



SONICWALL OVERVIEW

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Channel Account Manager

COMPANY OVERVIEW

Boundless Cybersecurity for the Hyper-Distributed Era

FOUNDED 1991

HEADQUARTERS Milpitas, California

EMPLOYEES 1,600+

WWW.SONICWALL.COM



Global Footprint

500,000+ customers in 215 countries and territories



Industry Veteran

Trusted 30-year veteran of the cybersecurity industry



End-to-End Portfolio

Comprehensive cybersecurity product and service platform



Global Threat Intelligence Network

Hundreds of terabytes, artifact threat data



100% Channel

17,000+ global channel partners



Cybersecurity Innovation

More than 300 innovative patents granted, including RTDMI™



THREAT LANDSCAPE

A CYBER WAR OF REVENUE

CYBERSECURITY

1X

2021 Market Value **\$160 Billion**

Averaged as **11% CAGR**

2025 Estimate **\$250 Billion**



CYBERCRIME

40X

2021 Market Value **\$5 Trillion**

Averaged at **15% CAGR**

2025 Estimate **\$10 Trillion**

Driver: Responsibility, duty

Focus: Stretched, multiple responsibilities

Overhead: Reactive, manual tasks (or log/alert fatigue)

Effort: Individuals; limited skills and resources

Driver: Earnings, greed

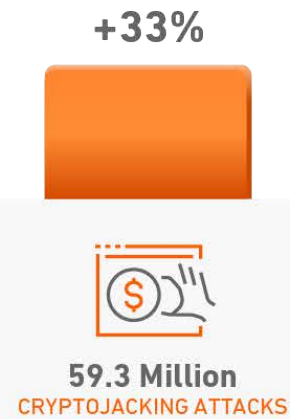
Focus: Likely to be very focused on the task

Overhead: Automation, scaled and efficient

Effort: High volumes, millions of sources

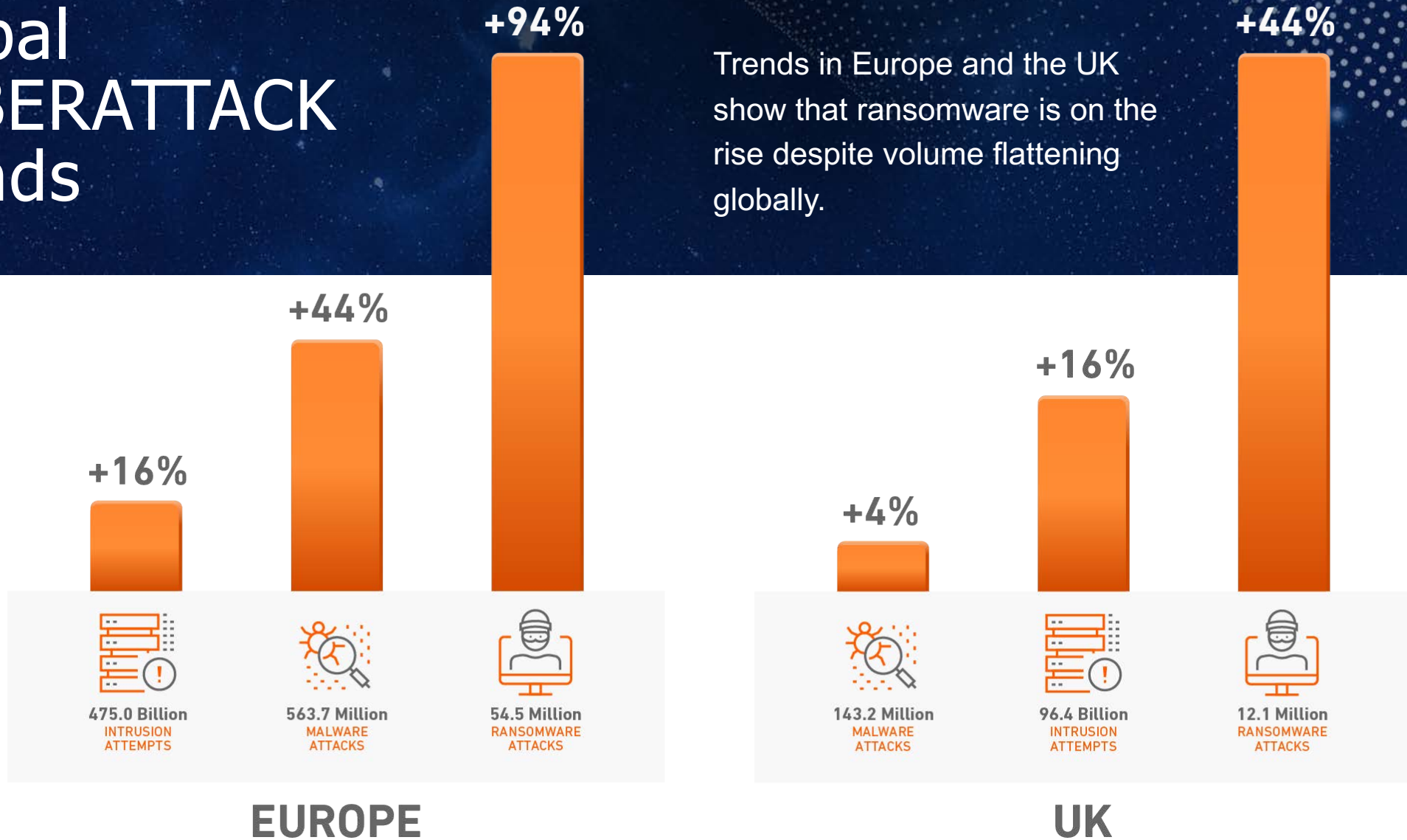
2022 global CYBERATTACK trends

SonicWall Capture Labs continues to track the most damaging cyberattack trends that impact businesses, organizations and government agencies worldwide.



January 2022 – May 2022

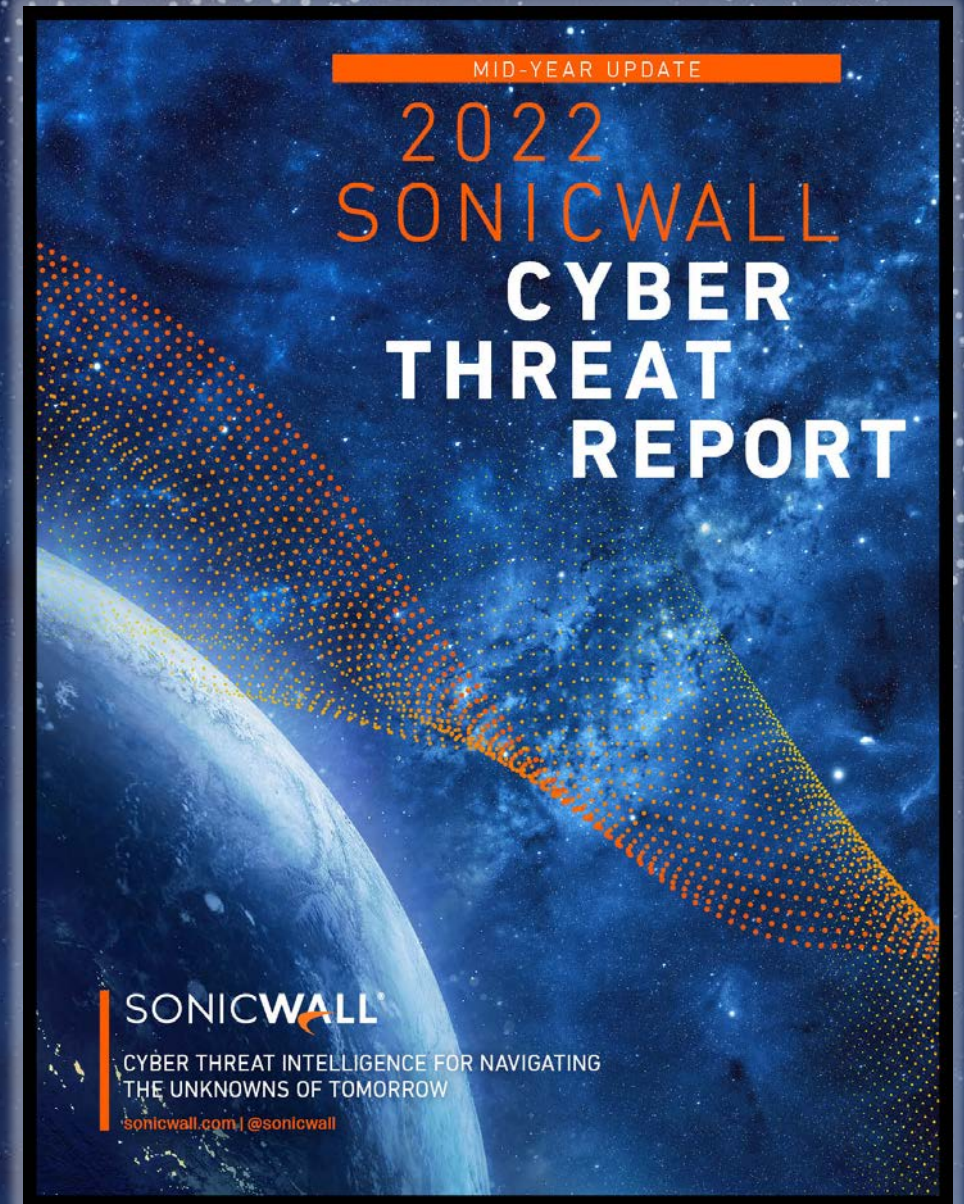
2022 global CYBERATTACK trends



GET THE LATEST CYBER INTELLIGENCE

Download the mid-year update to the **2022 SonicWall Cyber Threat Report** to get exclusive and actionable cyber threat intelligence designed to help organizations navigate the unknowns of tomorrow.

[DOWNLOAD REPORT](#)



THE REALITY

Risk escalates with the explosion of exposure points and remote/mobile work

Cost becomes prohibitive and the **shortage** of trained personnel becomes more acute

Constrained resources can't keep up



SONICWALL® PRODUCT PLATFORM



THREAT VECTORS CONSTANTLY EVOLVING

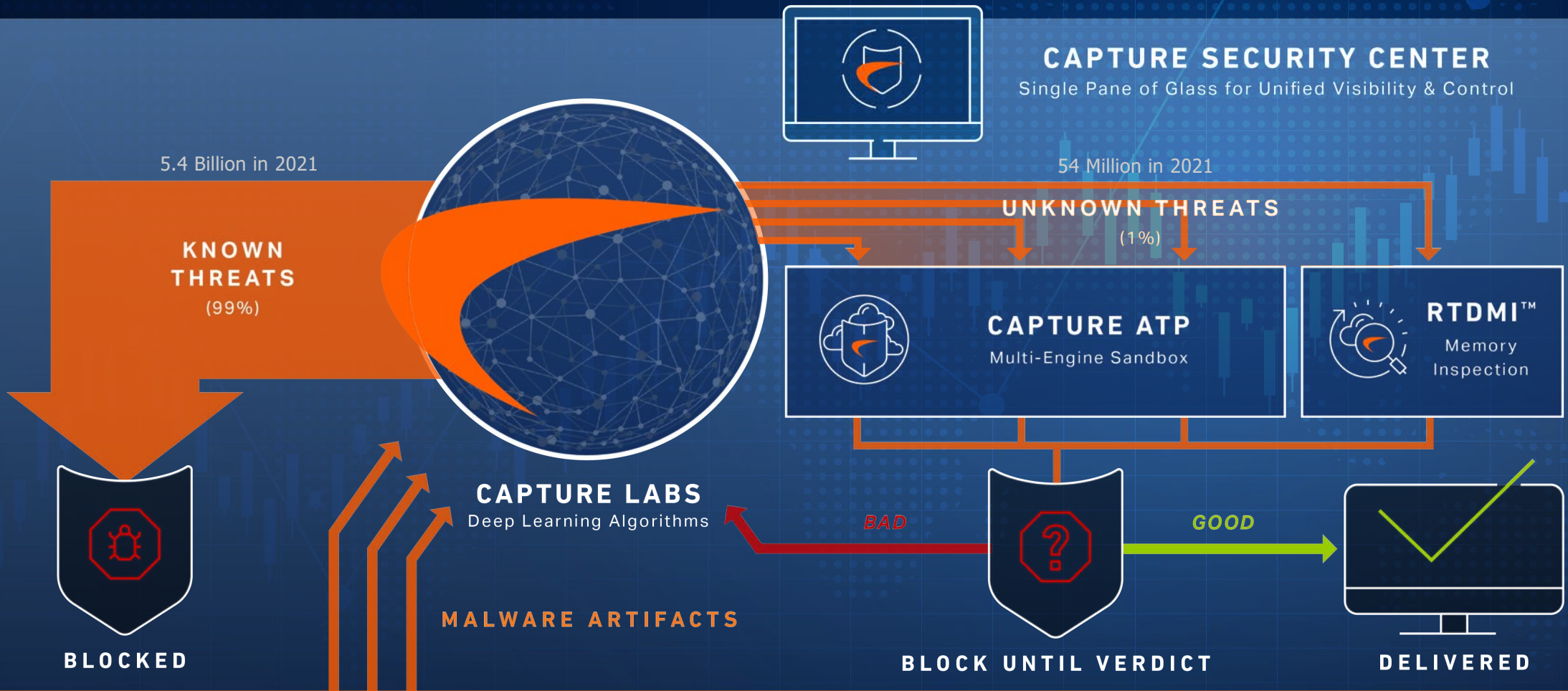


INCREASING THREATS TO BUSINESSES



SONICWALL® BOUNDLESS CYBERSECURITY

Real-Time Deep Memory Inspection to Identify and Process Known and Unknown Threats



MULTI-LAYER PROTECTION | Seamless Coverage Across All Attack Surfaces

'PERFECT' THREAT DEFENSE
5 QUARTERS IN A ROW

Capture ATP + RTDMI™

SonicWall Capture ATP with patented Real-Time Deep Memory Inspection™ faced 160 total days of rigorous testing by ICSA Labs during five straight certifications in 2021 and 2022.

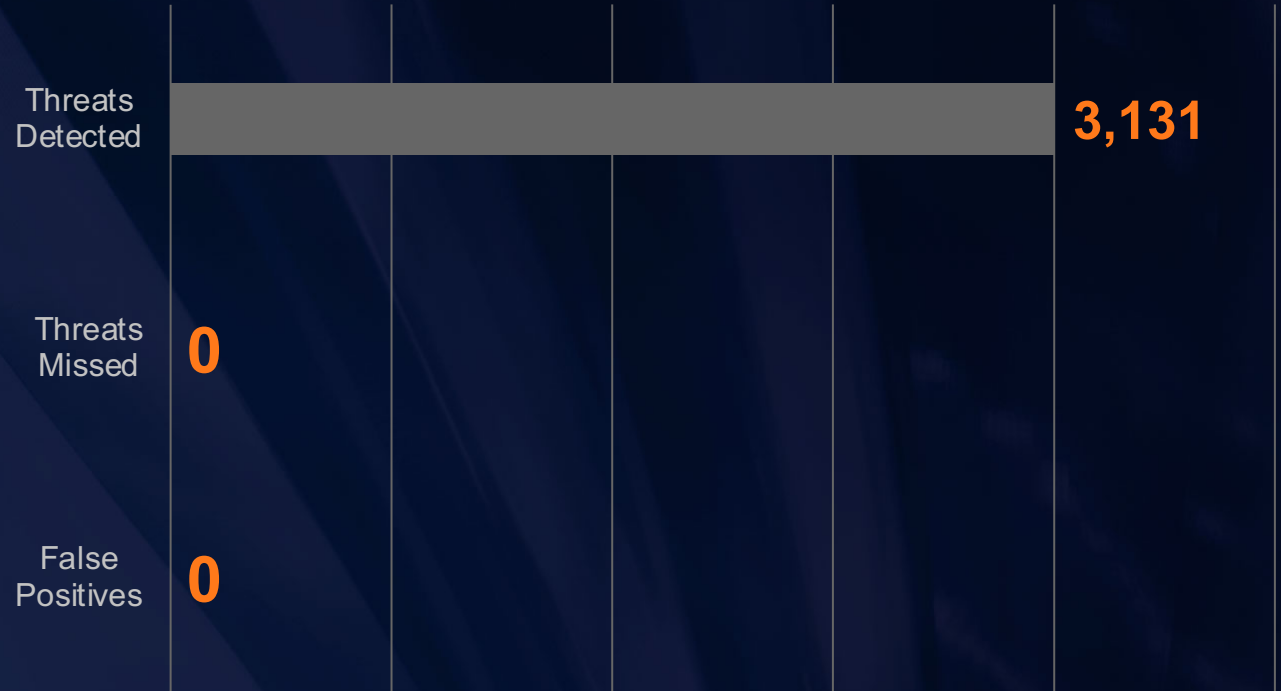
The results? **Five 'perfect' scores in a row.**

COMPOSITE RESULTS

- 160 Days of Testing
- 6,719 Total Tests
- 3,131 New & Little-Known Samples
- 3,588 Innocuous Applications

2021-22 OVERVIEW

- *Only Vendor Ever with Five Straight 'Perfect' Scores*
- 100% Detection of Unknown Threats
- Zero False Positives
- Nine Consecutive ICSA Labs ATD Certifications



Capture ATP detected 3,131 of 3,131 new and unknown malicious samples during 160 total days of ICSA laboratory testing in 2021 and 2022. SonicWall is the only vendor in ICSA Labs ATD certification history to receive five consecutive perfect scores.



What about the Cloud?

- Cloud security is a responsibility that is shared between the cloud provider and the customer.
- The Cloud provider has no responsibility for your data in most cases

SonicWall can help Secure your cloud environment

- Fully featured Next Gen Firewalls which can be deployed in Azure, AWS etc. – same level of protection as our on prem firewalls
- Cloud Application Security- Securing your O365 environment – including sharepoint, email and one drive

BREATHE TECHNOLOGY AND SONICWALL

20 Years of Collaboration



Gold Accredited Partner

- Must hold required technical certifications (renewed every 2 years)
- Must meet annual revenue goals
- Must meet annual learning criteria
- Joint business planning



Industry Veteran

Trusted 20-year veteran of the SonicWall Community



Technical Excellence

- One of the lowest support case to customer base ratios in the UK
- Knowledgeable Support desk
- Safe pair of hands

Thank you



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(live chat available)



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