

# Imex Systems' CEO on iGovernment Solutions for Smart Cities

"I think we are one of the few companies out there that really does provide a solution for iGovernments and for smart cities. A lot of the other players in the space are very large. When they get engaged they are looking at more than \$100 million buildout. We can come in with a much smarter solution, much faster buildout, much faster integration and we provide real value for our customers." States Rob Klein, CEO of [Imex Systems Inc.](#) (TSXV: IMEX), in an interview with InvestorIntel Corp. CEO Tracy Weslosky.

**Tracy Weslosky:** Rob, as the new CEO I know I am getting a lot of feedback from investors on things that they believe are the priorities for Imex Systems, but what do you plan on doing with Imex Systems moving forward?

**Rob Klein:** What we want to do is we are starting to launch a new platform, GOVCANN, that we are going to be launching hopefully in the next few months, which will be the first government sponsored, government run portal on the cannabis. We are going to help allow municipalities and governments to really help communicate and engage their communities.

**Tracy Weslosky:** We were really impressed. We noticed there was a new report put on the Global Market titled, The Global Smart Governments Market Professional Survey Report 2018. It lists all of these major international players, large corporate and includes Imex Systems. What does Imex Systems bring to the table that allowed it to be a part of such a significant report?

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smart cities. A lot of the other players in the space are very large. When they get engaged they are looking at more than \$100 million buildout. We can come in with a much smarter solution, much faster buildout, much faster integration and we provide real value for our customers.

**Tracy Weslosky:** You have had an incredible news flow this year and since you joined. You recently announced a definitive agreement for integrated product offering and global market expansion with Blockgration. It sounds to me like you have some technical advantages as well. Can you tell us a little bit more about this?

**Rob Klein:** Blockgration is a company based here in Toronto that provides a block generated payments platform. What we have done is we have partnered with them to enable governments around the world to basically move to the next step in mobile payments. By working with them together combining with our iGov platform we think we have a really, really winning solution.

**Tracy Weslosky:** Forgive me Rob, but I have not had enough coffee in my day. I am going to get you just to slow down a little bit and backup. Can you tell us a little bit more about your iGov platform?

**Rob Klein:** The iGov market is about a \$25 billion dollar plus market and growing. Then if you add to that, smart cities you are looking at a \$2 trillion dollar plus market. Why it is so relevant for governments around the world is that governments are realizing that they are not very efficient and that they do not operate the most efficiently or communicate with their citizens. What we do is we enable that to happen. We provide a thoroughly robust platform that allows citizens and governments to interact, even departments to interact. Currently if you go to most government departments they are using one system for one solution, one system for another solution, and one system for another solution. They do not

communicate efficiently or effectively. Our platform is robust and cross departmental and allows governments to really take technology to the next level...to access the complete interview, [click here](#)

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