

ASX Announcement



Field Solutions Holdings Limited (ASX: FSG)
ASX Limited
Company Announcements Office

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FlipConnect - Wholesale Supply, Management and Partnership Agreement

Field Solutions Holdings (ASX: FSG), Australia's leading rural, regional and remote telecommunications carrier, is pleased to announce the signing of a wholesale supply, management and partnership contract delivering National nbn™, network management and orchestration services to FlipConnect a leading provider of Internet and over-the-top TV services.

Highlights

- **Initial 3 year term**
- **\$24M in revenue**
- **Leveraging FSG's Virtual WBA™**
- **FlipConnect to resell the full suite of FSG products**
- **FlipConnect to resell FSG's Regional Australia Network products**
- **FSG to supply FlipConnect additional nbn™ business and residential products**

"FlipConnect, is the second major customer to take advantage of our Virtual WBA product", outlines Andrew Roberts, FSG CEO. FSG's Virtual WBA™ (Wholesale Broadband Agreement) product is designed to remove the costs and complexity for an ISP or MSP when providing nbn™ services. FSG has extended its proprietary Ordnance software to encapsulate the additional functionality, delivering the required actions to supply and manage all nbn™'s consumer and business products simply and at lower cost for the ISP or MSP.

FSG has created a 'first of its kind' commercial product whereby ISPs like FlipConnect can pay for backhaul, transit and termination, on a per subscriber model, removing the need to own and manage assets and allowing them to focus on driving sales. "FSG's Virtual WBA™ is highly scalable and capable of managing nbn™'s consumer and business products for multiple ISPs and MSPs", says Andrew Roberts, FSG CEO.

FlipConnect's partnership with FSG opens new product opportunities. "FSG's orchestration platform across nbn™ products, as well as voice, business and mobile services allows us to expand our offering and reach, which, combined with our excellent customer experience, gives us a truly unique and competitive advantage", says Steve Kotzohambos, CEO of FlipConnect. As part of the partnership, FlipConnect will be retailing services on FSG's Regional Australia Network, Australia's largest non-NBN fixed wireless network.

"The need for access to all 121 POI's, API integration to our current sales and marketing systems, and the end-to-end nature of the FSG Virtual WBA™ product allows us to concentrate on sales and marketing, and for FSG to focus on delivering all underlying infrastructure, systems and connectivity", outlines Steve Kotzohambos.

FSG is currently scaling its network across all 121 NBN POI's. "FSG are offering NBN High Speed Tier's through our Virtual WBA™ product", says Roberts. "FlipConnect, and other FSG wholesale customers can take advantage of the full set of NBN Consumer products, ensuring we support competition and scale", outlines Roberts.

The project commences April 2021 and will take 2 months to complete.

This announcement has been authorised for release by the Board of FSG.

About FSG

FSG provides, builds and operates "true broadband networks" specifically for rural, regional and remote Australia. FSG is a licensed Australian telecommunications carrier, providing services via its own telecommunications network (trading under the brands' JustISP' and "Ant Communications) and a NBNco Retail Service Provider.

FSG Contact Details

Andrew Roberts - CEO
andrew.roberts@fieldsolutions-group.com

www.fieldsolutions-group.com

Field Solutions Holdings Ltd ASX:FSG

t 1300 000 488