



PRESS RELEASE

OPAQ Networks Joins Palo Alto Networks NextWave Partner Ecosystem

Adds Next-Generation Firewalls to its Security-as-a-Service, Simplifies Access to Enterprise-Grade Security for Midsize Companies

HERNDON, Va. – Feb. 22, 2018 – [OPAQ Networks](#), the network security cloud company, today announced it has joined the Palo Alto Networks® [NextWave Partner Ecosystem](#), a community of world-class security experts and leaders committed to preventing and making breaches a thing of the past. As a NextWave Partner, OPAQ enables managed services providers (MSPs), managed security services providers (MSSPs), and value-added resellers (VARs) to deliver Palo Alto Networks enterprise-grade security as a cloud service to midsize companies.

According to research firm Gartner, Inc., “Midsize enterprises lack the staffing and budgets to invest in the latest technologies and defensive techniques, making it difficult to keep up with the number and variety of data security threats¹.” By making Palo Alto Networks Next-Generation Firewall capabilities available as a cloud service, OPAQ enables channel partners to eliminate barriers for their midsize customers.

“We chose Palo Alto Networks to be an integrated component of our network security-as-a-service because they are a proven technology leader,” said Ken Ammon, Chief Strategy Officer for OPAQ Networks. “The addition of Palo Alto to the networking and security stack of the OPAQ Cloud enables our channel partners to deliver advanced security protection to midsize enterprises in a simple, fast and flexible way.”

The OPAQ Cloud is a private network backbone that enables service providers to deliver tightly integrated enterprise-grade security capabilities and centrally manage and enforce policies through a single, web-based portal. It enables OPAQ channel partners to profitably scale their business by eliminating hardware/software investments and onsite service calls. In addition to the Palo Alto Networks Next-Generation Firewall capability, the OPAQ Cloud delivers web application firewall, DDoS mitigation, software-defined segmentation, and other security capabilities that are powered by leading enterprise-grade security technologies and OPAQ intellectual property.

“OPAQ has created an exciting new market opportunity for our business,” said Tom Turkot, Vice President, Client Solutions for Arlington Computer Products. “Our midsize customers need the same security as large enterprises, but many of them feel hamstrung because of the resources and expertise

¹ Gartner, Inc., Midsize Enterprises Need to Prioritize Their Data Security Defenses, Brian Reed and Neil Wynne, 17 October 2017.

required to implement advanced protection technologies. OPAQ's as-a-service model and intuitive portal make it easy for us to deliver enterprise-grade protection to them."

OPAQ Networks recently [announced its Channel Partner Program](#) and the company's transition to a 100 percent indirect sales model.

About OPAQ Networks

OPAQ Networks is the premier network security cloud company that enables partners to deliver security-as-a-service to midsize enterprise customers. With the OPAQ Cloud, service providers can deliver best-of-breed network security and centrally manage and enforce policies through a single interface while optimizing networking performance. This empowers partners to instantly grow their revenue and margins and establish a competitive advantage while eliminating complexity and costs associated with managing a multitude of security products. Based in Northern Virginia, OPAQ is privately held and is funded by Columbia Capital, Harmony Partners, and Zero-G, Inc. To learn more, visit www.opaqnetworks.com.

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