

Monthly Report – October 2014
CSE Form 7

CSE ISSUER	TRADING SYMBOL	NUMBER OF OUTSTANDING SECURITIES	DATE
Glenbriar Technologies Inc.	GTI	48,421,510	November 3, 2014

Report on Business

1. *General Overview and Discussion*

Glenbriar Technologies Inc. (CSE: GTI) is a leading provider of Cloud-enabled business technology solutions. From its offices in Calgary, Vancouver and Waterloo, Glenbriar’s IT professionals and software developers design, manage and support solutions that include IT Services, Cloud Services, Portals & Collaboration, Unified Communications, Software and Security. See www.glenbriar.com for more details.

2. *Activities of Management*

The 2014 Q3 Report was released on July 22, 2014, which should be read in conjunction with the 2013 Annual Report released on January 24, 2014. See www.glenbriar.com for details.

Glenbriar is seeking additional funds for strategic acquisitions, development of its cyber-security marketing and sales infrastructure, and reduction of long term obligations.

3. *New Products or Services Developed or Offered*

Cyber-security – In June 2014, Glenbriar entered into an exclusive Canadian licence with Deep-Secure Ltd., a world-class cyber security firm headquartered in the United Kingdom. The licence will allow Glenbriar to market and distribute Deep Secure products across Canada, either on a stand-alone basis, or incorporated within Glenbriar’s existing products and services.

The acquisition of this licence fits into Glenbriar’s broader strategic vision of repositioning its product and service offerings to better meet growing client demand for enhanced cyber-security.

The principal focus of Deep-Secure is the securing of information sharing activities among computer networks, applications and the people who operate them. From the secure handling of supply chain documentation to the protection of process controls managing critical infrastructure, Deep-Secure provides high assurance solutions that are now being used across a wide range of industries, as well as by criminal justice, defence and intelligence agencies.

Health & Safety Management – Glenbriar has developed a Health and Safety Management system with a reporting module for the oil and gas industry. This product has been installed at one client, and is being rolled out at additional locations. Glenbriar is reviewing alternatives to make it available as a multi-tenant application in a private cloud.

Cloud & Hosting Services – Glenbriar provides hosting services, including web, e-mail, file server, remote desktop, SQL Server, applications and spam filtering. Business technology is moving from in house infrastructure to the Cloud, using public, private or hybrid models. Glenbriar works with its clients to optimize their Cloud strategy to fit their business growth, needs and outcomes to ensure the right mix of Cloud, on premise and hybrid solutions to fulfill their objectives.



New Cloud Infrastructure - Glenbriar completed the design phase of its new hosting infrastructure in October 2014. This new infrastructure will meet the growing and expanding needs of Glenbriar's Cloud offerings. Equipment has been ordered, an initial deployment will take place in November and December 2014, with commercial availability scheduled for early in 2015. By focusing on keeping the data in Canada, new hosting opportunities arise in industries that are sensitive to the location and storage of their data and intellectual property, such as health care, financial services, technology innovation and natural resources.

4. *Discontinued Products or Services*

Glenbriar did not discontinue any products or services in October 2014.

5. *New Business Relationships*

Glenbriar entered into new hosting and infrastructure relationships in October 2014 to facilitate the development of its new Cloud infrastructure.

6. *Expiry or Termination of Contracts or Financing Arrangements*

Glenbriar's remaining financing arrangement is described in paragraph 15 below.

7. *Acquisitions or Dispositions of Assets*

Glenbriar did not acquire or dispose of any significant assets in October 2014.

8. *Acquisition or Loss of Customers*

Glenbriar added one net customer in October 2014.

9. *New Developments or Effects on Intangible Products or Intellectual Property*

Glenbriar owns the intellectual property rights to its Glenbriar MMS software suite.

10. *Employee Hirings and Terminations*

Glenbriar reduced its technical staff count by one in Calgary in October 2014.

11. *Labour Disputes and Resolutions*

This item is not applicable.

12. *Legal Proceedings*

Glenbriar had no outstanding or anticipated legal proceedings in October 2014.

13. *Indebtedness Incurred or Repaid*

Glenbriar paid out the balance of its prior operating leases in August 2014. Glenbriar entered into new operating leases in October 2014 to facilitate its new Cloud infrastructure. The capital investment under these operating leases is approximately \$160,000, which will be repaid over 36 to 39 months.



14. *Securities Issued and Options or Warrants Granted*

No shares, options or warrants were issued or granted in October 2014, and no options or warrants are outstanding.

15. *Loans to or by Related Persons*

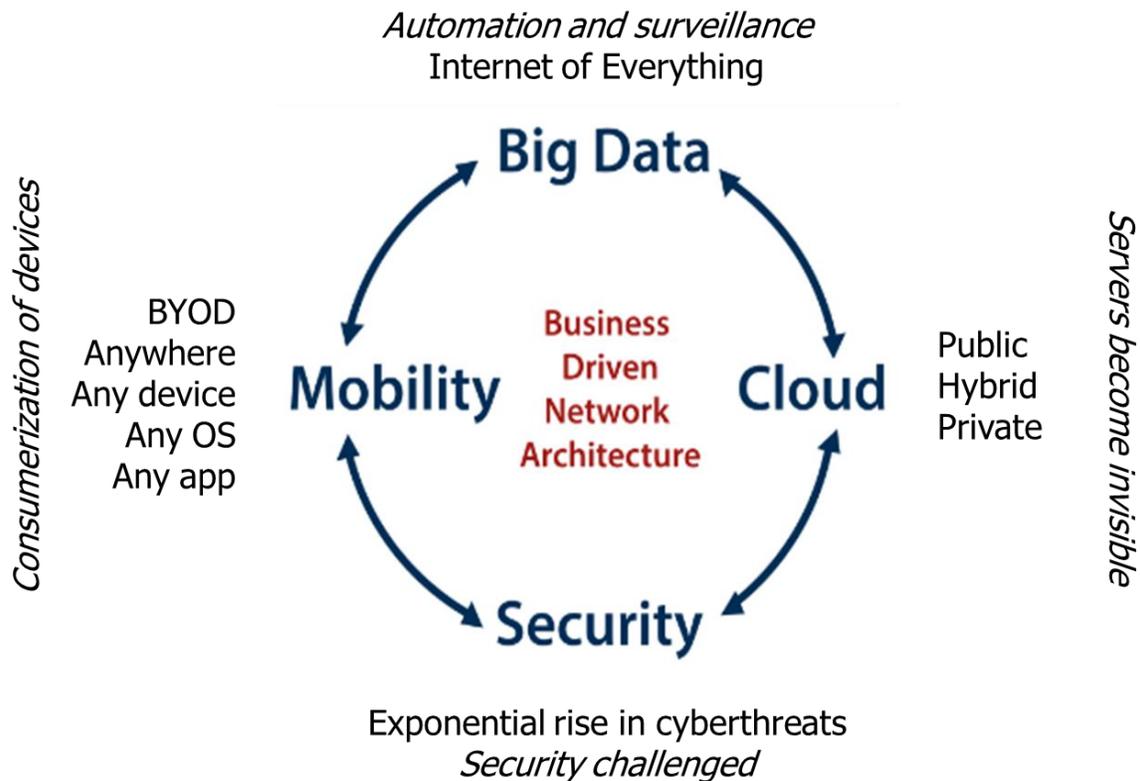
The Glenbriar management advance was \$345,000 as of October 31, 2014, a \$16,987 reduction from the previous month, made up of a reclassification of \$13,074 to accounts payable and repayment of \$3,913.

16. *Changes in Officers, Directors or Committee Members*

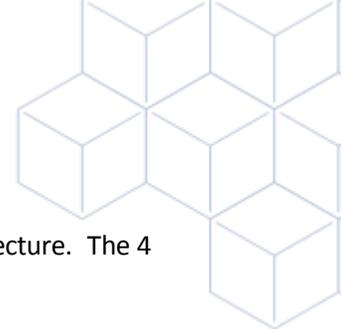
There were no changes in officers, directors or committee members in October 2014.

17. *Market, Political and Regulatory Trends Affecting Glenbriar*

Business technology is in a period of structural change in response to how enterprises, employees and customers use new technologies and communications. The traditional on-premises client-server model is giving way to a new paradigm, as shown below:



Under this new model, business technology architecture is designed around business processes and outcomes, not hardware infrastructure. While this new architecture provides exciting new opportunities for businesses, it also results in a major shift in the skill sets required to design and deliver the positive outcomes that become available. Business technology providers and their clients are able to focus on outcomes, but



traditional technical skill sets are rapidly becoming dated and irrelevant under this new architecture. The 4 main pillars of this tectonic shift are:

- a) **Big Data** represents the rapid expansion of the number of devices connected to the Internet and providing explosive growth in both the amount and type of data that can be collected, analyzed, and used to drive new sources of revenue and efficiency for businesses.
- b) **The Cloud** represents the movement of processing capacity away from desktops to centralized servers, which can be housed in public, private or hybrid environments. Servers move away from being on-premises and become invisible to consumers and businesses.
- c) **Mobility** represents the shift in end user devices to smartphones, tablets, notebooks and other devices accessing the Cloud on a wide variety of operating systems from virtually anywhere. This pillar incorporates the trends of consumerization of data consumption and BYOD (bring your own device).
- d) **Security** reflects the need for enhanced security requirements resulting from device and data proliferation and accessibility inherent in Mobility, Big Data and the Cloud, which has driven an exponential increase in cybercrime, with the consequent loss of privacy, theft and misuse of identity and intellectual property.

All of these have to be made to work together in new and exciting ways in order to get both the functionality and security that are needed as a result of these changes. Glenbriar's solutions lead business into this new world.



Certificate of Compliance

The undersigned hereby certifies that:

1. The undersigned is a director and senior officer of the Issuer and has been duly authorized by a resolution of the board of directors of the Issuer to sign this Certificate of Compliance.
2. As of the date hereof there is no material information concerning the Issuer which has not been publicly disclosed.
3. The undersigned hereby certifies to CSE that the Issuer is in compliance with the requirements of applicable securities legislation (as such term is defined in National Instrument 14-101) and all CSE Requirements (as defined in CSE Policy 1).
4. All of the information in this Form 7 Monthly Progress Report is true.

NAME OF ISSUER Glenbriar Technologies Inc.		FOR MONTH END October 2014	DATE OF REPORT YY/MM/DD 2014/11/03
ISSUER ADDRESS 1100, 736 – 8 Ave SW			
CITY/PROVINCE/POSTAL CODE Calgary, AB T2P 1H4		ISSUER FAX NO. (403) 234-7310	ISSUER TELEPHONE NO. (403) 233-7300
CONTACT NAME Robert Matheson		CONTACT POSITION President	CONTACT TELEPHONE NO. (403) 450-7410
CONTACT EMAIL ADDRESS inquiries@glenbriar.com		WEB SITE ADDRESS www.glenbriar.com	
DIRECTOR OR SENIOR OFFICER Robert Matheson	SIGNATURE "Robert Matheson"		CAPACITY President