



**FIRSTWAVE**  
CLOUD SECURITY TECHNOLOGY

**15 March 2018: Company Announcements**

## **FirstWave signs first Australian distribution contract with Ingram Micro**

### **Highlights:**

- **FirstWave secures Ingram Micro as its first Australian distributor**
- **Ingram Micro will distribute FirstWave's FirstCloud™ Mail Security solution to its broad 7,500+ strong partner base**
- **Partnership paves way for FirstWave to significantly expand its channel capability**

**FirstWave Cloud Technology Limited (ASX:FCT)** ("FirstWave"), leading Australian cloud security technology company, is pleased to announce that it has signed Ingram Micro as its first distributor of the FirstCloud™ Mail Security solution. Effective immediately, Ingram Micro will sell FirstWave's industry leading email public cloud security product, FirstCloud™ Mail, to its 7,500+ Australian partners.

Ingram Micro is one of the world's largest technology distributors and delivers a full spectrum of global technology and supply chain services in 160+ countries to over 200,000 partners and IT service providers. Ingram Micro has deep expertise in technology solutions, mobility, cloud, and supply chain solutions which enables its business partners to operate efficiently and successfully in the markets they serve.

Built for global telcos and already protecting millions of email accounts globally, FirstCloud™ Mail is FirstWave's next generation Security as a Service (SaaS) email solution combining FirstWave's ESP™ deep analytics technology and Cisco's advanced threat protection technology on its unique multi-tenanted public cloud platform. FirstCloud™ Mail provides service providers and their customers with world leading email security management and control.

The FirstWave public cloud security service platform will provide Ingram Micro's channel with new cloud security revenue opportunities for their existing customers, as well as a market leading cloud security offering with which to acquire new customers and provides an opportunity to leverage into Ingram Micro's global network.

FirstWave Chief Revenue Officer, Andrew Chamberlain, said: "FirstWave is proud to have Ingram Micro as its first distribution partner for our recently launched public cloud platform. Ingram Micro is a well-established and respected leader in the cloud services distribution globally and we are looking forward to working with the team, providing them with an industry leading cloud security solution for their partners."

Felix Wong, Chief Country Executive ANZ, Ingram Micro, commented:

"Ingram Micro's objective is to enhance the value proposition offered to our business partners with the highest quality vendor solutions and a comprehensive range of services and trainings. We have seen significant growth in the global SaaS market over the past few years and we are excited to be able to tap into that further by offering our customers and partners in Australia FirstWave's unique public cloud email security solution."

**- ENDS -**



**FirstWave Cloud Technology Ltd** ABN: 35 144 733 595 (ASX: FCT)

A Level 10, 132 Arthur St North Sydney, NSW, 2060, Australia. P +61 02 9409 7000 W [Firstwavecloud.com](http://Firstwavecloud.com)



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**For further information, please contact:**

David Kirton  
Acting CEO and CFO  
+61 2 9409 7000

**For media and investor inquiries:** Consiglio – Hayley Morris 0407 789 018 / Emily Blyth 0401 601 044



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**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. FirstWave has delivered Security as a Service (SaaS) solutions since 2004 in a form similar to what we call “cloud” today. FirstWave offers a comprehensive cloud security and analytics technology solutions suite that, along with advanced mail, web & next generation firewall (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. More at [www.firstwavecloud.com](http://www.firstwavecloud.com)

**About FirstWave’s ‘FirstCloud™’ solution**

FirstCloud Security is FirstWave’s global public cloud security platform, a replication of its leading carrier grade private cloud security technology. The FirstCloud™ security offering includes an email cloud security service with next generation cloud firewalls and cloud web security services to launch soon.

**About Ingram Micro**

Ingram Micro is the world’s largest wholesale technology distributor and a global leader in IT supply-chain and mobile device lifecycle services.

As a vital link in the technology value chain, Ingram Micro delivers expertise in technology solutions, mobility, cloud services, and supply chain solutions, enabling its business partners to operate efficiently and successfully in the markets they serve. The company is the only global broad-based IT distributor, serving approximately 170 countries on six continents with the world’s most comprehensive portfolio of IT products and services. Ingram Micro helps businesses Realise the Promise of Technology™.

For more information, please visit [au.ingrammicro.com](http://au.ingrammicro.com)  
Visit Ingram Mico’s Cloud Marketplace [www.ingrammicrocloud.com.au](http://www.ingrammicrocloud.com.au)

**Ingram AU Media Contact:**

Michelle Primmer  
Ingram Micro Australia  
[michelle.primmer@ingrammicro.com](mailto:michelle.primmer@ingrammicro.com)  
+61 2 9381 6303

