

## *For Immediate Release*

### **IIJ Group Teams Up with Palo Alto Networks to Bolster Security Administration and Monitoring Service in ASEAN**

*—Launching a service for Japanese corporations expanding into Thailand and Indonesia—*

TOKYO—November 24, 2020—Internet Initiative Japan Inc. (IIJ; TSE1: 3774), one of Japan's leading Internet access and comprehensive network solutions providers, today announced the ASEAN launch of the administration and monitoring service for Palo Alto Networks next-generation firewalls. This is provided on IIJ Firewall Management Service (IFMS), an outsourcing service of firewall management.

IIJ Group's Thai and Indonesian subsidiaries—IIJ Global Solutions (Thailand) Co., Ltd., and PT. IIJ Global Solutions Indonesia—have partnered with Palo Alto Networks as managed security service providers (MSSP) to offer IIJ Group's service lineup to primarily Japanese corporations in the two Southeast Asian nations. MSSP partnership agreements are for service providers recognized for their skill and track record in managing Palo Alto Networks's products and services. IIJ has already been operating as an MSSP partner in Japan for many years, which led to this contract for the ASEAN region.

IFMS is a monthly service through which IIJ remotely administers and manages firewall devices installed on subscriber premises. IIJ's expert security engineers offer comprehensive support for installing devices, designing and monitoring management policies, detecting anomalous transmissions, and conducting maintenance. Firewall devices require daily management tasks, including updating to the latest firmware, changing network configurations and otherwise updating settings, and modifying policies. With this service, local IIJ engineers manage these devices for subscribers. It allows Japanese corporate subscribers to maintain the same security administration and monitoring levels at their overseas locations as recommended by their headquarters in Japan.

#### **Background**

One of the common issues faced by Japanese companies in the ASEAN region is local security measures. In many cases, they do not have enough local security specialists to establish standard security operations to counter attacks and malware that target system vulnerabilities. In addition to lack of human resources, the surge in staff working remotely in the wake of the COVID-19 pandemic has made managing local security operations even more challenging.

Moreover, ASEAN members have recently begun tightening privacy protection regulations. For instance, in May, Thailand started applying the Personal Data Protection Act (PDPA), similar to the EU's General Data Protection Regulation (GDPR), making corporations operating in the region increasingly responsible for security operations.

#### **Sales and support systems**

IIJ's local Thai and Indonesian subsidiaries, IIJ Global Solutions Thailand and Indonesia, are handling this service's marketing. Expert security engineers trained at IIJ headquarters and stationed locally will manage the service as Palo Alto Networks Certified Network Security Engineers.

In two years, IIJ aims to achieve 100 subscribers from among the Japanese manufacturing, logistics, retail, and finance firms opening branches and large plants in Thailand and Indonesia.

## Service Overview

Service Name	IIJ Firewall Management Service
Products (Devices available for monitoring)	<ul style="list-style-type: none"> <li>• Palo Alto Networks PA-Series</li> <li>• Palo Alto Networks VM-Series</li> <li>• FORTINET FortiGate Appliance Series</li> <li>• FORTINET FortiGate-VM Series</li> </ul>
Basic service	<ul style="list-style-type: none"> <li>• Firewall device installation</li> <li>• Device monitoring (24 hours a day, 365 days a year)</li> <li>• User support (in English and local languages)</li> <li>• Onsite &amp; remote support</li> <li>• Monthly reports (in English)</li> </ul>
Options	<ul style="list-style-type: none"> <li>• Hot standby (for redundant device configurations)</li> <li>• VPN protocols</li> <li>• Threat protection*</li> <li>• WildFire (sandboxing)*</li> <li>• URL filtering*</li> </ul> <p>*Only available with the Palo Alto Networks PA-Series and VM-Series.</p>
Service Launch	November 24, 2020
Available Countries	Thailand & Indonesia *Services may also be available in neighboring countries.
Pricing	By individual estimate
Languages Supported	Thailand: English & Thai Indonesia: English & Indonesian
Subscription Structures	Local agreements (paid in local currencies) between local subscribers and IIJ subsidiaries Japanese agreements (paid in Japanese yen) with IIJ

IIJ Group's local Thai and Indonesian subsidiaries currently offer a lineup of security-related services, including IIJ Secure MX Service—a cloud-based email security service that holds the top market share in Japan—and LanScope Cat—an IT asset management tool. IIJ Group continues to expand its international lineup of security services and solutions.

For details, please access below.

<https://www.iij.ad.jp/global/overseas/en/indonesia/service/firewall/index.html>

<https://www.iij.ad.jp/global/overseas/en/thailand/service/firewall/index.html>

## About IIJ

Founded in 1992, IIJ is one of Japan's leading Internet-access and comprehensive network solutions providers. IIJ and its group companies provide total network solutions that mainly cater to high-end corporate customers. IIJ's services include high-quality Internet connectivity services, systems integration, cloud computing services, security services and mobile services. Moreover, IIJ has built one of the largest Internet backbone networks in Japan that is connected to the United States, the United Kingdom and Asia. IIJ was listed on the First Section of the Tokyo Stock Exchange in 2006. For more information about IIJ, visit the IIJ Web site at <https://www.iij.ad.jp/en/>.

*The statements within this release contain forward-looking statements about our future plans that involve risk and uncertainty. These statements may differ materially from actual future events or results.*

For inquiries, contact:

IIJ Corporate Communications

Tel: +81-3-5205-6310 E-mail: [press@ij.ad.jp](mailto:press@ij.ad.jp)

<https://www.ij.ad.jp/en/>

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