

Unisys' Acquisition of Unify Square

June 3rd, 2021



Unify Square

Acquisition Rationale

The acquisition of Unify Square enhances Unisys' DWS business to drive increased revenue growth and improved profitability and cash flow

Enhancing the DWS Solution Portfolio

Unify Square's offerings help advance Unisys' Digital Workplace Services solution set with the addition of a market-leading UCaaS portfolio and Unified Experience Management capabilities

Revenue Growth Catalyst

The UCaaS market, in which Unify Square operates, has a 5-year expected CAGR of 13%, and is expected to be among the fastest-growing segments of the DWS market

- 3 to 5% 3-yr expected CAGR for overall DWS market
- 7 to 10% 3-yr expected CAGR for the end-user experience market within DWS that UIS is targeting

¹Source: Everest Group study, Gartner and IDC reports

Profitability and Cash Flow Upside

Unify Square's capabilities enable Unisys to deliver higher-value solutions to its clients, a key element of the company's stated strategy to drive improved margins and cash flow

Expected to be accretive to adjusted EBITDA margin and adjusted free cash flow by 2023, with a *de minimis* impact initially



Digital Workplace Services

How we are executing against our strategy

Focus on higher-margin EUX offerings

Evolving business model and commercial arrangements that emphasize client outcomes (e.g., shift from SLAs to XLAs)



DWS advisory

Best-fit workplace solutions



UCaaS

Seamless collaboration for hybrid workplaces



Unified Experience Mgmt

Proactive experience monitoring and management



VDI / Desktop aaS at-scale, cost-effective compute environments



Support intelligent and cost-effective omni-channel solutions



UEM

Context-aware secure asset management

Unify Square Advances Unisys' Digital Workplace Services Transformation with Enhanced Experience-Focused Capabilities

UCaaS / Seamless Collaboration: Powerful solution for seamless, rapid enterprise-wide collaboration that enables clients to control, manage, secure and maintain their collaboration platforms

Transformation Advisory Services: Unify Square helps clients accelerate their digital workplace journeys, quickly and seamlessly moving from legacy on-prem communications applications to modern cloud-based collaboration platforms

Intelligent Workplace Services: Unify Square enables organizations to proactively assess, analyze and improve IT operational performance with real-time analytics

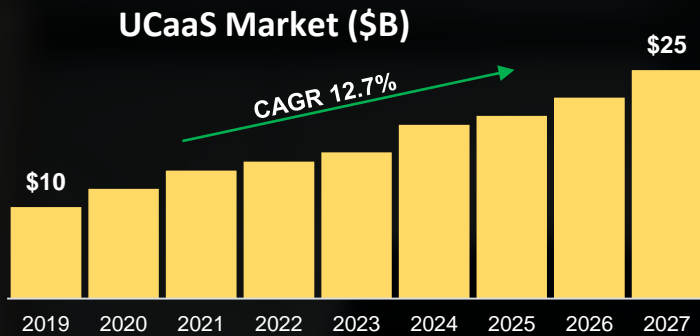
Unified Experience Management (UXM): Unify Square prioritizes employee experience across capabilities, with seamless collaboration tools and transformation advisory services aimed at improving productivity and experience, and intelligent workplace services enabling real-time proactive monitoring of experience across multiple platforms

Comprehensive Governance & Management: Through built-in compliance and security capabilities, solutions provide a policy framework and robust functionality to create policies to simultaneously cover all collaboration platform security and lifecycle management scenarios



UCaaS Market Growth

Market Overview



Sources: IDC & Gartner Reports

5X ↑

Users growth since 2019

+175% ↑

Increase in Collaboration Apps installed since March 2020

+800M

UCaaS Daily Meeting Participants

88% ↑

of companies are increasing spend on collaboration

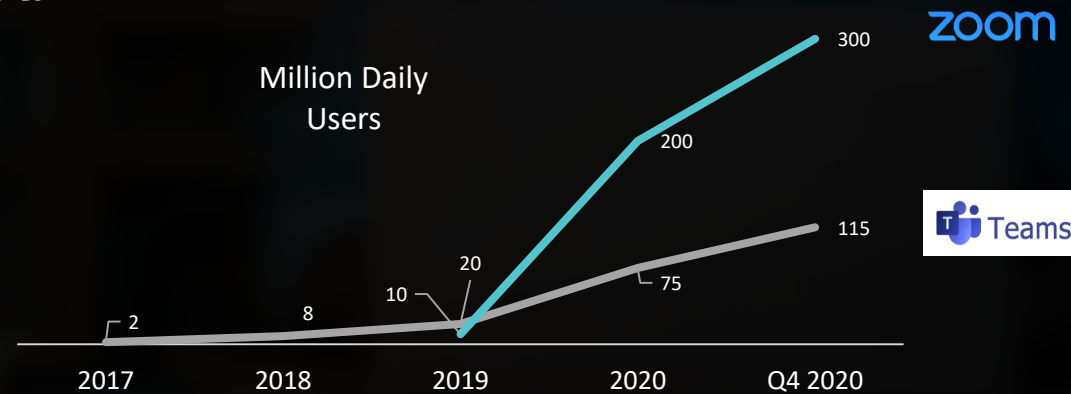
72%

of business leaders plan to spend significantly more to support remote working

+3.3 trillion

Annual meeting minutes
zoom

User Data



Sources: Zoom Communications & Microsoft Company filings; Gartner Report



How the Acquisition Can Help Unisys Grow

UNISYS +



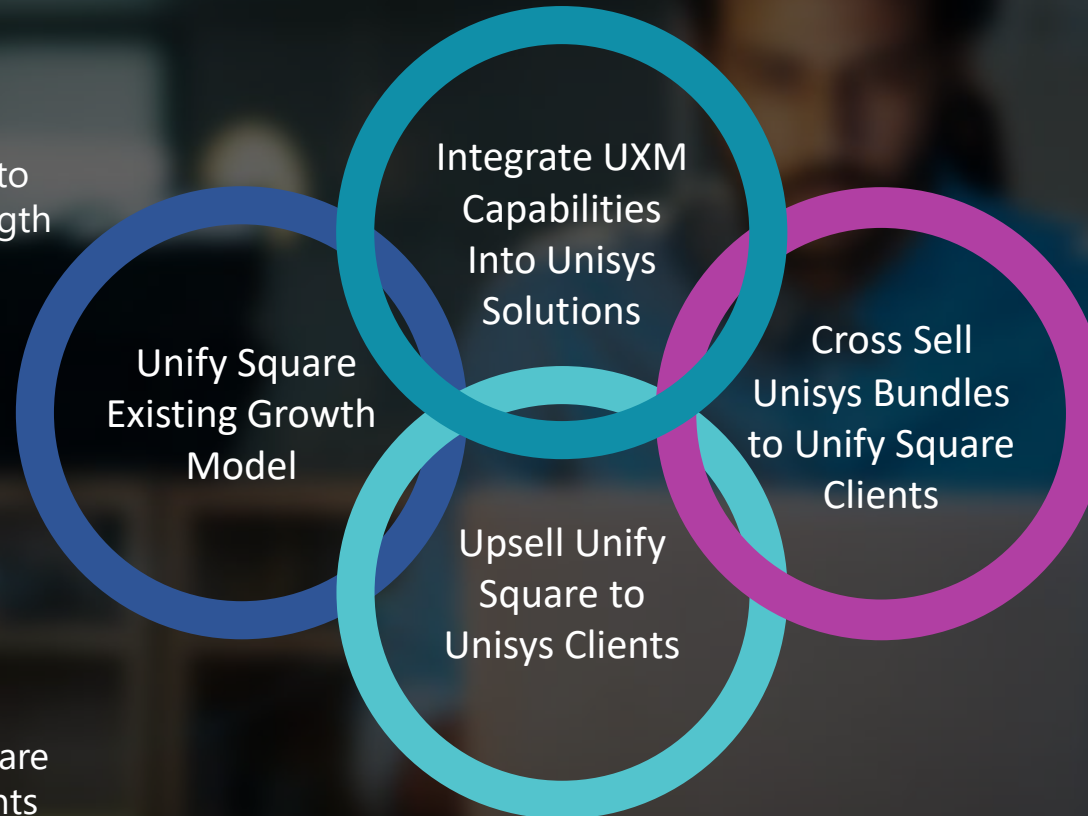
Unify Square solutions expected to capitalize on UCaaS market strength and growth trends



Unify Square experience-based capabilities to be integrated into UIS solutions, creating more attractive, higher-value offerings



Opportunities to upsell Unify Square solutions into existing Unisys clients



Opportunities to cross-sell Unisys solutions into Unify Square clients (virtually no client base overlap)

Appendix



Unify Square Company Overview



Business Description

Unify Square's proprietary, cloud-based PowerSuite™ SaaS solution seamlessly manages, secures, and optimizes enterprise communications and collaboration

- **Founded:** 2008
- **Employees:** ~220
- **Headquarters:** Bellevue, Washington

Select Clients



Products / Solutions Overview

- **Software:** PowerSuite standalone subscription with ability to monitor, analyze, and troubleshoot enterprise meetings, chats, calls, and collaboration platforms
- **Software Solution:** PowerSuite software subscription + 24/7 monitoring, support, and value-added management from UC and collaboration experts
- **Consulting:** Data-driven strategic transformation, pain point identification, user experience improvement, and system-wide onboarding implemented with a customer-facing team

Key Platform Partnerships



Key Channel Partners (GTM)

