Dragontail Announces Partnership with Leading iPad Point of Sale Platform Revel Systems

16 January 2017

The Company Announcements Office ASX Limited Via E Lodgement

Dragontail Announces Partnership with Leading iPad Point of Sale Platform Revel Systems

Highlights

- Dragontail signs agreement with US-based Revel Systems to integrate the Company's Algo System into Revel's Point of Sale (POS) solutions.
- Revel is a leading US-based POS system developer with a number of large clients in the QSR industry.
- Revel will also become a reseller of Dragontail's Algo system to its extensive QSR customer network through a mutual partner referral program.

Dragontail Systems Limited (ASX: DTS, the "Company") is pleased to announce that it has signed an agreement with Revel Systems, the industry's leading iPad Point of Sale (POS) platform designed to transform the way people do business, to integrate the Dragontail Algo System into Revel's cloud-based, iPad POS platform.

As a result of the agreement, customers using the Revel POS solution will be able to easily implement Dragontail's Algo System into their restaurant operations – allowing clients to have one seamless integrated system that will handle orders through to payments and deliveries.

Revel, a US-based company, is a feature-rich POS platform that develops cloud-based and iPad POS systems for

today's hospitality and retail industries. Revel has an extensive QSR customer base including Cinnabon, part of FOCUS Brands Inc., Popeye's Chicken, which is the world's second largest quick-service chicken restaurant with more than 2,000 locations worldwide, as well as US pizza franchise Pizza Patron and ice cream chain Twistee Treat.

Revel's POS solution was selected as the Indy 500 POS vendor of choice, which attracts more than 250,000 patrons each year.

"There is nothing in the market today that provides the same features and ease of use as the Revel/Dragontail offering to the QSR industry. This unique offering will provide a significant productivity boost to QSR operators who are looking to increase their operating efficiency and improve customer satisfaction," said Bobby Marhamat, Chief Operations Officer at Revel.

"There is a large addressable market opportunity for our combined offering and we are confident that the solution will gain significant market traction given the compelling benefits of the integrated system," he continued. Revel and Dragontail have also signed a mutual referral agreement, whereby Revel can market and sell Dragontail's system to its client base, and vice versa. The companies will receive a fee for each successful referral. The Company cannot reveal details about the fees as it is commercial-in-confidence and covered by a confidentiality agreement between Dragontail and Revel.

Dragontail's Managing Director, Ido Levanon, said, "The ability to integrate our technology with Revel's POS platform provides a compelling solution for QSR restaurants as the integrated offering will be one of the most complete restaurant management systems available in the market today."

"In addition, off the back of the deal we recently announced with AT&T, we now have another sales and marketing channel for the Algo System into the QSR market through an established provider with extensive connections in this industry."

Company Secretary:

Deborah Ho <u>deborah@tridentms.com.au</u> +61 8 6211 5099

Media Enquiries:

Ben Grubb Media and Capital Partners

ben.grubb@mcpartners.com.au +61 414 197 508

Taylor Mikolasy
Public Relations Manager
Revel Systems
taylor.mikolasy@revelsystems.com

About Dragontail Systems

Dragontail is revolutionising the Quick Service Restaurant (QSR) industry with its Algo System, which uses a sophisticated patented algorithm to optimise and manage the entire food preparation process from order to delivery. The Algo is the first system in the world to fully automate and streamline the kitchen flow to deliver immediate and significant returns on investment to fast food and quick service restaurants. The Algo is setting a new standard for the global industry with a number of chains, such as Pizza Hut in North America and Israel, and a large Israeli burger chain already using the system.

About Revel Systems

Revel Systems iPad POS was founded in 2010 in San Francisco with the goal of changing the Point of Sale market. Founders Lisa Falzone and Christopher Ciabarra developed a quick, intuitive and secure iOS-based Point of Sale system by combining cloud-based technology and the mobility of the Apple iPad. Revel Systems software offers a feature-rich POS solution for restaurant, retail and enterprises with integrated payroll, inventory tracking, customer relationship management and more. With the introduction of the Revel Marketplace, Revel iPad POS System users can now integrate directly into third-party enhancements, including mobile payments, online ordering, gift or reward cards and advanced financial software suites. For more information on the new standard in Point of Sale, please visit http://revelsystems.com/