

Vault Intelligence Ltd

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Vault Intelligence refines business structure to maximise growth

Vault Intelligence Ltd (ASX:VLT) has made significant changes across the structure of its business to improve the execution of its growth strategy.

Key changes include:

- Release of David Moylan (CEO) from operational activities to drive sales growth through targeting of large enterprise customers and driving strategic opportunities and partnerships. David Rose appointed as chief operating officer (COO). This is already delivering results with further news to follow this quarter;
- Implementation of revised sales incentive structure to drive rapid growth and increased revenue as Vault Solo gains strong acceptance and momentum;
- Launch of the digital sales capability allowing all customers to procure Vault Solo directly on line. This is supported by automated provisioning and online self-help;
- Enhancements to customer support and implementation to drive organic growth through proactive customer engagement; and
- Establishment of a dedicated research and development (R&D) capability, Vault Lab, to bring leading edge technology into our products and services.

New general manager sales (Australia) appointment

In addition to key changes within the business, Vault has appointed Stephen Mummery to the role of general manager sales (Australia).

Stephen is a highly regarded sales and business development Leader who has demonstrated consistent business growth throughout his career across technology and technology services sales.

READ: Vault Intelligence to add Solo worker-tracking revenues to new CARR figures

His most recent experience as the national business development manager (transport and logistics) for Samsung adds great value to Vault through his market understanding and his relationships within Samsung.

Stephen will be based in Melbourne and commences early March 2019.

Verdantix recognition

Recently the Verdantix Green Quadrant Operational Risk Management (ORM) Software 2019 report was released.

Price: \$0.31

Market Cap: \$31.39 m

1 Year Share Price Graph



Share Information

Code: VLT

Listing: ASX

52 week High Low
0.49 0.14

Sector: Tech

Website: www.vaultintel.com

Company Synopsis:

Vault Intelligence Ltd (ASX:VLT) is listed on the Australian Securities Exchange.

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The report is the first ever benchmark of ORM software vendors and provides a detailed comparison of the 17 most prominent software suppliers including Vault.

READ: Vault Intelligence maintains \$6 million revenue guidance

Vault achieved the highest global rating for integration with wearables.

In the report Verdantix states that Vault offers a strong lone worker capability through wearable integration with Samsung, to offer the company's Vault Solo safety software.

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