

**WALLIX announces strong growth in 2014,  
and an acceleration of its international development**

**Paris, 03/03/2015:** WALLIX ([www.wallix.com](http://www.wallix.com)) which engineers products that give customers all over the world a better way to manage and secure access to IT infrastructure for privileged users has confirmed its strong market position, registering growth of 50% in its software business internationally.

This exceptional performance has seen around one hundred new contracts globally including The AMF, The Company of Greater Paris, Paris Chamber of Commerce, Armand Thiery France, Gulf Air, Danagaz, PSSLAI, Tourism Development & Investment Company and HSCIC.

WALLIX business outside France now represents almost a third of all business activity and their Wallix AdminBastion (WAB) solution is now installed in more than 20 countries with an especially strong user base in EMEA.

These results are the first fruits of a strategic and ambitious development plan that will position WALLIX as a world leader in the emerging market of Privileged Account Management (PAM), identified by leading analysts Gartner and KuppingerCole as one of the most dynamic areas in the IT security space. In 2014, WALLIX has maintained its intensity of investment in R&D to create differentiating new features and maintain ease of use in the WAB, developed new APIs to make the software more flexible than ever in customer environments and drives towards new major developments to be delivered in 2015.

WALLIX has also strengthened its operational teams. Recruiting a Channel Manager to develop a new global partner program and the establishing of a team of 5 people in new offices in London.

2015 will see an acceleration in this aggressive strategy, with investment in three key areas: strengthening the product offering with the introduction of major innovations, continuing development internationally and finally the development of a new sales support program and increased investment in marketing activities.

Jean-Noel Galzain CEO of WALLIX says, *"The Snowden affair was an indicator of the need to take seriously how privileged accounts are managed in enterprise IT infrastructure. We find that the value of Wallix AdminBastion (WAB) is now being recognised among new clients as this area becomes of greater concern to CISOs and IT security teams. This is an emerging trend in the IT security market and following the awards we received in 2014 is a recognition of the WAB's ease of implementation, features and scalability. Some customers now manage access to more than 20,000 resources (servers, applications, databases) daily by more than 1,500 administrators or privileged users. And the traceability of privileged accounts has become the starting point for investigations following breaches or targeted attacks."*

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