



## FirstWave

### **FirstWave broadens domestic footprint following 5-year Network Monitoring and Intelligence deal with Macquarie Cloud Services**

Following advice provided to shareholders in its Q3 Update, FirstWave Cloud Technology (ASX:FCT) (FirstWave) is delighted to announce that Macquarie Cloud Services (Macquarie), part of the Macquarie Telecom Group (ASX:MAQ), has committed to a 5-year deal for the provision of network monitoring and intelligence software, and associated implementation and training services.

Core to the solution for Macquarie is FirstWave's NMIS, part of the portfolio of products that came with FirstWave's acquisition of Opmantek Limited in January 2022.

The minimum value for the initial tranche of devices to be monitored over the term of the contract is \$559k. Revenue will flow immediately to FirstWave (July 2022) and is anticipated to grow substantially over time as Macquarie increases the number of devices monitored by NMIS.

FirstWave CEO and Managing Director Danny Maher said, "we are thrilled to be selected as Macquarie's vendor of choice in this critical area of their business. Working within Macquarie's standard supplier terms of agreement, the 5 year nature of the agreement together with the thoroughness of the decision making process and NMIS's proven track record makes us confident we will meet and exceed Macquarie's expectations."

Macquarie's commitment also reflects FirstWave's strategy to broaden and deepen its relationships with major suppliers of device monitoring and cybersecurity services in the Australian market.

FirstWave CEO and Managing Director Danny Maher said, "Macquarie Telecom Group is a major Telco, Cloud and Data Centre services provider to business and government in Australia. Their commitment broadens our current channel to the Australian market and, with the broad portfolio of products now available from FirstWave, I look forward to the opportunity to deepen our relationship across other areas of the Group over time."

No other material information exists in relation to this agreement. Further information about the solution being provided to Macquarie Cloud Services can be found in a Press Release approved by both organisations and available at: <http://www.firstwavecloud.com/macquariecloud0722>

#### **ENDS**

This announcement has been authorised for release by the Board of FirstWave.

**For media and investor inquiries, please contact:**

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#### **About FirstWave:**

FirstWave is a global cybersecurity technology company formed in 2004. FirstWave's globally unique CyberCision platform provides best-in-class cybersecurity technologies, enabling FirstWave's Partners, including some of the world's largest telcos and managed service providers (MSPs), to protect their customers from cyber-attack, while rapidly growing cybersecurity services revenues at scale. In January 2022, FirstWave acquired Opmantek Limited (Opmantek), a leading provider of enterprise-grade network management, automation and IT audit software, with 150,000 organisations using their software across 178 countries and enterprise clients including Microsoft, Telmex, Claro, NextLink and NASA. Integrating CyberCision with Opmantek's flagship Network Management Information System (NMIS) and Open-Audit product enables FirstWave to provide a comprehensive end-to-end solution for network discovery, management and cybersecurity for its Partners globally.