



FIRSTWAVE
CLOUD SECURITY TECHNOLOGY

10 May 2018: ASX Company Announcements Platform

FirstWave launches distribution channel with Ingram Micro - world's largest technology distributor

Key Highlights:

- **FirstWave launches FirstCloud™ Mail Security solution with Ingram Micro as its first Australian software distributor, effective the 18th of April 2018 with the first order received as of the 7th of May 2018**
- **Carrier grade enterprise email security is now available and affordable for the Australian SMB market**
- **Partnership paves way for FirstWave to execute the “Expand” phase of its growth strategy**

FirstWave Cloud Technology Limited (FCT: ASX) (“FirstWave” or “Company”), Australia’s pioneering cloud security technology company, has launched its FirstCloud™ Mail Security solution within the Ingram Micro Australian distribution channel from the 18th of April, in line with the Q4 FY2018 timeframe set out in the “Enable” phase of its strategy.

Ingram Micro is one of the world's largest technology distributors and delivers a full spectrum of global technology and supply chain services in 160+ countries to over 200,000 partners and IT service providers.

The market opportunity for this offering is substantial. Email remains the number one cyber security threat vector for the 2 million small and medium businesses in Australia. The introduction of new targeted offerings and price points for businesses with <100 seats, will make carrier grade enterprise security accessible for all small and medium businesses in Australia.

To support the initiative, an integrated sales campaign launches this month to Ingram’s Cisco partners and FirstWave has received its first order through the Ingram distribution agreement on Monday 7th of May.

The FirstCloud™ Mail Security solution is a world leading next generation Security as a Service (SaaS) within the Ingram Micro channel in Australia. It combines one of the world’s top email security solutions*: Cisco ESA with FirstWave’s Enterprise Specific Protection (ESP) deep analytics technology.

David Kirton, FirstWave’s Acting Chief Executive Officer, said: “FirstWave’s engagement with Ingram Micro and our global security vendor partners like Cisco, demonstrates FirstWave’s prominence in the global cloud security market. The introduction of the FirstCloud™ Mail Security solution, with both FirstWave and Cisco technology, distributed through Ingram Micro in Australia, supports our mission to make carrier grade enterprise level cyber security available to all businesses.”



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This is a major step in establishing a reference base for the global launch of FirstWave's Cloud Content Secure Gateway (CCSG), leveraging our global security vendor (GSV) customer bases and established distribution partners like Ingram Micro.

FirstWave is now in the "Expand" phase of its growth strategy. This follows the achievement of key operational milestones during the "Enable" phase:

- International launch of our Public Cloud Security platform;
- Establishing the FirstCloud™ Mail Security offer on our first public cloud security platform operational on Amazon Web Services (AWS) using a Cisco Amazon Machine Image (AMI) optimised security, leveraging the depth of our technical collaboration with the world's No 1 IT security GSV partner, Cisco;
- Deepening the resources of our Singapore office and establishing our presence in North America with the appointment of a North American business development executive based in San Francisco.

**Radicati Secure Email Magic Quadrant 2017*

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About FirstWave Cloud Technology

Australian cloud technology company, FirstWave, operates a technology business in the burgeoning cloud based IT managed security services market, having created an intelligent carrier grade cloud security platform for business. FirstWave has delivered Security as a Service (SaaS) solutions since 2004 in a form similar to what we call "cloud" today. FirstWave offers a comprehensive cloud security and analytics technology solutions suite that, along with advanced mail, web & next generation firewall (NGFW) content controls, now offers unified, integrated x-threat vector advanced malware protection technology solution for any business or enterprise moving to or operating in the cloud.

www.firstwave.com.au



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