

The Trellix logo is displayed in a white, bold, sans-serif font. The background of the slide features a blue-to-green gradient with a cityscape at night and a network of glowing lines. On the left side, there is a vertical dashed line.

Trellix

APJ Partner Summit

Opening Session

Neville Vincent

10th July, 2024

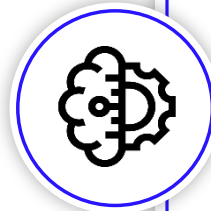
Introduction

Senior Vice President APJ

Neville Vincent



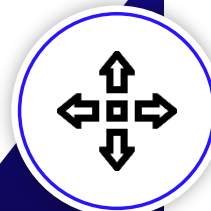
Agenda



Cyber Landscape



Better Together



The Trellix Journey

Trellix Cyber Report - June 2024



Mind of CISO: Security Operations Top Challenges

- Too many different sources of information
- Changing legal landscape
- Growing attack surface
- A shortage of skilled staff
- A lack of buy-in and use from other parts of the company

81%

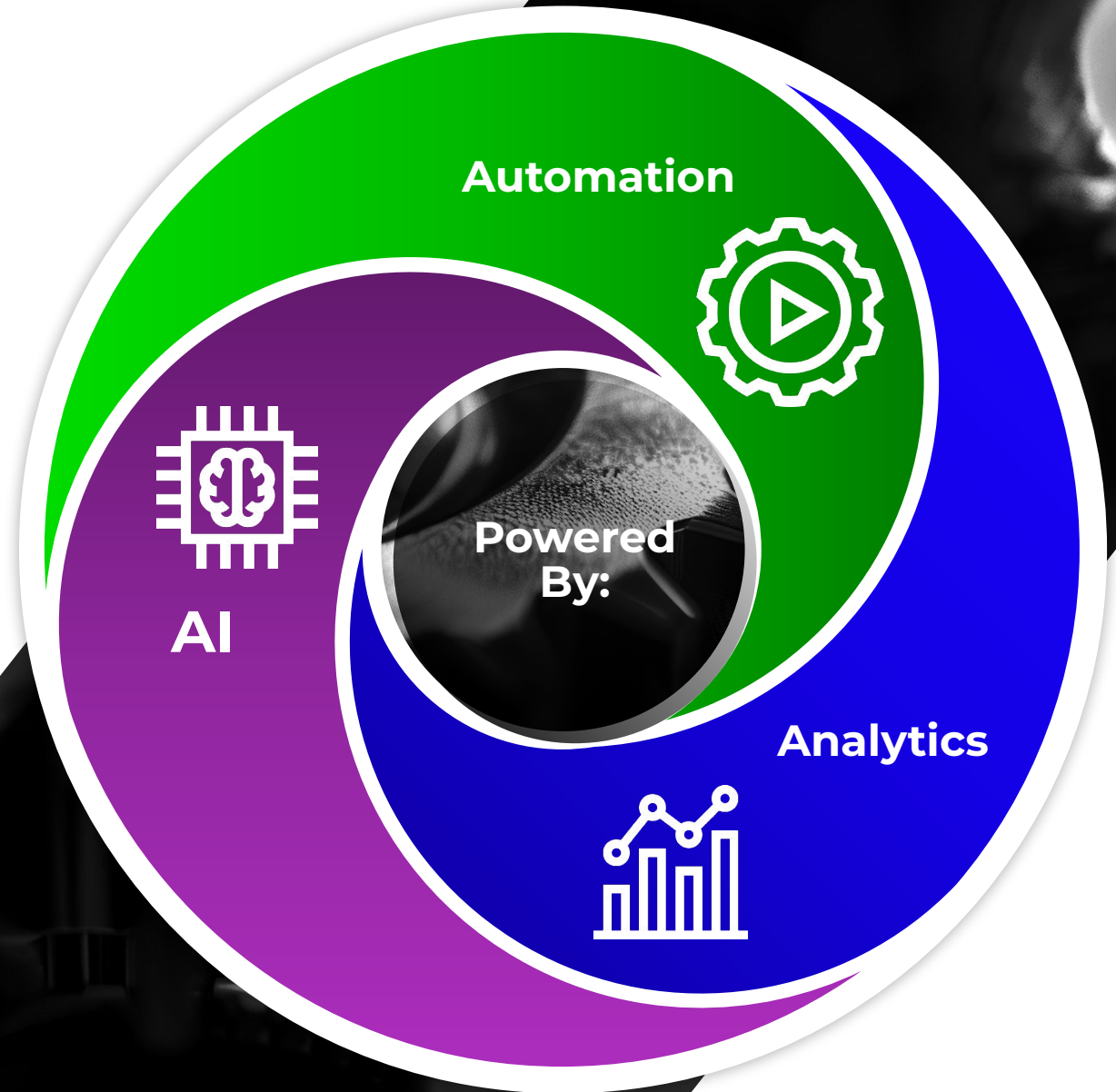
of CISOs say the right technology would reduce their overtime

96%

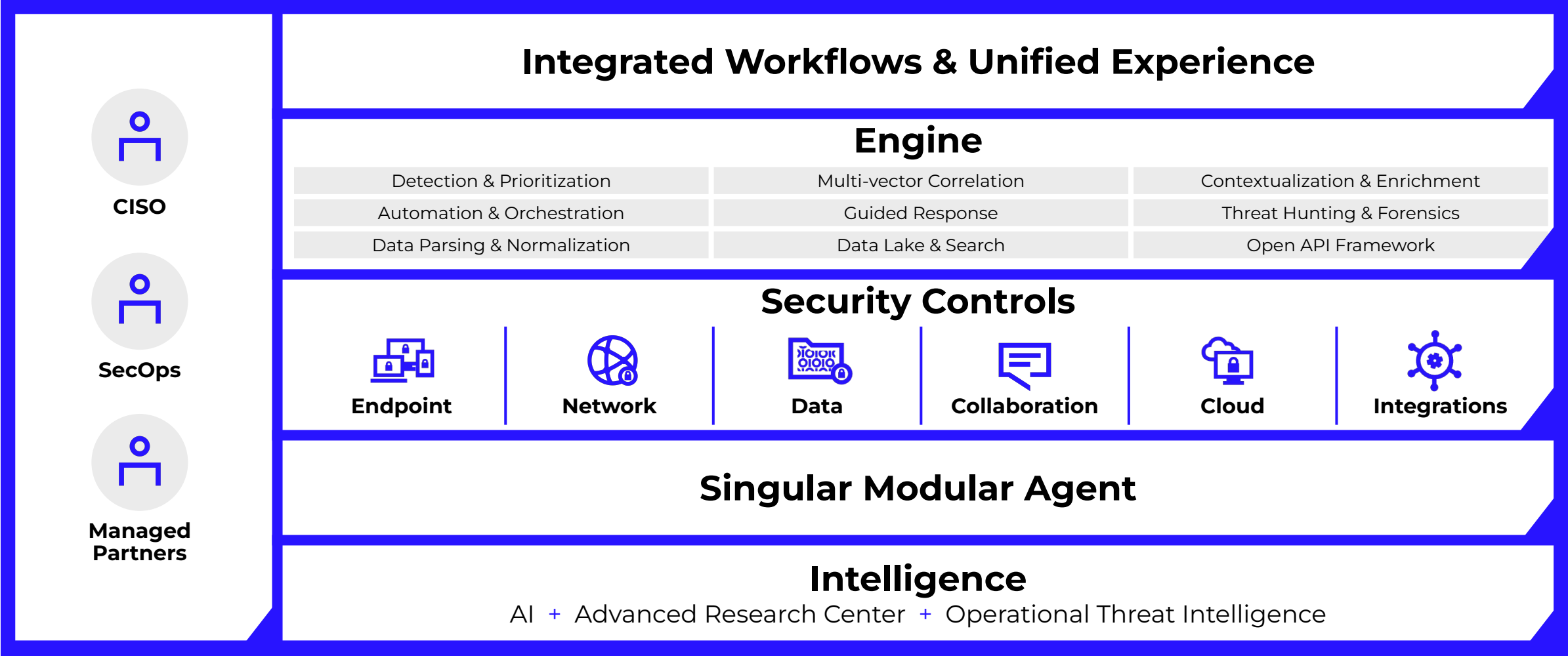
of CISOs say they need better solutions for their organizations to be cyber resilient

Better together

Security Needs a POV & a Platform



AI Powered Trellix Platform



Trellix and our Partner Ecosystem

Better together

Broadest Native Controls

35+ capabilities
replaces 6+ controls

**Trellix Platform story
(Land and expand)**

3X More Integrations

490+ across 230+ vendors

**Cross-sell your
cyber stack**

Increase share of Wallet

We increase the partner
average share of wallet by 3x

Profitability

We meet you where you are, and partner with you to secure our customers

The Trellix Journey

From Busker to Jazz

**Building an
Organization
for Today's
World**

**Dominance in
the Private
Cloud**

**Innovation in
SaaS**

The Next Generation of Cyber Security Company



Trellix