



## FirstWave Appoints Chief Revenue Officer To Support Global Growth Campaign

Australian software company, FirstWave Cloud Technology Limited (ASX: FCT) (FirstWave), has appointed Dino Davanzo as Chief Revenue Officer to oversee the company's growth and sales across its global operations.

Mr Davanzo is based in Sydney and will join FirstWave's senior executive team when he commences on 2 November 2022. He will work closely with recently appointed North American Sales Director James Morzelewski who provides dedicated sales leadership for the North American market while previous (US based) Chief Revenue Officer Craig Nelson takes on an advisory role to ensure a smooth operational transition to the enhanced structure.

Mr Davanzo joins the company with more than 35 years of experience including vendor and systems integration sales roles and sales leadership positions. Before FirstWave, he held senior sales positions at Hewlett Packard Enterprise (HPE), Optus, Dell and NetApp.

FirstWave CEO Danny Maher said Mr Davanzo will play a critical role in the company's future growth plans while overseeing a number of existing key partnerships in Australia.

"The appointment strengthens our sales capability and our sales capacity to ensure we can execute our plan to boost sales and revenue over the coming years using our industry-leading software platforms" he said.

"We have worked hard to build our product suite and are now focussed on delivering those products to as many clients as possible."

Mr Davanzo said it was an exciting time to be joining FirstWave following the successful integration of the Opmantek business that was acquired by FirstWave earlier this year.

"FirstWave has built an industry-leading package of cybersecurity and network management tools that have huge potential for a wide range of partners and customers" he said. "I look forward to supporting the company as it enters a new growth phase."

### ENDS

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

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#### About FirstWave:

FirstWave is a global cybersecurity and network monitoring 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 Ltd (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.