

**A new wave in Managed Security Services  
brought to you by LAN Systems and Earthwave.**

*LAN Systems and Earthwave join to deliver a wide range of Managed Security Services to the channel.*

SYDNEY, 16 June 2006 – LAN Systems and Earthwave today announced a distribution partnership to deliver real-time managed security services across Australia and New Zealand.

Earthwave, a premier provider of managed security services; delivers around the clock network security management and end-to-end network security services to protect an organisation's critical information assets. Earthwave provides the only managed security service available today that is fully capable of detecting, analysing and responding to the security data of over 200 network devices—all in real-time. Only Earthwave combines correlation, early warning and detection with 24x7 expert security analysis and incident response to keep networks ahead of today's evolving risks.

LAN Systems has partnered with Earthwave to build and deliver a wide range of branded managed security services helping resellers combat the threat of security breaches such as hacking, data theft, sabotage, and computer vandalism.

Carlo Minassian, managing director of Earthwave said, "LAN Systems has a strong reputation for handling best-of-breed security products. Its enterprise channel base and existing value-added services make it a good fit for Earthwave's managed security services.

"Earthwave's services already support many of LAN Systems' existing technology offerings for Cisco, Check Point, McAfee, Nokia, PatchLink, Blue

Coat, Crossbeam and more. This was a key element when choosing LAN Systems as our Australian and New Zealand distributor.”

Wendy O’Keeffe, general manager of LAN Systems said, “Our partnership with Earthwave reinforces LAN Systems’ commitment to providing our resellers with the best-of-breed security services. By uniting IT infrastructure monitoring with security expertise LAN Systems acts as a one-stop shop for resellers.

“This means that resellers can ensure a company’s entire computing environment is secure, readily available, and effective, allowing the customer to offload security monitoring and management responsibilities and focus on their core business activities.”

“LAN System had elected to partner with Earthwave after conducting a thorough analysis of the MSSP marketplace. We looked at all of the tier-1 MSSP’s and found that Earthwave was already the trusted partner of choice for many of our major carriers, resellers and vendors. Earthwave was the only channel friendly MSSP that had serious local presence in terms of an existing clientele and resources, range of services, track record and government certified Security Operation Centres with considerable intellectual property in real-time information security management.”

Interested resellers will need to join the Earthwave Certified Security Provider (CSP) partner program which is now available through LAN Systems. The CSP partner program is flexible, offering an extensive range of services and benefits to support the level of participation. The three levels of partnership available provide the flexibility channel partners need to meet the ever changing needs as their business continues to evolve..

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**For more information:**

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