



ASX Announcement

PERTH SEPTEMBER 09, 2019

JB Hi-Fi SOLUTIONS SIGNS ON TO OFFER FAMILY ZONE PRODUCTS & SERVICES IN AUSTRALIA

Family Zone Cyber Safety Ltd (ASX: FZO, 'Family Zone' or 'the Company') is pleased to update the market on a new strategic partnership.

Highlights

- Family Zone, a leading provider of cyber safety solutions globally, today announced a partnership with Australia's leading education technology provider, JB Hi-Fi Solutions.
- There are over 10,000 schools in Australia, all of whom seek technology solutions to support modern learning environments. From learning devices, peripherals and networking equipment, to learning and business applications, security and safety services, the technology needs of education are vast and ever expanding.
- Family Zone and JB HiFi Solutions have struck an exciting partnership offering Australian schools a comprehensive suite of products and services and streamlined purchasing, deployment and administration. Arrangements include the sale of Family Zone products and services to schools and as part of school device programs.

JB HiFi Solutions



Supported by a solutions team exceeding 150 nationally, and over 300 retail stores JB Hi-Fi Solutions is Australia's leading provider of technology to the education sector and largest supplier of computing equipment within school BYOD programmes.

JB HiFi has operated in education for more than 18 years offering products and services into Early Learning, K-12 and Higher Education sectors including:

- ICT Strategic Planning
- End User Compute 1-to-1 and managed BYOD Programmes







- Audio, Visual and Interactive Solutions
- Infrastructure, Security, Connectivity and Mobility Solutions
- STEM including AR/VR and E-Sports Solutions
- Managed services and help-desk support
- Implementation, Integration and Repair Solutions

Key to JB Hi-Fi Solutions' success in education is the careful choice of products and strategic partners, supported by a national footprint and a commitment to service excellence.





Family Zone Education Solutions



Family Zone is a global innovator in cyber safety offering schools the world's most comprehensive approach to cyber safety. Key to Family Zone's innovation and success is the Family Zone Cyber Safety ecosystem, a platform enabling schools, parents and cyber experts to collaborate to monitor, protect and educate our children.

 <p>Family Zone School Manager</p> <p>Integrated on premise and cloud filtering, SSL inspection and tools to control VPNs and hotspotting to reliably enforce school policy</p>	 <p>Family Zone Classroom</p> <p>The ultimate classroom management tool. Give management back to teachers with content visibility of devices in their classroom</p>	 <p>Family Zone Community</p> <p>Engage with your community to drive student well-being and digital citizenship. Providing parents with tools, resources and expert advice</p>	 <p>Family Zone Device Manager</p> <p>Define and enforce standard device settings for school managed devices. Access Apple's Device Enrolment Program and Volume Purchasing Program</p>
---	---	--	---

Solving the real world challenges of today's schools

 <p>Hotspotting</p> <p>Introducing Family Zone SpotShield. A world first solution for hotspotting at school</p>	 <p>VPNs</p> <p>A comprehensive suite of tools to detect and deal with the use of avoidance technology</p>	 <p>Mobiles</p> <p>Ensure duty of care on personal mobile devices and transforming student behaviour</p>	 <p>Classroom</p> <p>Empowering teachers in today's digital classrooms and driving better student engagement</p>
---	--	--	--

A comprehensive partnership

Family Zone and JB HiFi Solutions have struck an exciting partnership offering Australian schools a comprehensive suite of products and services and streamlined purchasing, deployment and administration.

The key product elements of the partnership include:

Family Zone Consumer Hardware

Family Zone offers world leading cyber safe consumer hardware. This includes the FZONE Mobile Phone and Home Networking product, the FZBOX.

With this partnership JB HiFi will make these products available to parents through the JB school portals.

Cyber Safety Solutions

JB HiFi will resell Family Zone’s entire suite of Education Solutions to schools including School Manager, Classroom and Family Zone’s world leading hotspotting solution; SpotShield.

Family Zone Insights

Family Zone offers partner schools the ability to provide their parent community with a free monitoring and education tool called “Family Zone Insights”. This tool additionally offers schools the ability to enforce school policy during school time.

With this partnership, Family Zone will make this available to all JB HiFi schools and will offer it bundled and pre-loaded on learning devices purchased through JB HiFi.

Cyber Security Solutions

Family Zone and JB HiFi will collaborate on delivery of cyber security solutions for schools.



Tim Levy, Managing Director, Family Zone, said:

“Our mission is to allow schools, parents, cyber safety experts and ultimately children to seamlessly collaborate; to set and agree boundaries, to test them, to learn and prepare for a world of technology. Our exciting partnership with JB HiFi progresses us rapidly down this path, allowing us to expand our reach and streamline sales, deployment and management of our solutions.”

Jordan Barry, Head of Practices at JB Hi-Fi Solutions, said:

“Our Education customers play an important part in the future of Australia, as they shape the youth of today for the responsibilities of tomorrow. Today more than ever, the rapid adoption of mobile and cloud-based technologies is creating an environment open to cyber attack. JB Hi-Fi Solutions believes that it is our role to guide our education clients to help protect against this threat. Our exciting partnership with Family Zone allows us to rapidly expand our capability and capacity, reaching more education clients than ever before.”



Agreement Details

Key Terms	Non-exclusive agreements whereby JB HiFi and Family Zone may promote, offer and re-sell each other's products and services.
Materiality and Projections	The Company is unable to forecast the potential revenue from this agreement or its financial materiality. The Company however considers this to be a strategically important agreement offering an additional revenue stream and validating the market opportunity and Family Zone's product and approach.

About JB HiFi Solutions

JB Hi-Fi Solutions provides thousands of small, medium and enterprise businesses across Australia and New Zealand with an extensive range of products, ongoing maintenance services, and professional advice. As one of the oldest and largest single-source suppliers to organisations across Australia and New Zealand, the group works with the world's most respected brands to offer advanced and complete technological solutions.

Today, more than ever before, the rapid adoption of mobile and cloud-based technologies is causing a digital disruption and the rapid rise of the digital economy. JB Hi-Fi Solutions guides its clients, helping them through these challenges and educating them on what's possible, providing access to solutions that help them meet their business objectives. To deliver on this belief, JB Hi-Fi Solutions partners with strategic vendors and targets specific market segments to design and deliver simplified and secure connected workplace solutions that its customers can trust.

Technology Verticals

- Connectivity
- Security
- Cloud
- End User Compute
- Audio Visual
- Mobility

Key Market Segments

- Education
- Aged Care
- Retail
- Hospitality
- Government

About Family Zone

Family Zone is an ASX-listed technology company focused on cyber safety. Meeting a growing demand to keep kids safe online and manage digital lifestyles, Family Zone has developed a unique and innovative cloud-based solution which combines Australian innovation with leading global technology.

To learn more about the Family Zone platform and the Company please visit www.familyzone.com.

For more information, please contact:

Tim Levy
Managing Director
timl@familyzone.com
+61 413 563 333

Tim Allerton
City Public Relations
media@familyzone.com
+61 412 715 707

Tim Dohrmann
Investor Relations
tim@nwrcommunications.com.au
+61 468 420 846