



1 August, 2016: ASX Company Announcements Platform

## FirstWave strengthens Cloud Security platform with Cisco Partnership

### Highlights:

- **Already revenue-generating with service being provided to two blue chip Australian companies - contracts for initial 18,000 users**
- **Further underpins and diversifies FCT's growing revenue base**
- **Growing sales pipeline for new service continues to grow with Telstra's enterprise and government customers**
- **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 platform for Telstra enterprise and government customers with the integration of a new cloud security service provided by Cisco System Inc.

The new cloud security service incorporates Cisco's Advanced Malware Protection (AMP) cloud-based solution into FCT's Telstra's cloud security gateway infrastructure. FCT is already generating revenue from the service, with two blue chip Australian companies – a logistics and postal services company implementing the service for 14,000 of its employees and a large retail chain implementing the service for 4,000 of its employees.

This further diversifies FCT's revenue base and the Company is pleased to confirm that it has a growing sales pipeline for the new cloud security service among Telstra's enterprise and government customer base.

Cisco has been a long term partner of FCT and integration of the Cisco AMP into FCT's telco platform builds on this partnership and further strengthens FCT's cloud security offering.

FirstWave's Managing Director, Steve Obrien said the integration of the Cisco AMP represents another important step in growing and diversifying FCT's revenue base.

*"As with the recently announced integration of Palo Alto Networks' next-generation firewalls into the Telstra cloud security gateway infrastructure, this agreement with Cisco delivers another revenue stream to FirstWave. This partnership enhances our longer term recurring revenue base.*

*"Cisco has been a partner with FirstWave for more than a decade and the seamless integration of their AMP cloud security solution into our telco platform illustrates the strength and trust of this partnership. It is also an excellent vote of confidence in the platform itself.*

*"This new product integration has created a pipeline of new sales opportunities that we are aggressively pursuing and the interest among Telstra's government and enterprise customers is indeed compelling. It represents another building block for FCT in FY2017 and beyond, and we look forward to updating shareholders as we transform the sales pipeline into new revenue-generating contracts."*



- ENDS -

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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. 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)