

PRESS RELEASE

## **Kudelski Security Named ‘Partner of the Year’ by Fortinet and Juniper Networks**

*Trusted Innovator Recognized by Leading Solution Providers for Leadership  
in Customer Service, Business Growth and Security Expertise*

**CHESEAUX-SUR-LAUSANNE, Switzerland and PHOENIX, April 26, 2018** – Kudelski Security, the cybersecurity division within the Kudelski Group (SIX:KUD.S) and trusted innovator for the world’s most security-conscious organizations, today announced it has been recognized by Fortinet and Juniper Networks as a top channel partner. Kudelski Security was named by Fortinet as their 2017 North American Growth Partner of the Year and by Juniper Networks as their 2018 Americas Security Partner of the Year.

Kudelski Security was honored by Fortinet during its Accelerate 18 global partner and user conference, an annual gathering of more than 2,300 top customers and partners from around the world. The Fortinet 2017 Partner of the Year Awards recognize outstanding cybersecurity sales, customer experience, collaboration and marketing achievements from the company’s distributors, resellers and service providers. Kudelski Security was selected for the strong growth the company experienced selling Fortinet technology and for its expanded support of Fortinet in its advanced Cyber Fusion Centers in Switzerland and the United States. Capabilities such as the Fortinet Security Fabric Architecture are well aligned with Kudelski Security service offerings to develop automation and orchestration solutions that improve security effectiveness for clients. During the year, the company also closed Fortinet’s largest single deal to date – a sale to a major Midwestern university valued at \$14 million.

“Fortinet provides excellent technology and is a great partner with which to work,” said Rich Fennessy, chief executive officer, Kudelski Security. “They have a broad portfolio of market-leading products, and their strong focus on integrations across the enterprise fuels comprehensive client solutions. We are honored to partner with Fortinet and receive this distinguished recognition.”

Kudelski Security was also recognized by Juniper Networks for its success in driving new business, simplifying the customer experience with innovative solutions and generating strong annual growth. Juniper’s Partner of the Year awards highlight outstanding achievement and commitment from the company’s leading channel partners in the areas of sales, customer service excellence, technology expertise and service specializations. It is part of the Juniper Partner Advantage (JPA) program, which is built on the pillars of Enablement, Ease of Doing Business and Growth, and is dedicated to supporting partners in these key areas.

“Effective enterprise security measures require not only solid and proven technologies but partners, like Juniper Networks, who are equally committed to client success,” said Fennessy. “That mutual commitment and shared strategy has enabled Kudelski to offer a combination of robust solutions and responsive services. We are grateful to Juniper Networks for more than 10 years of successful collaboration and for receiving this tremendous award.”

For more information about Kudelski Security and its portfolio of innovative security solutions featuring integrations from Fortinet and Juniper Networks, please visit: <https://www.kudelskisecurity.com>

**About Kudelski Security**

Kudelski Security is the premier advisor and cybersecurity innovator for today's most security-conscious organizations. Our long-term approach to client partnerships enables us to continuously evaluate their security posture to recommend solutions that reduce business risk, maintain compliance and increase overall security effectiveness. With clients that include Fortune 500 enterprises and government organizations in Europe and across the United States, we address the most complex environments through an unparalleled set of solution capabilities including consulting, technology, managed security services and custom innovation. For more information, visit [www.kudelskisecurity.com](http://www.kudelskisecurity.com).

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