



**FIRSTWAVE**  
CLOUD SECURITY TECHNOLOGY

23 May 2019: ASX Media Release

## FirstWave confirms first significant win under Cisco OEM Agreement

### Highlights:

- **FirstWave confirms first substantial win under the global Cisco OEM Agreement**
- **Significant Tier One Service Provider in APAC**
- **Revenue anticipated to commence under the OEM agreement in Q4 FY2019**

Leading Australian cloud security technology company, **FirstWave Cloud Technology Limited (ASX: FCT) (FirstWave or Company)**, is pleased to advise that Cisco has confirmed the addition of its first customer under the OEM Agreement FirstWave signed with Cisco Systems Inc. (Cisco) in July 2018.

The win is a significant milestone in FirstWave's relationship with Cisco and underpins the company's partner "sell-through strategy" validating:

- the quality of FirstWave's market leading cyber-security technology platform;
- the strength of the relationship with Cisco; and
- the decision to invest in the global Cisco OEM Agreement long term.

The addition of this Tier One Service Provider in APAC is a significant milestone in FirstWave's relationship with Cisco, being signed within the first 12 months of the landmark OEM Agreement. This result is the outcome of joint efforts made between FirstWave and Cisco's go-to-market teams.

Under the OEM agreement, FirstWave's patented multi-tenanting technology enables the end customer access to a unique cloud service orchestration platform for differentiated email, next generation firewall and web security. FirstWave's proprietary platform technology is a 'turnkey' solution for global service providers to deliver new enterprise-grade cloud security services to their customers around the world.

This is the first of several wins which will contribute significantly to the APAC target of annual revenue of \$20 million over the next three years.

FirstWave's Chief Operating Officer, Neil Pollock, commented: *"This win is a very exciting milestone for FirstWave, in particular that it has occurred within twelve months of signing the Agreement with Cisco. It is one of several opportunities in the pipeline and endorses our decision to invest in the relationship with Cisco globally. We are currently conducting proof of value demonstrations with a number of other service providers across the globe and I will provide more news on these opportunities in the near future."*

FirstWave's CEO, David Kirton, said *"This first win through our OEM agreement confirms our earlier strategic decisions to expand the pre-sales and technology integration with the Cisco team. It is a pleasing result and demonstrates the expanded sales activity which had already commenced when we announced the agreement last July. The team is absolutely delighted, and we look forward to announcing more OEM wins in the near term."*



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**About FirstWave Cloud Technology Limited (FirstWave)**

Australian cloud technology company, FirstWave, has delivered Security as a Service (SaaS) solutions since 2004. FirstWave provides safety through the most accessible and adaptive cloud-based cyber-security solutions that are affordable, easy and fast to implement enabling SaaS. Its unique proprietary cloud-platform orchestration is available for service providers and enterprises of any size, anywhere. In an increasingly vulnerable digital world, FirstWave believes that safe business is good business and that all companies should have access to enterprise-quality cyber-security. FirstWave's infrastructure, management and security processes are certified to ISO 27001 Information Security Management System Standard and ISO 9001 Quality Management System Standard.

[www.firstwavecloud.com](http://www.firstwavecloud.com)



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