

## WALLIX REWARDS ITS PARTNERS, THE LEVERS OF ITS AMBITION21 PLAN.

**Paris, 16th January 2020** - WALLIX (Euronext: ALLIX), a European cybersecurity software publisher and expert in privileged access management (PAM), used its Momentum 2020 to re-emphasize its strategy and reward members of its 'Partner Program' for the high quality of their work.

**Xavier Lefaucheu**, Global Channel VP: *"We must pursue our development at a fast pace in order to achieve our 'Ambition21' plan, which aims to make WALLIX a European leader in cybersecurity with an annual turnover of more than €50 million. Our business partners, who are becoming increasingly numerous and covering an ever-larger area, are fundamental to achieving our goals, which is why we've placed our relationship with them at the heart of our priorities. In this respect, our WALLIX Momentum conference at the start of each year provides an unmissable opportunity to meet, listen, and reward those who have worked towards our common success."*

### ▀ Highest-performing partners rewarded at WALLIX Momentum

At its annual French-speaking event 'WALLIX Momentum', business partners and customers had the chance to discuss the theme 'Securing Our Digital Future' with a series of high-profile speakers. Diane Rambaldini conveyed a strong message about the urgency of raising awareness of cybersecurity among businesses, and the need to make it more accessible and attractive. Nicolas Locoge, Director General of the Chancellery of the Prime Minister of Belgium, stressed the benefits of using PAM solutions through the feedback he provided. Finally, Thomas Lefauve, Cybersecurity Architect at a major French industrial group, invited attendees to reflect on the technological challenges associated with PAM and on supporting changes within cloud environments.

WALLIX wished to reward its best French-speaking business partners once again at its flagship event of the year:

▀ **ATOS** won 'Best Elite Partner 2019' for its strong commitment alongside WALLIX for the last four years and counting. The largest partner in terms of turnover generated, this partnership became international in 2019

▀ **ORANGE CYBERDEFENSE** which doubled its turnover with WALLIX in 2019, won 'Best Improvement 2019'.

▀ **COGITAL** which has exceeded 150% growth year over year and has become an elite partner of WALLIX, won 'Rising Star 2019'.

➤ **SCHNEIDER ELECTRIC** was awarded the title of 'Best Industry 4.0/IOT Partner 2019', thanks to the valuable client references gained from strategic customers in France and abroad.

➤ The title of '*Best Francophone African Partner 2019*' was awarded to **CBI** (CIV)

### ➤ Extending and leading its partner network: a keystone of WALLIX's success

With turnover growth of 35% in the first half of 2019 and more than 221 customers won, WALLIX is set to achieve its 'Ambition21' plan, through which it aims to become a European cybersecurity champion among ETIs (entreprises de taille intermédiaire, or intermediate-sized companies). This French success story has relied on a network of more than 170 partners, distributors, integrators – including some well-known names – who enable the deployment of WALLIX products throughout the world, across 55 different countries.

With its economic model based on indirect sales, the firm's success is heightened by this ambitious partner strategy. Last April, WALLIX launched a global certification program for its distributors and integrators with the categories of ELITE, First, and Initial. In 2020, this will be extended through the implementation of a partner portal that will allow the firm not only to engage the ecosystem, but also to offer a tools and communication platform that improves performance and synergy between the publisher and its partners.

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#### ABOUT WALLIX :

WALLIX is a cybersecurity software vendor dedicated to defending and fostering organizations' success and renown against the cyberthreats they are facing. For over a decade, WALLIX has strived to protect companies, public organizations, as well as service providers' most critical IT and strategic assets against data breaches. Founded in 2003, WALLIX is the first European cybersecurity software vendor to be publicly traded in 2015 (EuroNext ALLIX code).

WALLIX accompanies more than 1 000 worldwide companies and organizations on a day-to-day basis. WALLIX is being named among the PAM leaders in the Product categories of the KuppingerCole 2018 Leadership Compass report. In 2017 and 2018, WALLIX was included in Forbes France's Futur40 ranking of fastest-growing listed companies.

For more information, visit the WALLIX website at: [www.wallix.com](http://www.wallix.com)