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## WALLIX GROUP STEPS UP ITS DEVELOPMENT PLAN WITH THE APPOINTMENT OF A NEW VICE-PRESIDENT OF SALES SOUTH EUROPE AND THE LAUNCH OF ITS BUSINESS OPERATIONS IN GERMANY

**Just a few months after its market listing, WALLIX GROUP, a software company providing cyber-security and governance solutions for information systems access, has reviewed the major milestones completed in its development plan, including the appointment of Xavier Lefaucheu as Vice-President of Sales South Europe (including France) and the signing of a commercial partnership in Germany.**

### A CONSTANTLY-ENRICHED OFFER

In line with its strategic roadmap, WALLIX GROUP has significantly enriched its software product offer in recent months in order to position itself on new market segments, with particular emphasis on major corporate accounts and cloud service providers. After the June launch of its WOD (WAB On Demand) offer designed to adapt privileged access management to Cloud operator models, WALLIX GROUP's new release at the end of September is WAB Access Manager (WAM), the first web-based unified access gateway to provide a solution to the complex parameters of managing privileged accounts across major organizations. WAB Access Manager is primarily designed for service providers that host infrastructures, sensitive data, and projects for major corporates and international organizations, and that need simple and attainable solutions to manage the risks linked to privileged access accounts which are very often the first point of entry for targeted attacks on corporate and government information systems.

### A ROBUST RECRUITMENT PLAN TO UNDERPIN GROWTH

WALLIX GROUP has also announced the appointment of Xavier Lefaucheu as Vice-President of Sales South Europe from 1st September. With an MBA from HEC and solid operating experience with benchmark companies in the sector (NETASQ, Juniper Networks, InfoVista), Xavier Lefaucheu's remit will be to capitalize on his extensive market knowledge and experience to ramp up sales for WALLIX GROUP in France and around the world.

To accommodate this, and faced with the stellar growth in its activity (notoriety, lead generation, tenders underway, etc.), WALLIX GROUP has buttressed its sales and marketing capabilities with 3 hires in France and 1 new employee in Germany since the start of July.



In order to further enrich its software offering and cement its technological lead, the company is also looking to reinforce its Research & Development teams with 5 profiles during the 3rd quarter. On 30 September 2015, WALLIX GROUP's headcount had increased to 50 employees from 38 on 31 December 2014.

## A NEW COMMERCIAL LEVER FOR EUROPE: GERMANY

To underpin the launch of its business operations in Germany, WALLIX GROUP has signed a partnership agreement with benchmark sector operator, SoftShell, in order to accelerate the deployment of its software offer on what is one of Europe's most buoyant markets. The new strategic partnership has already begun to bear fruit, with the Group already selected for several tenders.

WALLIX GROUP also intends to continue to enrich its indirect sales network by regularly taking part in sector trade fairs and cyber-security events. This year is the 6th consecutive year that the Group has taken part in the Assises de la sécurité, a reference event for ISS professionals that was held from 30 September to 3 October in Monaco. The event also saw WALLIX GROUP play host to a round table of users and experts on the theme of "Bastion: compliance or cyber-security?" An entirely new concept at the Assises, the round table brought together 4 users - Bolloré Logistics, Etablissement Français du Sang, Euro-Information and FIA-Net - and world-renowned IT security expert Hervé Schauer from HSC by Deloitte.

In a fast-growing market propelled by the surge in cyber-crime and subsequent tightening of related regulatory measures, WALLIX GROUP is focused on developing the resources it needs to enrich its commercial presence across Europe and conquer new market share on a global scale by attracting new talent thanks to the diversity of its software offer and technological head-start.

## ABOUT WALLIX GROUP

Created in 2003, WALLIX GROUP is a software company providing cyber-security and governance solutions for information systems access and specializing in the new and premium market segment of privileged account management.

Based mainly in Europe, WALLIX GROUP develops and markets a range of software products including Wallix AdminBastion (or WAB) with its myriad of functions (centralized access to information systems, user identification, monitoring and recording of user sessions, real-time alerts on improper use, and the option of auditing sessions).

WAB allows users to protect all of the critical assets of their enterprises and organizations, including servers, terminals, sensitive data, etc.

With offices in Paris and London, the Group employed 34 members of staff in 2014. Awarded the label of "Innovative Company" by Bpifrance, WALLIX GROUP enjoyed a 49% increase in turnover to €4.0 million in 2014.

For more information, go to: [www.wallix.com](http://www.wallix.com)

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