



17 May, 2017: General Company Announcement

## FirstWave strengthens Cloud Security platform with Fortinet Partnership

### Highlights:

- FCT signs FortiPartner agreement with leading global cyber security company Fortinet in Australia;
- Fortinet FortiPartner Program (FPP) provides industry-leading threat intelligence and advanced threat protection solutions worldwide;
- Enhances FCT telco multi-vendor, multi-cloud strategy by accrediting Fortinet's Fortigate VM next generation firewall; and
- Further evidence of FCT delivering unrivalled cloud security incorporating firewalls, email and web content security across the one platform.

Leading Australian Cloud Security technology company, **FirstWave Cloud Technology Limited (ASX: FCT) ("FirstWave")** today announced further enhancements to its cloud security solutions after signing onto the Fortinet FortiPartner Program (FPP), with leading global high performance cyber security solutions provider Fortinet (**NASDAQ: FTNT**).

FPP provides Fortinet's partners with customized tools and resources, including education and marketing support, to enhance their profit margins and give them access to recurring revenue streams.

Under this partnership, FirstWave's multi-service, multi-cloud cloud security platform for Telcos and Service Providers will be further enhanced with the integration of Fortinet's industry leading threat intelligence and advanced threat protection (ATP) solutions.

Through full integration, Telcos or Service Providers with the FirstWave platform can direct enterprise customer traffic through Fortinet's virtualised ATP solutions including the FortiGate VM next gen firewall and FortiSandbox, to deliver a potent combination of proactive detection and mitigation.

FirstWave's unique platform orchestration capabilities ('**MANO**') ensure the appropriate Fortinet virtual ATP solutions and associated cloud resources are rapidly provisioned, activated and configured within the platform.

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FirstWave will also receive from Fortinet's FortiGuard Labs actionable threat intelligence about suspicious activity on customer networks. This information can be used to formulate cybersecurity strategies to proactively guard against advanced attacks.

FirstWave's Managing Director, Steve O'Brien said the integration of Fortinet represents another important step in growing and diversifying FCT's revenue base.

*"Adding to the string of technology partnerships we have announced in recent months, this agreement with Fortinet takes us another step closer to our goal of enhancing our longer term recurring revenue base. It represents another building block in FCT's telco technology best-of-breed, multi-cloud strategy in 2017 and beyond."*

Jon McGettigan, Fortinet's Senior Director for Australia, New Zealand & South Pacific Islands, lauded FirstWave's decision to adopt Fortinet's technology to protect its customers against escalating cyber attacks.

*"This partnership with FirstWave is timely, given that cloud has seen a tremendous growth in Australia and New Zealand in recent years," he said. "Through this collaboration, FirstWave's customers will be able to enjoy the benefits of Fortinet's Security Fabric, allowing them to be protected across the expanding attack surface, from Internet of Things to the infrastructure core to the cloud."*

- ENDS -

**For further information please contact:**

Steve O'Brien  
Managing Director  
+61 2 9409 7000

**For media and investor inquiries:** Ben Jarvis, Six Degrees Investor Relations : 0413 150 448



Follow FCT on its Twitter investor relations feed: [https://twitter.com/Firstwave\\_FCT](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](http://www.firstwave.com.au)

**About Fortinet**

Fortinet (NASDAQ: FTNT) secures the largest enterprise, service provider, and government organizations around the world. Fortinet empowers its customers with intelligent, seamless protection across the expanding attack surface and the power to take on ever-increasing performance requirements of the borderless network - today and into the future. Only the Fortinet Security Fabric architecture can deliver security without compromise to address the most critical security challenges, whether in networked, application, cloud or mobile environments. Fortinet ranks #1 in the most security appliances shipped worldwide and more than 290,000 customers trust Fortinet to protect their businesses. Learn more at <http://www.fortinet.com>, the [Fortinet Blog](#), or [FortiGuard Labs](#).

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