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## Nexion takes the helm of Aryaka in Australia and New Zealand, as Principal Partner to Accelerate Managed SD-WAN and SASE Deployments

### Highlights

- Nexion Networks will now market and sell the Aryaka Cloud first Global SDWAN solutions and network services in Australia and New Zealand as a go-to-market lead partner, adding additional channels and enterprise customers under the joint agreement as well as SASE deployments for the company
- Global research and advisory company, Gartner expects that, “by 2024, at least 40% of enterprises will have explicit strategies to adopt SASE’
- Nexion and Aryaka entered into a fusion agreement for the first Aryaka Services PoP in Australia and New Zealand and resell agreement for Aryaka services in 2018
- Nexion has deployed Australia’s first ever Fusion PoP, owning the infrastructure and adding it to Aryaka’s global managed platform
- Nexion will additionally invest in building and operating an Aryaka Services PoP in New Zealand, Auckland, as announced
- Nexion is the only fusion partner for this territory.
- Nexion and Aryaka will build joint Go-to-Market activities facilitating local efforts supported by Aryaka US
- Nexion and Aryaka together deliver a cloud-first approach to Global SD-WAN, SASE, and the Hybrid Cloud, giving customers a new access option to NEXION OneCloud, AWS, Azure, Google Cloud, Oracle Cloud and Alibaba Cloud via Aryaka’s global Services PoP footprint.

NEXION Group Ltd (ASX:NNG) (‘NEXION’ or ‘the Company’), an emerging global provider of full end-to-end enterprise ICT solutions including public, private and hybrid clouds via its own and 3rd party data centers, is pleased to announce that it will now facilitate the Aryaka business in Australia and New Zealand in a new first of its kind multi-country partnership.

The original fusion agreement gave Nexion the rights to build and operate a series of Aryaka PoPs in region. This new partnership furthers full go-to-market management as a principal partner in Australia and New Zealand. This provides Nexion with direct sales, marketing, technical and global channel resources to drive the solution growth in region. Having access to a list of current and new channels further allows Nexion to drive a globally connected SD-WAN and SASE service from Aryaka as well as furthering the adoption of its Hybrid Cloud / OneCloud.

The focused and targeted go-to-market model allows Aryaka to grow rapidly in region, through the cooperation with a strong local company and one of the regions fastest growing cloud providers. It further adds a full marketing and sales program focused on adding new channels in region, under an Aryaka supported activity-based campaign.

**Paul Glass, CEO of NEXION Group commented:**

“This agreement announcement is simply world class. How many global, US headquartered vendors have backed a single company to deliver its full growth and channel engagement in our region? It’s testament to NEXION Networks capability to support global tech giants such as IBM and this investment in region by Aryaka and Nexion will see a leading principal partner and Go To Market strategy deployed in Australia and New Zealand. Any IT company out there looking at SDWAN on a global scale, need to get in contact with us as soon as possible.”

**Lisette Sens, Global Director of Aryaka Channels commented:**

“Aryaka is the largest pure play Global SD-WAN and SASE provider enabling global enterprises with their digital transformation. Aryaka's networking and security as-a-service is a gamechanger with the unique ability to enhance Cloud/SaaS and on-premises application performance for globally distributed businesses. Australia and New Zealand represent a strong growth market for us, Nexion having a local and global solution in Hybrid Cloud and having deployed the first Aryaka Fusion PoP. Their passionate and driven team are key to our go-to-market in region, and we look forward to supporting Nexion in its growth initiatives and global expansion. Additionally, the solution is perfectly poised for adoption by a large channel base of resellers and by selecting Nexion to tackle this head on, we have local skills and global backing.”

**SASE definition:**

Secure Access Service Edge, secure access service edge, or SASE (pronounced “sassy”), is an fast emerging cybersecurity service that Gartner first described in the August 2019 report The Future of Network Security in the Cloud. SASE is the convergence of wide area networking, or WAN, and network security services like CASB, FWaaS and Zero Trust, into a single, cloud-delivered service model. According to Gartner, “SASE capabilities are delivered as a service based upon the identity of the entity, real-time context, enterprise security/compliance policies and continuous assessment of risk/trust throughout the sessions. Identities of entities can be associated with people, groups of people (branch offices), devices, applications, services, IoT systems or edge computing locations.” Gartner expects that, “by 2024, at least 40% of enterprises will have explicit strategies to adopt SASE, up from less than 1% at year-end 2018.” A SASE architecture identifies users and devices, applies policy-based security, and delivers secure access to the appropriate application or data. This approach allows organizations to apply secure access no matter where their users, applications or devices are located.

**About Aryaka**

Aryaka, the Cloud-First WAN and SASE company, and a Gartner “Voice of the Customer” leader, makes it easy for enterprises to consume network and network security solutions delivered as-a-service for a variety of modern deployments. Aryaka uniquely combines innovative SD-WAN and security technology with a global network and a managed service approach to offer the industry’s best customer and application experience. The company’s customers include hundreds of global enterprises including several in the Fortune 100.

<https://www.aryaka.com/>

**About NEXION Group:**

NEXION is a global Cloud Provider and information technology service leader. The Company offers private Cloud infrastructure integrated with Public Cloud services to form the NEXION Hybrid Cloud

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solution it calls OneCloud. NEXION hosts a OneCloud Node in its own data centre in Perth and third-party data centers in other cities and sells capacity to customers on term contracts up to 36-months. NEXION provides project management services to migrate customers to its Hybrid Cloud platform as well as associated equipment and support services for additional fees. The Company also provides SD-WAN to connect customer premises and equipment to its Hybrid Cloud.

### **Terms of the Agreement:**

This partnership Agreement is an extension of existing partner agreement signed in 2018 between the two companies. NEXION and Aryaka entered into a Fusion Agreement for the first Aryaka Services Point of Presence (POP) in Australia and New Zealand and reseller agreement for Aryaka services in 2018. The additional term is for 24 months and automatically renews each year thereafter unless either party notifies the other party of its intention to terminate at least 60 days prior to the expiration of the current term. There are no financial terms associated with this agreement, however NEXION will have right to receive a larger discount on RRP (recommended retail price) for services in region on a per-proposal basis.

This announcement has been authorized by the Board of NEXION Group Ltd.

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