



Firewall Systems Secures WatchGuard 2008 APAC Distributor of The Year Award

Sydney – May 13, 2009 – WatchGuard Technologies, a global leader in extensible network security and connectivity solutions, today announced that Sydney-based Firewall Systems has been named WatchGuard Asia Pacific Distributor of the Year for 2008.

The award, announced late last month at WatchGuard's regional partner conference in Vietnam, was based on Firewall Systems' robust sales of WatchGuard security solutions over the past year as well as its ability to deliver value added services and strong partner relationships.

"We are delighted to receive this recognition from WatchGuard, our foundation vendor. In recent years, Firewall Systems has invested heavily in rolling out model channel services across logistics, professional services, channel management, advanced hardware replacement, asset management, pre- and post-sales support and channel marketing and the award is testament to this investment.

"In addition, our customer base has performed exceptionally well and together with our installed base we represent the most successful franchise for WatchGuard across Asia Pacific. This is quite rare and a significant milestone for our business," said Nick Verykios, Director of Sales and Marketing, Firewall Systems.

WatchGuard works with partners through the WatchGuard Secure Partner Program providing the software, training, support and services which partners need to achieve outstanding results in their particular markets and areas of specialisation. Recently, WatchGuard introduced a try before you buy option providing partners in Australia and New Zealand with free access to products for customer evaluation along with deal registration to ensure maximum margin when selling into major opportunities.

Firewall Systems has been a long-standing WatchGuard distributor in Australia with ten years of experience as a WatchGuard partner.

"Firewall Systems has performed consistently well for WatchGuard in Australia and adds strategic value to the relationship. Their reputation speaks for itself and we look forward to further developing this relationship in order to provide organisations with the strongest levels of protection from today's continuously evolving threat landscape," said Scott Robertson, Regional Director ANZ, WatchGuard Technologies.

Other award winners included Transition Systems Singapore for Best Partner Support 2008 and PT. SiSTech Kharisma Indonesia for Best Distributor Growth 2008.

About WatchGuard Technologies, Inc.

Since 1996, WatchGuard Technologies, Inc. has been the advanced technology leader of network security solutions, providing mission-critical security to hundreds of thousands of businesses worldwide. The WatchGuard family of wired and wireless unified threat management appliances and WatchGuard SSL VPN remote access solutions provide extensible network security, unparalleled network visibility, management and control. WatchGuard products are backed by WatchGuard LiveSecurity Service, an innovative support, maintenance, and education program. WatchGuard is headquartered in Seattle and has offices serving North America, Europe, Asia Pacific, and Latin America. To learn more, visit <http://www.watchguard.com>. # # #

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