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LANDMARK AGREEMENT SECURED TO PROVIDE SERVICES TO TELSTRA CUSTOMERS

Highlights

- iWebGate signs commercial agreement with AppDirect to sell its Workspace Suite of network security services to Telstra customers across Australia
- AppDirect is a leading global online commerce platform that allows end users to browse, purchase and manage subscriptions to cloud services and applications
- Revenue share agreement with 70% net sales to iWebGate
- The agreement is expected to drive significant revenue growth for iWebGate in the current financial year and beyond
- Strong validation from Telstra, Australia's largest telecommunications and media company
- Telstra will actively promote iWebGate's Workspace Suite of services to hundreds of thousands of its end user customers

iWebGate Limited (ASX:IWG) ("iWebGate"; "Company"), the technology company pioneering the Virtualization of Network Services, is pleased to announce that it has signed an agreement with US-based AppDirect to sell iWebGate's Workspace Suite of network security services through Telstra's online Apps marketplace.

Under the revenue share agreement with AppDirect, iWebGate has the opportunity to reach hundreds of thousands of Telstra customers at small, medium and enterprise-level organisations across Australia. The Company's Workspace Suite will be offered to Telstra customers.

AppDirect is a leading global online commerce platform that allows end users to browse, purchase and manage subscriptions to cloud services and applications. It operates internet marketplaces for its syndication partners, including Telstra, Samsung, Deutsche Telekom, Comcast and Swisscom.

In addition to reaching a potential market of hundreds of thousands of end users through the Telstra Apps marketplace, distribution of iWebGate's application through AppDirect delivers a high level of customer service to end users, ensuring a premium and consistent customer experience.

Commenting on the agreement Mark Harrell, MD of iWebGate, said:

"We are delighted that AppDirect and Telstra have onboarded our Workspace Suite of network security services by adding it to the products it offers to organisations across Australia. The agreement not only provides strong validation of our product offering and services, but it also opens up a significant revenue opportunity for iWebGate, bringing immediate sales as well as long-term revenue generation due to the subscription nature of the product.



"In addition, we are pleased to be working with AppDirect to deliver the highest level of customer service to end users of our product," he continued.

iWebGate's Workspace Suite is a platform giving licence holders access to multiple iWebGate services such as:

- Proxy LP is a proxy service integrated with multifactor authentication and certificate management tools. It enables the customer to select which of the customer services are not exposed to internal and external networks.
- VNP LP couples Virtual Local Area Networking (VLAN) with network layer Peer-to-Peer technology via a software solution. Using iWebGate software the customer's network administrators can combine secure VLANs between network(s).
- Desktop LP provides secure remote desktop access for the customer's end users back to the customer's corporate network.
- Cloud services end users have access to iWebGate's Cloud storage services that have been developed in conjunction with Cisco.

- Ends -

Contact Information

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About iWebGate

iWebGate Limited is a technology company pioneering the Virtualization of Network Services. This new abstraction layer provides operational simplicity and new capabilities across all networks. iWebGate's segregation technology takes best practice DMZ Security and Cyber Kill Chain Processes and incorporates a "client delivery" model that enables secure provisioning to every segment of the market. Their software suite abstracts the network layer from all existing networks, allowing for internal stratification and endpoint security for all services and devices. iWebGate features a patented network linking technology, providing next generation VPN connectivity. All network services can be accessed via a secure, encrypted mobile container built for virtually every operating system and for any device: phone, tablet or laptop.

For more information, please visit: http://www.iwebgate.com/