



24 September 2020

The information contained within this announcement is deemed by the Company to constitute inside information as stipulated under the Market Abuse Regulation (EU) No. 596/2014 ("MAR"). Upon the publication of this announcement via a Regulatory Information Service ("RIS"), this inside information is now considered to be in the public domain.

**SmartSpace Software Plc**  
("SmartSpace", the "Company" or the "Group")

### **New Distribution Agreement with Major Far East AV Integrator, ESCO**

SmartSpace Software plc, (AIM:SMRT) the leading provider of 'Integrated Space Management Software' for smart buildings, commercial spaces and hospitality, is pleased to announce that it has signed a distribution agreement with ESCO Pte. Ltd., ("ESCO") a major AV (audio visual) integrator in the Far East, to resell its Space Connect workspace management solution.

Space Connect will be offered to ESCO's customers as a solution to help them enhance smart workplace strategies and implement Covid-related policies in the workplace, providing tools to assist with social distancing, screening of employees and visitors, recording of sanitisation, room and desk booking and Covid-specific employee communications.

ESCO is based in Singapore with additional offices in Hong Kong, India, Indonesia, South Korea, Malaysia, Shanghai, Myanmar, Philippines, Sri Lanka, Taiwan, Thailand and Vietnam. ESCO has over 200 employees and is one of the largest AV integrators in the region.

**Commenting on the announcement, Frank Beechinor, Chief Executive Officer of SmartSpace said:**  
*"As previously stated, our growth strategy for Space Connect is via an indirect model through dedicated channel; partners, distributors and resellers around the globe.*

*We are delighted to add ESCO as a Space Connect partner. This agreement is significant for SmartSpace as it is our first major contract signing in the Far East and gives us a strategic partner in the region, a market with significant opportunities as it emerges from the Covid crisis. As well as working with ESCO as a partner to service clients in Singapore, this relationship also gives us a launchpad to access customers across significant markets in the region.*

*ESCO has an extensive customer base and a highly skilled team. We are already working on our first joint customer, an international pharmaceutical business, operating out of Singapore and hope to close this deal in the near future."*

*Ends*

## Enquiries

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## About SmartSpace Software Plc

SmartSpace Software plc is a SaaS-based technology business, designing and building smart software solutions. The Company's software solutions in workspace help transform employee and customer engagement with modules which include desk management, meeting room management, wayfinding, car parking, visitor management, and analytics.

The three operating companies in the Group comprise:

- Space Connect – SaaS Meeting Room and Desk booking ([www.spaceconnect.com](http://www.spaceconnect.com))
- SwipedOn – SaaS Visitor Management SaaS ([www.SwipedOn.com](http://www.SwipedOn.com))
- Anders & Kern – distribution and technical support ([www.anders-kern.co.uk](http://www.anders-kern.co.uk))

For more information go to: [www.smartspaceplc.com](http://www.smartspaceplc.com)

## About Space Connect

Space Connect, is the Company's mid-market SaaS workspace offering, allowing users to manage meeting room desks and visitor receptions. It is only offer as a Cloud solution with customers paying on a SaaS model. The latest version of Space Connect contains specific functionality to help customers manage and implement their Covid-19 policies. These features include tools to help users to enforce social distancing in offices; record and manage office sanitisation; contact tracing of employees, contractors and visitors; and allow Covid-19-specific push notifications and reminders to employees.

Space Connect also integrates with Microsoft 'Teams', the web-based collaboration tool, as well as 'Zoom' video conferencing. In addition, the software integrates with Office365 allowing meeting room bookings directly from Outlook. These integrations support home working and with Space Connect customers can manage in-house and remote meetings from one platform. Details of the Covid-19 related functionality in Space Connect can be seen at [www.spaceconnect.com](http://www.spaceconnect.com)

## About ESCO

ESCO Pte. Ltd. was established in 1989 and has since been one of the leaders in the Audio Visual Industry. Headquartered in Singapore and employing over 200 staff, ESCO has additional offices across the region in Hong Kong, India, Indonesia, Korea, Malaysia, Shanghai, Myanmar, Philippines, Sri Lanka, Taiwan, Thailand and Vietnam. ESCO supports a range of world-renowned clients in the following sectors; Banking, Education, Government, Healthcare, Hospitality, Oil & Gas and Retail. ESCO is part of Elmo, a business established in 1929. Elmo, in turn, is part of Techno Horizon Holdings, a Nikkei-listed company with 879 staff and turnover of USD 202 million. For more information go to: [www.esco.com.sg](http://www.esco.com.sg)