



## Igloo Software Expands International Reach, Adds Services Partners in Key Markets

Partners include South Africa's EOH; Savage Bull and Cadmus Consulting in Australia

KITCHENER, DECEMBER 14, 2016 – Igloo Software, the leading provider of digital workplace solutions, today announced that it has signed Services Partners in South Africa and Australia, as part of its continued focus on expanding its international reach.

Africa's largest technology and knowledge services provider, EOH joins the Igloo Services Partner Program and increases the Igloo footprint in Africa. In addition, Savage Bull and Cadmus Consulting have signed on as partners in Australia to help address the growing market in ANZ.

"As Igloo continues to grow, strengthening our Services Partner Program on a global scale is critical," said Chris Myers, Vice President of Partnerships & Alliances at Igloo. "Partnering with trusted providers such as EOH, Savage Bull and Cadmus Consulting allows Igloo to reach customers in new markets, while enabling the partners to take advantage of the tools and resources provided by Igloo to expand their business."

EOH welcomes Igloo as a solution to shorten their time to market for their customers and leverage best of breed applications purposely built for intranets and the new digital workplace.

"What excites us about partnering with Igloo is that it is a combination of a collaborative tool along with an intranet that anyone can administer, which is a rarity in this market," said Beavin de Kock, EOH. "We had our first community up and running within days of signing and have already launched our own in-house community with over 300 users."

Launched at Microsoft Worldwide Partner Conference in July 2016, Igloo's Services Partner Program has since attracted interest from a variety of partner types, including SI's, VAR's, Digital Agencies and Intranet Solution Providers.

Igloo's Services Partner Program allows partners to increase revenue through the delivery of implementation and support services around the Igloo platform as well as sharing in the annual hosting revenue associated with the service. After years of building award-winning intranets in-house, Igloo is now partnering with progressive services organizations who understand the value of long-term customer success and the role communication and collaboration plays in it.



Igloo's up-front MDF demonstrates its commitment to the Services Partner Program and enables new Services Partners to outline a sales and marketing plan so they can receive marketing funding support from Igloo.

To learn more about Igloo's Services Partner Program, please visit [igloosoftware.com/partners](http://igloosoftware.com/partners)

### About Igloo Software

Igloo is a modern intranet solution, helping companies build inspiring digital destinations for a more productive and engaged workforce. Offering a suite of modern features and solutions for today's digital workplace, Igloo partners with customers to address challenges related to communication, collaboration, knowledge management, and workflow. Learn more at [igloosoftware.com](http://igloosoftware.com).

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