



9 October 2019: ASX Media Release

FirstWave secures technology aggregator DWS in UK opening new channel to market

Highlights:

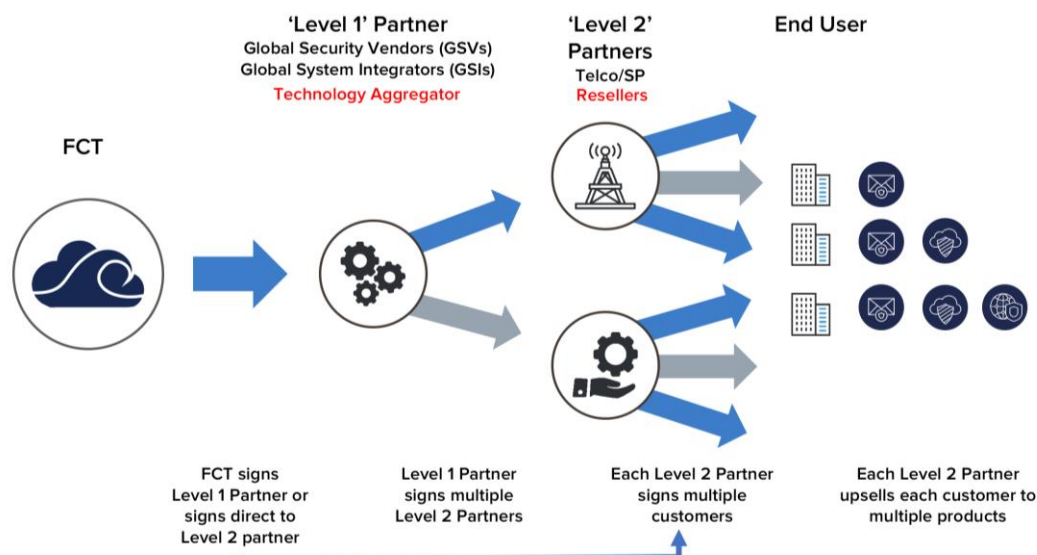
- Leading UK technology aggregator Digital Wholesale Solutions (DWS) signs with FCT as Level 1 partner
- Technology aggregator opens new channel in FCT's leveraged go-to-market model
- DWS will offer FirstWave Cloud solutions to 2,200 resellers targeting SMBs

Leading Australian cloud security technology company, **FirstWave Cloud Technology Limited (ASX: FCT) (FirstWave)**, is pleased to announce it has signed leading technology aggregator, Digital Wholesale Solutions (**DWS**), as a Level 1 partner in the United Kingdom (UK).

Established in 2001, DWS serves over 2,200 Level 2 reseller partners in the UK. As a 100% channel-focused business, it helps its reseller partners navigate the convergence of IT, telecoms and cloud with a constantly evolving portfolio offering connectivity, mobile, unified communications and more.

Not only does this partnership allow DWS to offer its reseller partners an SMB-focused cloud email and web security solution using FirstWave's unique Cloud Content Security Platform (CCSP), but it also represents a new Level 1 channel in FCT's leveraged go-to-market model that can be emulated in other regions across the world.

Technology aggregator opens new Level 1 channel in FCT's leveraged go-to-market





FIRSTWAVE
CLOUD SECURITY TECHNOLOGY

FirstWave's CCSP is a unique SaaS (Software as a Service) email, web and firewall security services lifecycle orchestration platform for Telcos / SSPs (Security Service Providers) that prevents cyber-security threats from impacting their customers. CCSP applies machine-learning techniques to virtualise and integrate security appliances from market leading security vendors. It provides security for customers using public and private cloud business applications and delivers operational efficiencies that transform the economics for SSPs.

FirstWave's Director of Partner Business Group, Bardia Khalilifar, said, *"DWS is a leader in providing end to end solutions to their partners. Our solution will provide DWS with a unique and compelling SMB offering not available from any other channel company in the UK."*

Nathan Marke, Chief Digital Officer, DWS, said, *"We are very excited to have signed with FirstWave to provide this leading-edge platform with integrated cloud security solutions. FirstWave offers a unique SMB security offering to our partners who will benefit enormously from the access to an accessible, affordable and comprehensive email and web security solution for their SMB customers."*

FirstWave's CEO, David Kirton, said, *"We welcome DWS as an innovative channel business at the convergence of IT, telecoms and cloud. We look forward to providing our integrated SaaS security solutions to their 2,200 resellers and their customers."*

– ENDS –

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

About FirstWave Cloud Technology Limited (FirstWave)

Australian cloud technology company, FirstWave, has delivered Security as a Service (SaaS) solutions since 2004. FirstWave provides safety through the most accessible and adaptive cloud-based cyber-security solutions that are affordable, easy and fast to implement enabling SaaS. Its unique proprietary cloud-platform orchestration is available for service providers and enterprises of any size, anywhere. In an increasingly vulnerable digital world, FirstWave believes that safe business is good business and that all companies should have access to enterprise-quality cyber-security. FirstWave's infrastructure, management and security processes are certified to ISO 27001 Information Security Management System Standard and ISO 9001 Quality Management System Standard.

www.firstwavecloud.com

About Digital Wholesale Solutions (DWS)

Digital Wholesale Solutions was established in 2001 and now serves over 2,200 partners in the UK and worldwide. As a 100% Channel-focused business, DWS help their partners navigate the convergence of IT, telecoms and cloud with a constantly-evolving portfolio offering connectivity, mobile, unified communications and more. DWS have been operating in the international voice market since inception and have become one of the leading providers of global voice, mobile and contact centre solutions. DWS' valuable vendor partnerships enable them to provide services to the wholesale market serving major global PTOs as well as the reseller community, with solutions available in 160 countries. As a technology aggregator DWS creates value-added packages of services by aggregating products from multiple vendors for the benefit of their customers.

www.digitalwholesalesolutions.com



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