



Press release
Paris, 18 January 2010

Wallix launches EMEA Partner Program to expand its business to systems integrators and resellers

Wallix, the leading global provider of infrastructure and security solutions for controlling and auditing IT high risk users, today announced that it has launched the Wallix Partner Program to expand its market ecosystem and presence.

This comprehensive program enables Wallix partners to benefit customers needs and requirements in reliable and compliant IT security solutions. The Wallix key solution, AdminBastion, provide end-user and their partners ecosystem in Financial services, utilities, industrial and government markets the IT security and practices enhancements.

"Now more than ever, our clients are demanding high security standards, and our partners allow us to offer the best solutions that address these needs," said Charles Lê, Director of Product Marketing at Wallix. "We have been very successful with our direct sales model, and the high demand for our solutions has created this opportunity to expand our business with partners. We are targeting a select group of partners with existing security practices that are looking for differentiators in key hot markets, such as access control, centralized authentication, session recording, traceability, connection logging, enhanced security of privilege accounts and standard compliance. Most importantly, we have put together a solid team dedicated to enabling and supporting these partners."

Participation in the Wallix Partner Program provides multiple sales, technical, marketing and key benefits:

- Partner Commitment – Wallix is committed to providing market leading technology on which to build and grow a successful business around Wallix products and services. In order to ensure partner success, Wallix has put together a dedicated team of partner resources to help partners quickly roll out and sustain their businesses.*
- Opportunity Registration – Partners can register their deals and receive all the support necessary to close opportunities. Opportunity registration also provides partners with price protection and qualifies them for additional margins.*

- *Significant discount structure – Wallix proposes also products with a significant discount structure in place.*
- *Joint Marketing – Wallix works with partners on joint press releases, seminars, tradeshow exhibits, conferences and webinars to increase their visibility in the marketplace.*
- *Dedicated Technical Support and Certification – In order to handle the real-time needs of partners, Wallix has established a specific number for calling directly to technical support reps.*
- *Maintenance Renewals – Wallix will work with partners on renewal tracking and alerting to ensure regular, up-to-date maintenance for their customers.*
- *Education – Wallix equips partners with demo equipments and all the necessary skills to sell and install the solution, delivering pre-sales tools right through to implementation training.*
- *Field Support – Wallix works directly with partners in the field to ensure clients receive the highest level of service and education both prior to and following their deployment of Wallix solutions.*

Wallix channel and solution partners benefit from a comprehensive training process, including sales training and pre- and post-sales technical training. Additionally, partners at the solutions partner and systems integrator levels receive Wallix Security Assessment enablement training. Wallix also offers a Referral Partner Program for those organizations that would like to recommend Wallix AdminBastion and Wallix services to their customers.

About Wallix

Wallix is the French leader in security software for managing critical IT infrastructure. The company meets access control and traceability needs with a simple, economical approach, without the need to install specific agents on hardware and with no deployment constraints on the customer's IT system. The company supplies Wallix AdminBastion (WAB), an innovative traceability tool that allows organisations to control connections and record all the operations carried out on a company's devices or IT infrastructure in accordance with new security standards. Wallix solutions are marketed through a network of reseller partners and IT integrators.

Wallix is supported by Oseo Innovation and the PM'UP programme and is a partner of the System@tic Paris Région cluster. It is supported by private investors including the Access2Net, Sopromec, Hedera and Venturi Capital funds.

For more information on the company's solutions, visit <http://www.wallix.com>

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