![firevault — disconnect to protect™]

Press Release – For Immediate Release

UK Cybersecurity Startup Launches the World's First Secured Offline Platform – Firevault – for IT Resellers, Unified Comms, and Managed Services Providers

London, Tuesday 9 September 2025. Firevault, a British cybersecurity start-up, has launched the **world's first secured offline platform – Firevault –**, giving IT resellers, UC providers, and managed services providers (MSPs) a category-defining opportunity: protect customers from cybercrime while unlocking new recurring revenues, higher margins, and long-term client retention.

Firevault was created after too many respected companies suffered avoidable breaches, fines, and reputational collapse.

"Too many good businesses are being dragged under by breaches they could have avoided," said Mark Fermor, Co-Founder. "Firevault gives directors and operators certainty and control. If it's offline and disconnected, it can't be scanned, stolen, or ransomed."

"For the channel, Firevault is designed as an enabler," added David Bailey, Co-Founder. "Partners can adopt it internally, resell it externally, and build services around it. That means more value to clients and more commercial opportunity to the channel."

The costs and implications Firevault is designed to defeat

United Kingdom

- Average breach cost: £3.29 million (IBM, 2025).
- ICO fines: up to £17.5m or 4% of revenue, plus up to £500k personal fines for directors.

United States

- Average breach cost: $10.22 million (IBM, 2025).
- SEC rules: breaches must be disclosed within 4 business days, with personal liability for CISOs and directors.

Middle East

- Average breach cost: approx. SAR 27 million (IBM, 2025).
- Saudi Arabia: fines up to SAR 5m, imprisonment for unlawful disclosure.
- UAE: penalties up to AED 5m; ADGM can impose fines up to USD 28m.

Bottom line: Firevault removes the exposure point. By disconnecting crown-jewel data, it eliminates the financial losses, compliance risks, and personal consequences that channel partners' customers face.

Firevault platform solutions

- **Vault** — A secured offline digital vault for directors, shareholders, HNWIs, and professionals. Protects board papers, contracts, financial records, identity documents, investments, IP, and archives. Identity-locked to one verified owner.

Available in 2TB, 4TB, and 8TB models from £360/month. Includes Backup Vault and Vault Buddy for continuity.

- **Storage** — A scalable secured offline data storage system delivered through the Firevault platform for enterprises and industries. Keeps crown-jewel, commercial, and customer data disconnected and unreachable. Acts as the "0" in the 3-2-1-0 model, delivering risk reduction and 30%+ OPEX savings compared with connected systems.

- **Platform (FV-PaaS)** — An offline-first platform with nine offline modules. Enables governments, enterprises, and critical infrastructure operators to deploy sovereign-grade resilience across multiple sites and geographies.

Why it matters for IT resellers and service providers

- **Recurring revenue**: Firevault's subscription model makes it simple to bundle into managed service contracts.

- **Margin opportunity**: Partners can wrap services, consultancy, and compliance support around Firevault, boosting profitability.

- **Differentiation**: Fills the offline gap in the 3-2-1-0 model, offering something competitors cannot.

- **Service expansion**: Integrates with existing security, compliance, and resilience offerings.

- **Customer retention**: Builds long-term trust by giving clients evidence of protection, not just monitoring dashboards.

What actions resellers and enablers should take

1. **Register interest** — Contact Firevault to discuss partnership opportunities and request a channel pack.

2. **Book a demo** — Experience how Firevault works and see how it can be positioned in your existing portfolio.

3. **Join the partner programme** — Gain access to margin models, service frameworks, sales enablement tools, and technical training.

4. **Start offering Firevault** — Position it as the offline assurance layer clients are demanding, and use it to drive new recurring revenue streams.

Upcoming events

- Connected Britain 2025 (London, September) – Live demos.

- International Cyber Expo 2025 (London, September) – Global showcase.

About Firevault

Firevault is a British cybersecurity company and creator of the **world's first secured offline platform**. Its architecture is built on three principles: Controlled Connectivity, Secured Data Access, and Secured Offline Data.

Not cloud. Not HSM. Not SaaS. Firevault is offline by design. Its platform includes Vault, Storage, and FV-PaaS, providing certainty that critical data is disconnected and protected.

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