



ASX Announcement

PERTH - 06 July 2017

FAMILY ZONE PARTNERS WITH AUSTRALIA'S LEADING EDUCATION TECH VENDOR - LEARNING WITH TECHNOLOGIES

- Family Zone signs distribution agreement with Learning With Technologies (**LWT**).
- LWT is one of Australia's largest tech vendors in education, selling over 60,000 devices each year and servicing around 4,000 schools.
- Under the agreement, LWT will pre-install Family Zone on devices sold to parents as part of school Bring Your Own Device (**BYOD**) programmes and bundle the costs of Family Zone into device pricing.
- The agreement extends Family Zone's partnerships with tech vendors in Australian education to four major and well respected players, demonstrating the market's embrace of the Family Zone ecosystem.

Family Zone Cyber Safety Ltd (ASX: FZO, **Family Zone** or the **Company**) is pleased to announce a partnership with Learning With Technologies (**LWT**), a major player in Australia's rapidly growing educational IT sector.

The partnership will see LWT pre-install Family Zone software on devices sold to parents under school mandates, with the option of activating the software presented to the parent at the time of order and access costs bundled into device pricing.

The parties plan to launch Family Zone as a bundled offering for schools which have agreed to mandate the software's use, and an optional offering for others, in Term 4 2017 in readiness for the 2018 intake year.

Family Zone Managing Director, Tim Levy, said:

"Australian schools are rapidly embracing Family Zone's compelling ecosystem approach to cyber safety. We're delighted to strengthen the support we bring to our growing school footprint through this new partnership with LWT."



“LWT are a major player in Australian education IT. The group’s nationwide and comprehensive suite of services will allow Family Zone to provide an exceptional delivery model for schools and the parents they serve.”

Ian Doherty, CEO of LWT, said:

“We have been supplying computer laptop programs to schools for several years, and it is clear to LWT that incorporating the offer of the Family Zone cyber security ecosystem will provide a new, expanded set of much-needed benefits to our customers.

“LWT’s partnership with Family Zone will supplement our existing bring-your-own-device (BYOD) offerings, and help to address parents and teachers’ growing concerns around managing students’ mobile devices that are proliferating in schools.”

Background - schools and personal devices

As education has moved online, the need for children to have personal devices has exploded.

Most senior schools and an increasing portion of primary schools, now have programmes within which children are provided a personal device to aid their education. These are called One to One programmes.

One to One devices are occasionally provided by the school, however in most instances schools are requiring parents to buy. Such programmes are known as “Bring Your Own Device”.

To support parents, many schools are forming partnerships with the vendors of IT equipment to ensure that:

- Devices supplied to or purchased by parents conform to the school’s configuration requirements; and
- Parents have convenient and affordable ways of purchasing and servicing such devices.

In Australia, a number of tech vendors provide such services to the educational sector, with many stretching their offering beyond the traditional supply of hardware and services into supporting schools with complete solutions encompassing security, storage, insurance, policy management, cyber safety and more.



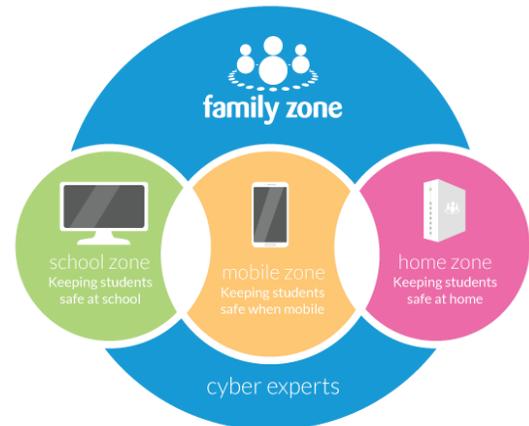
Family Zone - an opportunity for IT vendors to the education sector

Early in 2017, Family Zone announced the launch of the innovative Family Zone ecosystem, designed to support the schools of tomorrow.

The Company has strategically developed a suite of cybersecurity and cyber safety products which work together to create a cyber safe and savvy generation.

The Family Zone ecosystem offers schools a world first capability to:

- Extend duty to personal mobile devices;
- Obtain visibility into risks within the community;
- Leverage Family Zone's rapidly expanding cyber expert marketplace;
- Engage with students and parents within a single platform.



Sold to schools as the "School Community" offering it has received enormous interest with 20 of Australia's premier schools already signing on to mandate Family Zone within their school community.

Working with schools' technology partners is a natural extension of Family Zone's support for the education sector. Partnerships such as this and others previously announced will help schools to rapidly onboard parents and students into the Family Zone ecosystem.

About Learning With Technologies



Learning with Technologies (**LWT**) is one the largest education IT suppliers in Australia, selling 60,000 devices per year in education and with over 4,000 schools as customers.

LWT's services to the Australian education sector include:

- Managed BYOD and Parent Funding Solutions
 - Windows 10 Images and Deployment
 - Chromebooks and Chrome Management
 - Recycling and Technology Buyback
 - LWT BYOD Technicians
 - Wireless Solutions
 - Computer Rollouts
 - Audio Visual Installations
 - Notebook Insurance
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- Cyber Security in Education

To find out more, please visit www.lwt.com.au

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.

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