

## Ratcliffe rides the earthwave

**SYDNEY, 23 August 2010** – High flyer Simon Ratcliffe has joined Australian security innovator earthwave, as Commercial Director, tasked with growing the company to a \$100 million business.

earthwave delivers real-time threat analysis, helping organisations to establish compliance, minimise business impact, and reduce overall security risk at acceptable cost in the face of emerging threats. These services offload the burden of real-time network monitoring, advanced security analysis, and global intelligence correlation to earthwave, while allowing businesses to maintain complete insight into critical business information. All earthwave services leverage earthwave's proven combination of people, process and technology to identify emerging threats and real-time attacks.

Ratcliffe, formerly General Manager of IBM Internet Security Systems was lured by the challenge of exponential expansion and the opportunity to grow earthwave's managed security services (MSS), clean pipes, security-as-a-service (SecaaS) and secure hosting services. He will achieve this by continuing to develop and nurture the company's channel partners.

In his new position, Ratcliffe will report to earthwave's Founder & CEO, Carlo Minassian, and have full responsibility for the company's sales, including existing channels and strategies.

Minassian said: "I'm excited to be welcoming Simon to earthwave. He is one of the most capable, high-energy leaders I've worked with, and we collaborate extremely well together. His knowledge of our company and deep understanding of the Internet and security markets were key factors in his appointment.

"The strong leadership qualities and financial acumen he demonstrated at IBM ISS qualify him ideally for consolidating earthwave's position as Australia's most trusted security services provider."

Ratcliffe said: "I am delighted to be working with such a strong team at earthwave, at such an exciting time in the company's development. I believe earthwave has substantial strengths and is executing on the right strategy at the right time. I'm looking forward to seeing the company move to the next level, and to seizing the opportunity of working towards advancing its success."

earthwave's vendor partners represent an A-list of global blue chip IT security, networking and other specialists. The company has 280 customers throughout Australia, including government, financial services, insurance, education, health, retail and other sectors. Today earthwave secures 95 per cent of the drinking water and energy supply in NSW, and includes McDonald's Australia, Parliament of NSW, Sydney South West Area Health Services and Independent Schools of NSW among its enterprise reference clients.

**For more information**

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