



22 September 2016: ASX Company Announcements Platform

FirstWave strengthens Palo Alto partnership with new Managed Security Services Agreement

Highlights:

- **Palo Alto's NextWave Managed Security Service Provider Program (MSSP) provides all-encompassing security services to customers globally**
- **FCT has been invited to become an MSSP partner marketing and selling Palo Alto's market-leading offering in Australia and international markets**
- **MSSP delivers both leading-edge security technology and advice to corporates and governments**
- **Builds on FCT's existing Palo Alto partnership that provides Next Generation Firewall (NGFW) offering to Telstra customers**
- **Significant revenue opportunity for FCT – demand for managed security services growing at double-digit rates**
- **FCT joins other MSSP partners including SingTel, Verizon and NTT Communications to name a few**
- **FCT's new business pipeline continues to scale up rapidly across all product and service offerings**

Leading Australian Cloud Security technology company, **FirstWave Cloud Technology Limited (ASX:FCT) ("FirstWave")**, is pleased to announce that it has been invited to become a Managed Security Services Provider (MSSP) on behalf of Palo Alto Networks (NYSE: PANW) through the provision of their market-leading NextWave security service offering.

This is a significant development for FirstWave with the Company joining a select group of MSSPs including SingTel, Verizon and NTT Communications that are providing Palo Alto's managed security services to their respective corporate and government customers.

Palo Alto's managed security services offering is recognised globally as one of the most comprehensive security platforms available, incorporating the very best online security technologies, and equally importantly, the delivery of trusted and top level advice and supporting personnel to deliver the best security service.

FirstWave's status as an MSSP builds on the partnership following the integration of Palo Alto's Next Generation Firewalls (NGFW) into FCT's telco platform, as reported in July.



FirstWave's Managing Director, Steve O'Brien said: *"We are pleased to be strengthening our partnership with Palo Alto, and being part of the NextWave MSSP strengthens our service offering to current customers, and gives us additional security capabilities to market domestically and eventually in international markets.*

Achieving this Provider status is very significant for FirstWave as it demonstrates that Palo Alto regard us as a professional, skilled and trusted partner to market and sell their security capabilities. Importantly, this MSSP status presents a significant revenue opportunity for FirstWave where we can deliver higher margin managed security services to a wide pool of customers.

We have already upskilled to commence sales and marketing efforts, and there is a plethora of opportunity to capture a much bigger share of the managed security services market which is growing at double digits.

FirstWave will continue to update shareholders on a pending partnership around cyber security, the ongoing conversion of NGFW tenders into revenue-generating contracts, and other new contract developments which are strengthening and diversifying the company's revenue base."

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Follow FCT on its Twitter investor relations feed: https://twitter.com/Firstwave_FCT

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. First Wave has delivered Software as a Service (SaaS) solutions since 2004 in a form similar to what we call "cloud" today and has a long standing relationship with Telstra. FirstWave offers a comprehensive cloud security and analytics technology solutions suite that, along with advanced mail, web & 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. Over 300 customers already trust FirstWave including the largest Australian financial institutions, state and federal government, utilities, ASX listed and private companies in the mining and retail sectors. www.firstwave.com.au

About Palo Alto Networks

Palo Alto Networks is the next-generation security company, leading a new era in cybersecurity by safely enabling applications and preventing cyber breaches for tens of thousands of organizations worldwide. Built with an innovative approach and highly differentiated cyberthreat prevention capabilities, our game-changing security platform delivers security far superior to legacy or point products, safely enables daily business operations, and protects an organization's most valuable assets. Find out more at www.paloaltonetworks.com