



Shearwater Group

23 May 2018

SHEARWATER GROUP PLC
("Shearwater" or the "Group")

SecurEnvoy secures new US channel partner

Shearwater Group plc (AIM: SWG), the digital resilience group, is pleased to announce that its portfolio company, SecurEnvoy, has entered into an agreement with XenTegra, LLC ("XenTegra") to represent the business as a new valued-added reseller ("VAR") channel partner in the US.

Established in 2012 and covering the East Coast, XenTegra is a renowned VAR based in North Carolina, specialising in the distribution of best-in-class security solutions to its extensive corporate and public sector customer base. SecurEnvoy's award-winning multi-factor authentication ("MFA") product will be represented by XenTegra alongside other complementary leading security solutions from Microsoft, Citrix, VMware, Bitdefender and Cisco.

The appointment of XenTegra brings SecurEnvoy's US channel partnerships to a total of fifteen, highlighting the business' positive early momentum in the region having first established a formal presence in the US in August 2017.

Andy Whiteside, Chief Executive Officer and Founder of XenTegra said: *"We are excited about representing SecurEnvoy in the marketplace. Amongst all the competitors in the 2FA/MFA space, SecurEnvoy have shown themselves to be unique in their delivery of a feature rich product that is easy to deploy and manage and clearly provides the most flexibility for a product of this kind. Their roadmap has shown us that they truly understand what the customer wants and can be trusted to deliver".*

Michael (Mo) Stevens, Group Chief Executive Officer of Shearwater, added: *"I am delighted with the partnership we have created with XenTegra and look forward to seeing this flourish over the coming months. Establishing a meaningful presence in the US is not easily done, but we are increasingly seeing the rewards of our considered approach to investing in new territories".*

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