information into visualisations using maps and 3D scenes. With this unique capability, GIS reveals deeper insights into data, such as patterns, relationships and situations – assisting users in making smarter decisions. It is a tool which enables

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organisations to gain actionable intelligence from all types of data. Esri continues to develop leading-edge products.

K2F'S Infoscope Land Management solution has always provided integrated spatial intelligence and this 'partnership' will strengthen K2F's capabilities in the geospatial arena whilst leveraging the established products and solutions within the Esri ecosystem.

Esri now services some 400,000 clients in 150 different countries and it has a pervasive global presence. Esri partners develop solutions, services, content, and hardware for the ArcGIS platform (Esri's mapping and analytics platform). K2F will work with the Esri Partner Enablement team to embed Infoscope into the Esri ecosystem. Partnering with Esri will expand K2F's technology offerings, including enabling clients to strongly leverage geospatial intelligence. It is important to note that in the asset intensive industries targeted by K2F, a number of Esri's existing customers run SAP as their enterprise resource planning solution adding to Infoscope's attractiveness as an enterprise land management solution.

Over the coming months, K2F and Esri will work together to articulate its offering within the Esri ecosystem. K2F and Esri will jointly develop an Infoscope specific solution and sales model which is likely to be completed within the next two months. This Infoscope specific solution can then be actively promoted through the global sales and distribution channels to Esri's customer base.

K2F CEO Brian Miller commented, "We are delighted to be accepted into the Esri partner ecosystem. They have an outstanding list of clients and they work very well with the SAP account teams. I expect us to mount successful joint sales campaigns in 2018 and beyond. We commenced our collaboration with Esri and SAP in May 2018, when K2fly Director of Operations for Infoscope, Navin Nirmalrajan jointly showcased SAP's "Digital Mine Ecosystem" at The Futures of Mining event in Sydney. Infoscope and ArcGIS are tightly integrated in Fortescue Metals Group where we synchronise with more than 80 datasets, and we have a real-time bi-directional communication between the two products. This means that when we build the integration between the two products we are not starting from scratch, and we know that Esri is SAP's preferred GIS partner in our chosen industries. Esri and SAP have previously announced a strategic partnership which is focused on making enterprises smarter by "geo-enabling" (provide spatial intelligence) to corporate asset data.

We very much look forward to continuing our collaborations and working with Esri and SAP. This is an exciting development for K2F."

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## About K2fly

K2fly Ltd is an ASX listed technology company which targets asset intensive industries. It supplies people, products and strategic alliances focussed on solving problems for clients.

K2fly owns **Infoscope** (a Data Collaboration solution) for use in Tier 1 companies.

K2fly also re-sells market leading software which has been developed by industry leaders in the USA, Australia, Europe and the UK. These solutions come from OBI Partners (USA), Kony (USA), Pointerra Limited (Aus), ABB (Switzerland) and Capita plc (UK), where they have an outstanding track record of delivering benefits to clients. K2fly has strategic alliances with global technology companies such as: GE(USA) and SAP (Germany).

In addition, K2fly provides cutting edge advice, consultancy and services when it deploys its subject matter experts who have extensive domain knowledge in such areas as Rail, Electricity, Gas, Water, Mining, Oil & Gas, Facilities Management, Aviation and Defence.