

PORTNOX

Cloud-Native Network & Endpoint Security Essentials

January 2022

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portnox™

About Portnox



Founded in 2007



50+ employees



Nearly 1,000 customers

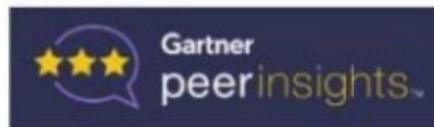


Offices in US, UK & Israel



VC-backed

TRUSTED



Portnox Ratings Overview

4.7 ★★★★★ 35 Reviews (All Time)

Rating Distribution



Distribution based on 35 ratings

RECOGNIZED

"Portnox is a pure-play NAC vendor...that delivers off-premises risk monitoring of all endpoints to manage the health of corporate and personal assets, including IoT, BYOD and other mobile devices."

Gartner

"Portnox brings automated, adaptive control to NAC, and enhances customer visibility into network activity."

451 Research

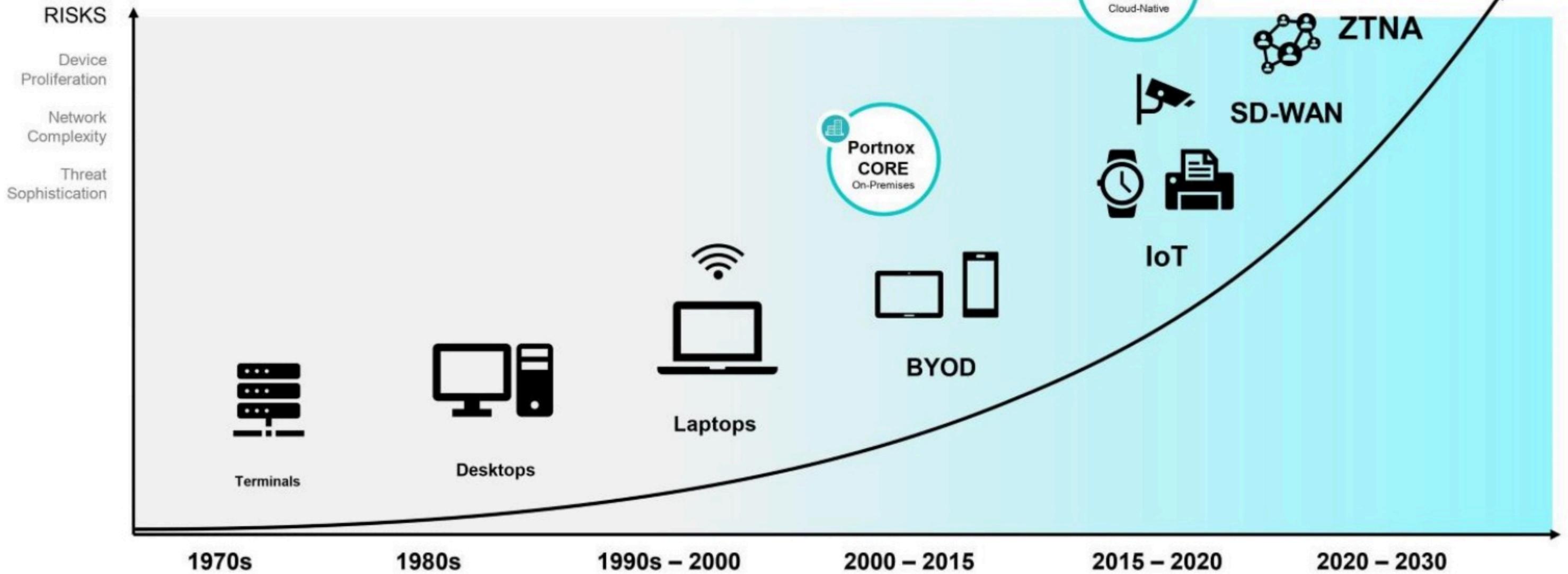
"Portnox's competitive edge is simplicity."

FROST
&
SULLIVAN

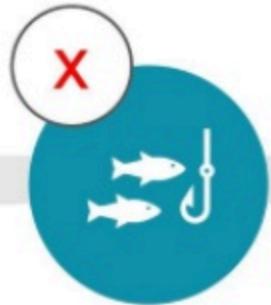
SECURE



Portnox's Natural Evolution



A Shift is Underway



Preventing attacks
is a **losing battle**



Detection means
damage assessment



Containment is the key
to **winning the war**

DID YOU KNOW?

197 Days

Avg. time required to
identify a data breach.¹

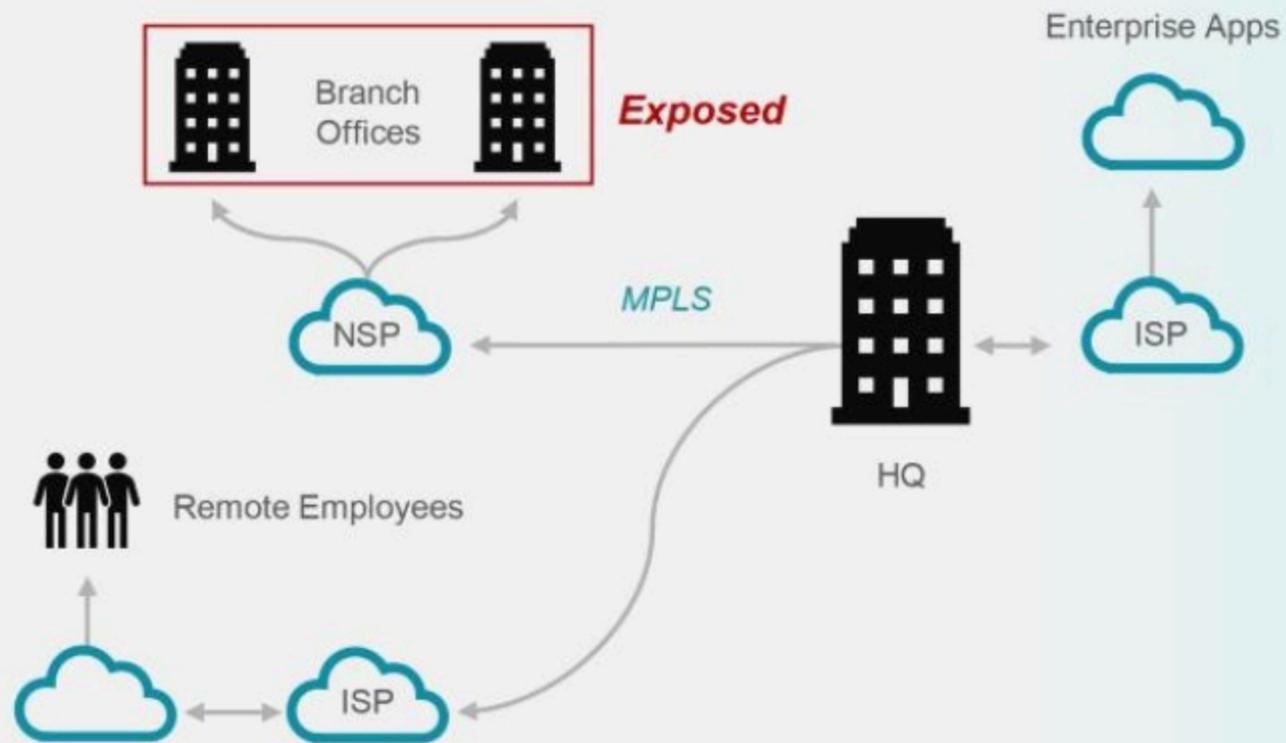
\$8.19M

Avg. cost of a data
breach in the US.²

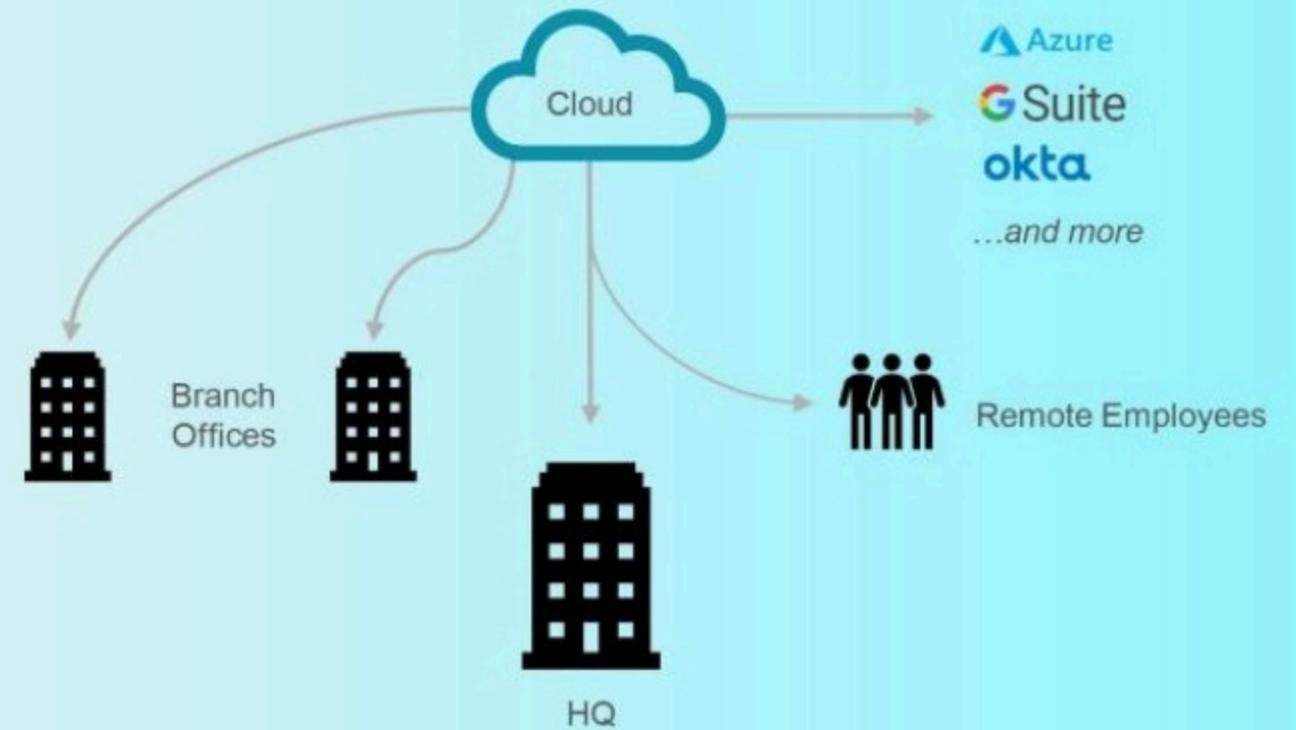
1 – Security Intelligence; 2 – Poneman Institute

Networking is Changing Quickly

YESTERDAY: MPLS & Exposed Branches



TODAY: SD-WAN & the Expanding Edge



The State of NAC Today



Vendor lock-in

Complex & frequent upgrades

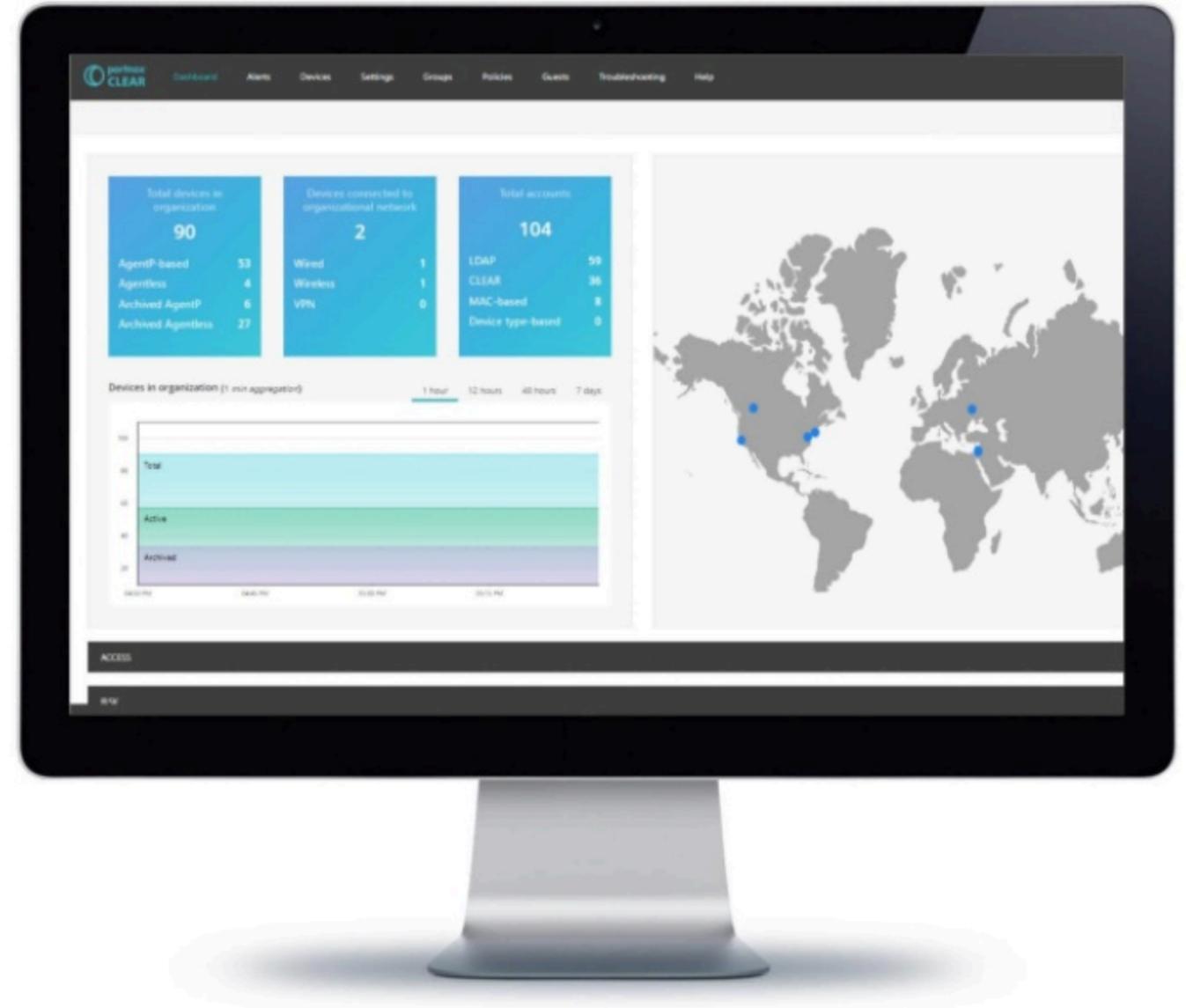
On-site/multiple appliances (physical/VM)

Network upgrades/compatibility

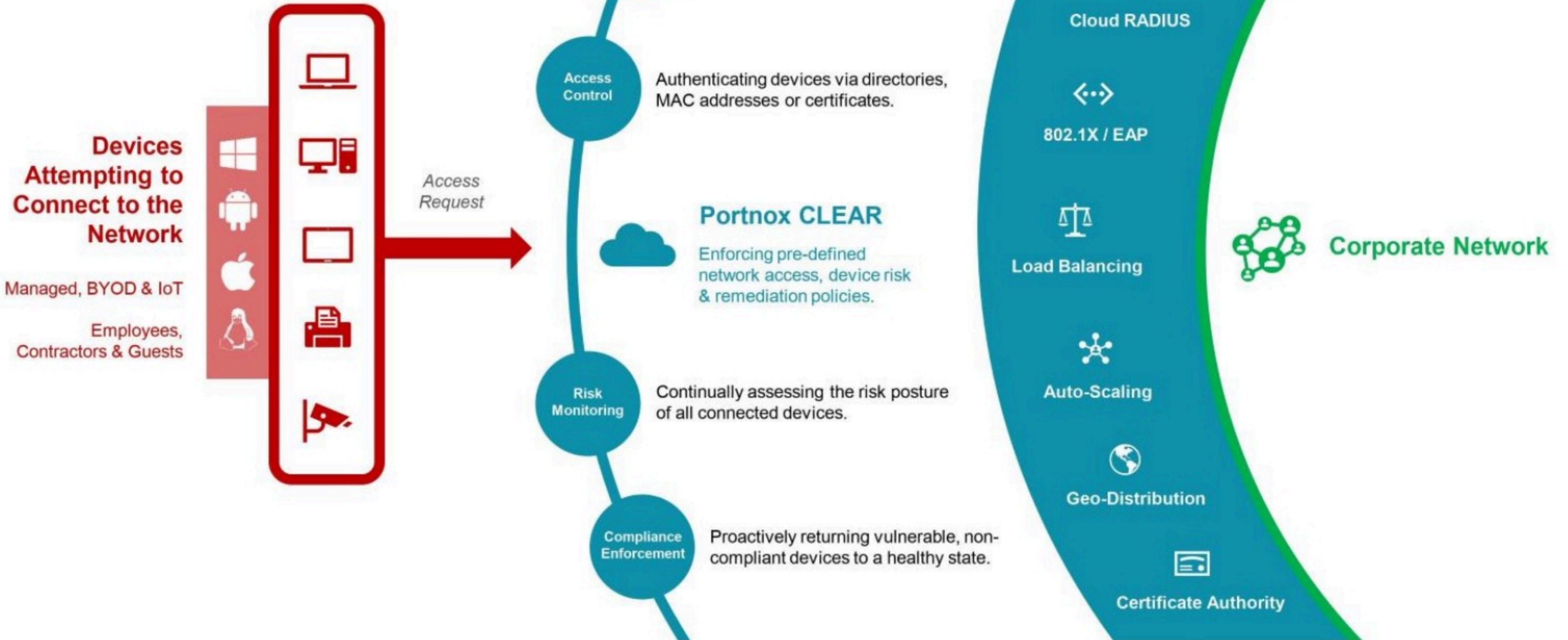
Heavy to deploy, many moving parts, consultants

Simpler with Portnox

- 1** Sign up online (30 seconds)
- 2** Connect network (3 minutes)
- 3** Configure policies (30 minutes)
- 4** Fully deploy (30 days)

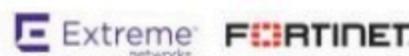


How it Works



The Competitive Landscape

Legacy NAC Vendors



PROFILE

- Perpetual licensing
- On-premises or "cloud-managed"
- Requires on-site hardware
- Customer sentiment neutral or negative
- Configuration complexities
- On-going maintenance
- Difficult to scale
- Vendor lock-in is rampant.

PORTNOX ADVANTAGES

- Cloud-native / SaaS = lightweight, easy-to-deploy & scale
- No hardware or maintenance required to operate
- Vendor agnostic = works with all networking hardware
- Stronger integrations with other popular SaaS products (MFA, SIEM)
- Existing legacy NAC customers are open to change
- Tailor-made for resource-constrained mid-market IT teams
- Can scale to meet the needs of large enterprises as well
- Cloud security products are gaining momentum

Ideal Customers



Distributed Organizations

Audience Make-up

Lean IT team
Thousands of devices
Compliance-driven

Methods of Engagement

Direct
Channel



Managed Service Providers

Audience Make-up

Manage IT for customers
50-2K devices per customer
Regional coverage

Methods of Engagement

Direct

Where We're Headed

1

Strengthen go-to-market positioning & messaging

2

Invest newly raised capital into Sales, Marketing & Customer Success

3

Accelerate demand generation engine

4

Enhance operational efficiencies across organization

5

Generate robust global sales pipeline – direct & channel

6

Improve current NAC product offering

7

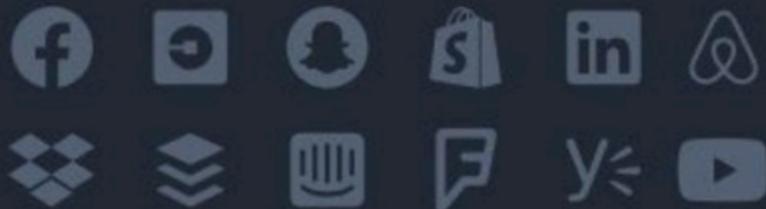
Extend product offering beyond NAC

ABOUT PORTNOX

Portnox offers cloud-native network and endpoint security essentials that enable agile, resource-constrained IT teams to proactively address today's most pressing security challenges: the rapid expansion of enterprise networks, the proliferation of connected device types, and the increased sophistication of cyberattacks. Hundreds of companies have leveraged Portnox's award-winning security products to enforce powerful network access, endpoint risk monitoring and remediation policies to strengthen their organizational security posture. By eliminating the need for any on-premises footprint common among traditional information security systems, Portnox allows companies - no matter their size, geo-distribution, or networking architecture - to deploy, scale, enforce and maintain these security policies with unprecedented ease.

www.portnox.com

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