





# **Monthly Report** – July 2015

CSE Form 7

CSE ISSUER		TRADING SYMBOL	NUMBER OF OUTSTANDING SECURITIES	DATE
Glenbriar Tec	hnologies Inc.	GTI	48,421,510	August 4, 2015

#### **Report on Business**

#### 1. General Overview and Discussion

**Glenbriar Technologies Inc.** (CSE: GTI) provides leading edge 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 <a href="https://www.glenbriar.com">www.glenbriar.com</a> for more details.

#### 2. Activities of Management

<u>Continuous Disclosure</u> – The 2015 Q2 Report was released on May 15, 2015. See <u>www.glenbriar.com</u> for details. The 2015 Q3 Report is scheduled to be released in August 2015.

New Back Office – Glenbriar completed the initial upgrade of its back office applications and infrastructure in June 2015 to improve efficiencies and allow easier interoperability between branches, clients and service delivery. This new infrastructure replaces a number of proprietary systems that Glenbriar developed over the years with state of the art industry standard applications. All offices were live on the new back office infrastructure as of June 1, 2015, with the legacy systems turned off on June 15, 2015. The first full billing cycle for all branches on the new system was completed in July 2015. This upgrade substantially automates Glenbriar's business workflow, and will have a positive effect on all aspects of operations going forward.

<u>Financing</u> — Glenbriar has tapped two sources for additional funds in the last six months, including equipment leases (see item 7 below) and a revolving credit facility (see item 13 below). Glenbriar is continuing to seek additional funding for strategic acquisitions, development of its Cloud services and cyber-security marketing and sales infrastructure, and reduction of long term obligations.

## 3. New Products or Services Developed or Offered

<u>New Cloud Infrastructure</u> - Glenbriar is transferring its internal infrastructure, hosted clients and new Cloud hosted clients to its new Cloud infrastructure. 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.

As business technology moves from in-house infrastructure to the Cloud, using public, private or hybrid models, Glenbriar is transitioning 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.

<u>Cyber-security</u> – Glenbriar has an exclusive Canadian licence with a world-class cyber security firm headquartered in the United Kingdom. The licence allows Glenbriar to market and distribute their





products across Canada, either on a stand-alone basis, or incorporated within Glenbriar's existing products and services.

4. Discontinued Products or Services

Glenbriar did not discontinue any products or services in July 2015.

5. New Business Relationships

See items 2 and 13 regarding new business relationships in July 2015.

6. Expiry or Termination of Contracts or Financing Arrangements

Glenbriar's remaining financing arrangements are described in paragraphs 7, 13 and 15 below.

7. Acquisitions or Dispositions of Assets

Glenbriar continued to invest in its Cloud infrastructure in the third quarter, bringing its total investment to around \$315,000, \$155,000 of which was paid through operating leases. See item 13 below.

8. Acquisition or Loss of Customers

Glenbriar is in the process of realigning its services for small business customers to allow them to transition to a more Cloud-centric model. This is expected to allow the adoption of a broader range of clients and services for those customers. The downturn in the business cycle in Alberta has led to the bankruptcy or shutdown of a limited number of Glenbriar's customers in that province. These losses are being made up in new hosting clients and in the other locations.

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 increased its technical staff by one in July 2015.

11. Labour Disputes and Resolutions

This item is not applicable.

12. Legal Proceedings

Glenbriar had no outstanding legal proceedings in July 2015.

13. Indebtedness Incurred or Repaid

Glenbriar entered into new operating leases in the fiscal 2015 to facilitate its new Cloud infrastructure. The total investment under these operating leases was initially \$155,000 (current balance – \$119,333), which will be repaid over the next 29 months.





Glenbriar entered into a revolving demand credit facility with the Royal Bank of Canada in March 2015. This facility allows for borrowing of up to 75% of accounts receivable under 91 days (less potential prior payables) to a maximum of \$500,000, calculated monthly, and bears interest at Royal Bank prime plus 2.25% per annum. A second facility allows for borrowing up to \$100,000 on a VISA business account. The total borrowings are secured by a general security agreement over Glenbriar's current and after acquired assets, and postponement of the management advance described in paragraph 15 below. The outstanding balance on July 31, 2015 under both facilities was \$140,819.

#### 14. Securities Issued and Options or Warrants Granted

No shares, options or warrants were issued or granted in July 2015, and no options or warrants are outstanding.

#### 15. Loans to or by Related Persons

The Glenbriar management advance was \$345,000 as of July 31, 2015.

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

Glenbriar terminated its acting CFO in July 2015. Brian Tijman, the former CFO, has agreed to step in as CFO on an interim basis until a replacement is appointed.

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

The shift in business computing toward the Cloud, mobility and big data will continue to be a disruptive influence in almost all industries over the coming decade. Glenbriar's commitment to redesign and redeploy both its internal and external operations will allow us to take advantage of the resulting opportunities for the benefit of our clients and shareholders, including a new Cloud data centre, back office infrastructure, and human resources adaptations and incentives.

The business technology market is moving toward Cloud based provision of applications and services. Glenbriar is building a new Cloud infrastructure to keep abreast of these changes. The current downturn in energy commodity prices has had a negative impact on Glenbriar's Alberta clients in the fiscal 2015. This impact is expected to be somewhat offset by a reduction in costs in other sectors and improved outlook in other geographic areas in future periods.







## **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		FOR MONTH END	DATE OF REPORT YY/MM/DD			
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