



***Tech Data***<sup>®</sup>

*A TD SYNnex Company*

## Power Your **Potential** With Our Security Ecosystem

Discover cutting-edge cybersecurity vendors and solution selling opportunities in this guide, presented by **Tech Data**.



# Navigating the **Security Ecosystem**

We understand that the technology landscape is complex and constantly evolving. That's why we designed this playbook to serve as your go-to resource, enabling you to create value-driven, comprehensive solutions for your clients.

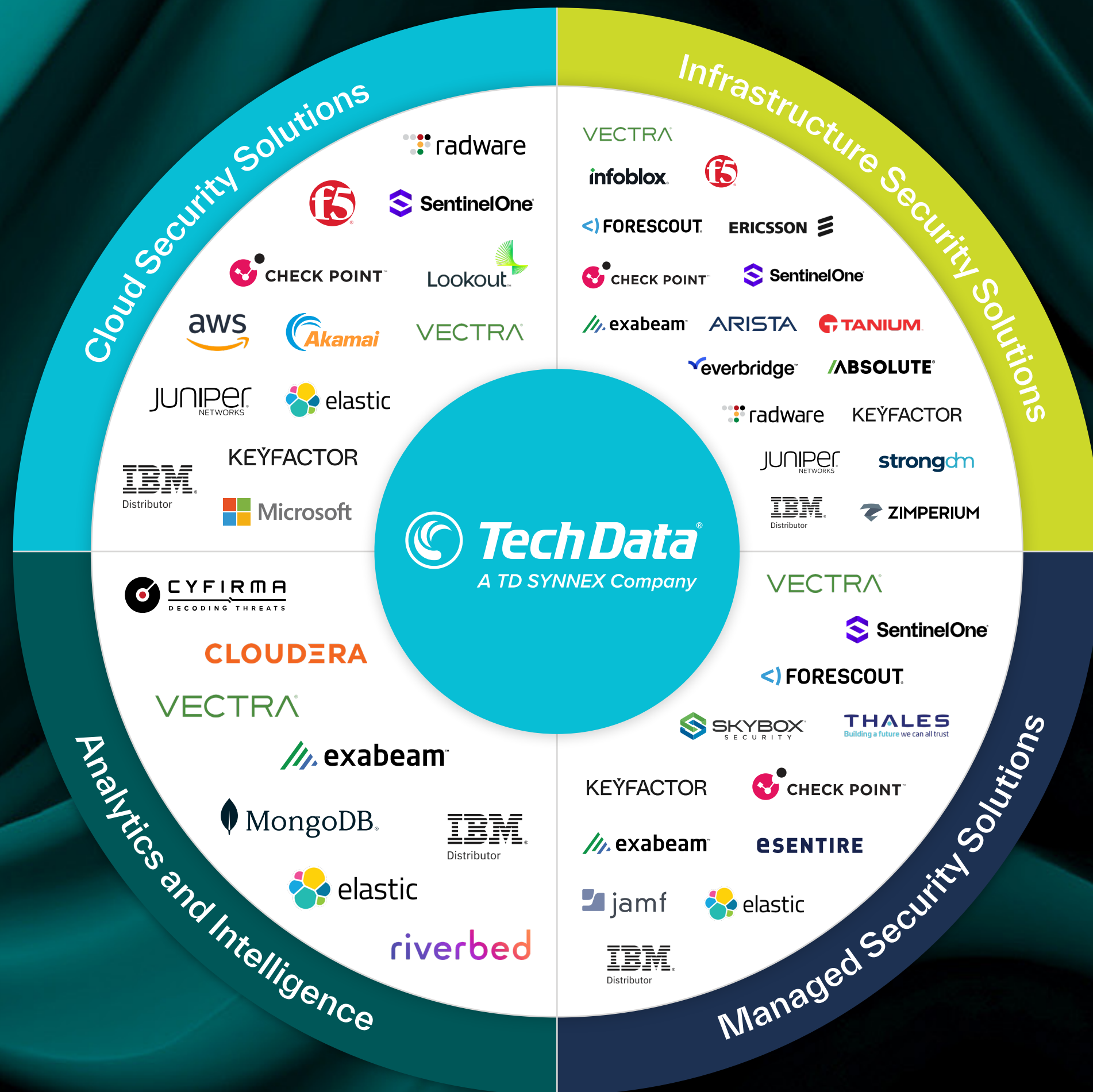
Inside, you will find profiles of our Security Vendor Ecosystem. We encourage you to use these profiles as a reference for future opportunities

Additionally, our Vendor Matrix, included in this playbook, simplifies identifying cross-selling opportunities and matching customer needs with the best solutions from our portfolio.

We hope this playbook, along with the vendor profiles and Vendor Matrix, helps you maximise value for your clients and drive your business success.

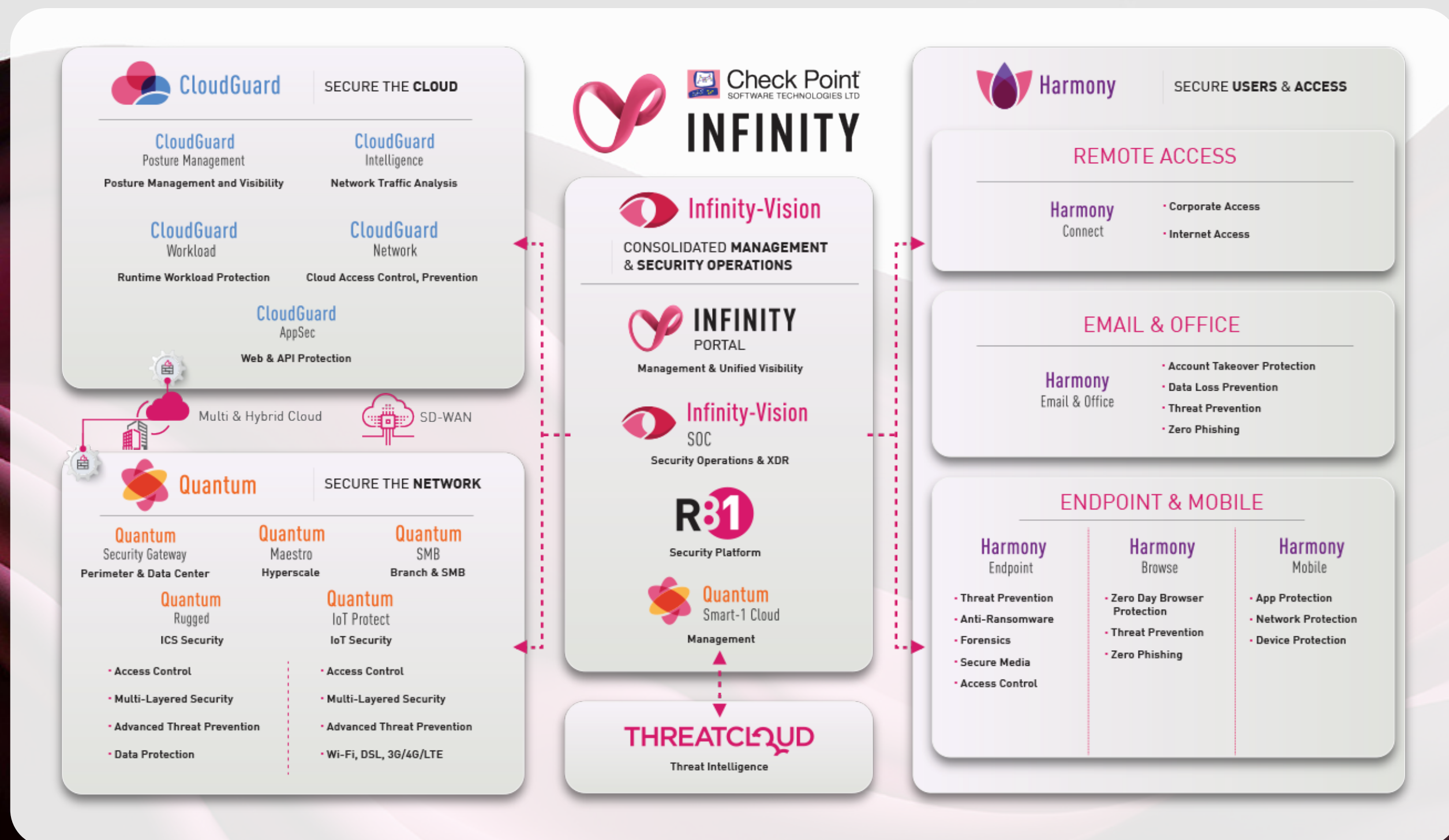


Our **Vendor Matrix** is a powerful tool that enables our partners to effortlessly identify similar solution-selling opportunities as showcased in the examples above, facilitating the creation of comprehensive, tailored solutions that maximise value for customers.



**Check Point** stands out as it continuously pushes the boundaries of innovation, remaining at the forefront of the cybersecurity industry by consistently delivering cutting-edge solutions and setting new standards for security excellence.

Check Point Infinity architecture delivers consolidated Gen V cyber security across networks, cloud, and mobile environments with Prevention-First Approach.



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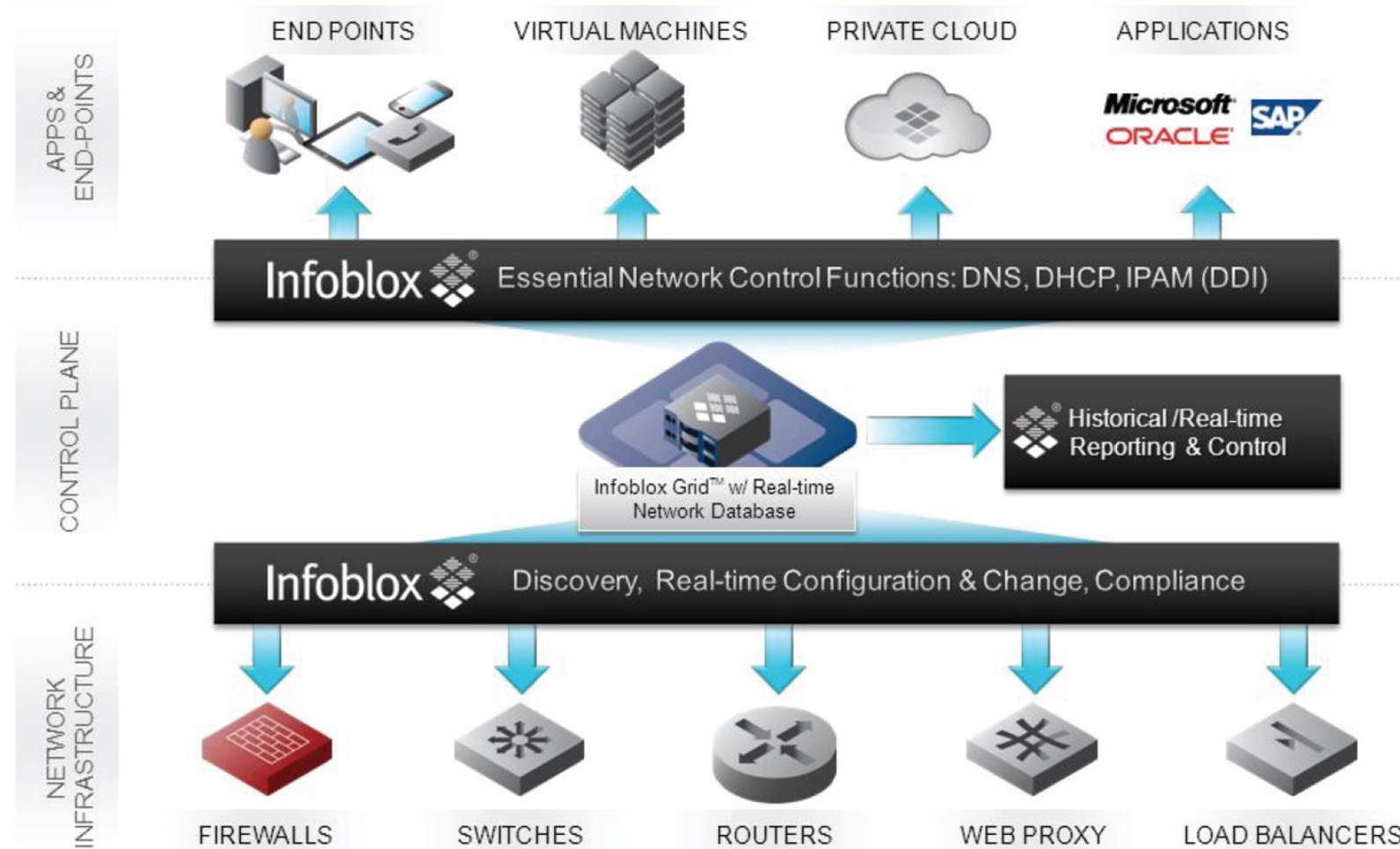


**Infoblox** distinguishes itself with its exceptional ability to streamline network management and enhance security, offering a holistic solution for a seamless and fortified network infrastructure.

Infoblox offers secure and automated network control with DNS security, DHCP and IPAM solutions, ensuring robust network protection, availability, and efficiency.

Infoblox is the leader in secure cloud-managed network services, bringing next level security, reliability, and automation to cloud and hybrid systems.

### What We Do: Innovative Technology for Network Control



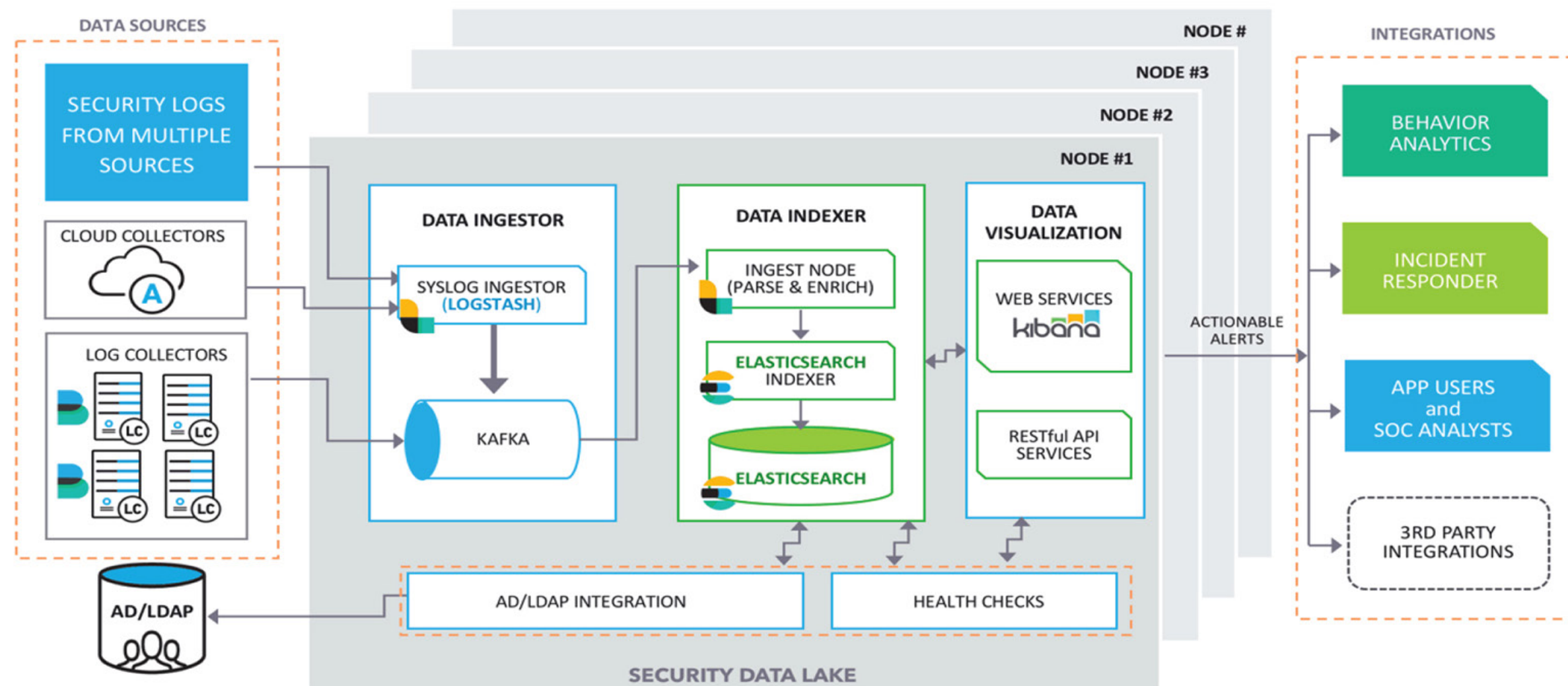
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**Exabeam** shines due to its remarkable capacity to handle vast volumes of data effectively and its ability to provide invaluable insights for enhanced security.

Exabeam help security operations and insider threat teams work smarter, allowing them to detect, investigate and respond to cyberattacks. Exabeam use behavioural analytics to detect attacks, and automate incident response, both on-premise or in the cloud.

Exabeam Cloud-native SIEM at hyperscale with fast, modern search and powerful correlation, reporting, dashboarding, and case management.



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**SentinelOne** distinguishes itself as an exceptional vendor through its cutting-edge approach to threat detection and response, providing unmatched security solutions.

SentinelOne's provides AI-powered prevention, detection, response, and threat hunting across user endpoints, containers, cloud workloads, and IoT devices.

SentinelOne Singularity™ XDR Platform encompasses AI-powered prevention, detection, response, and threat hunting across user endpoints, containers, cloud workloads, and IoT devices. Empowering modern enterprises to defend faster, at greater scale, and with higher accuracy across their entire attack surface.



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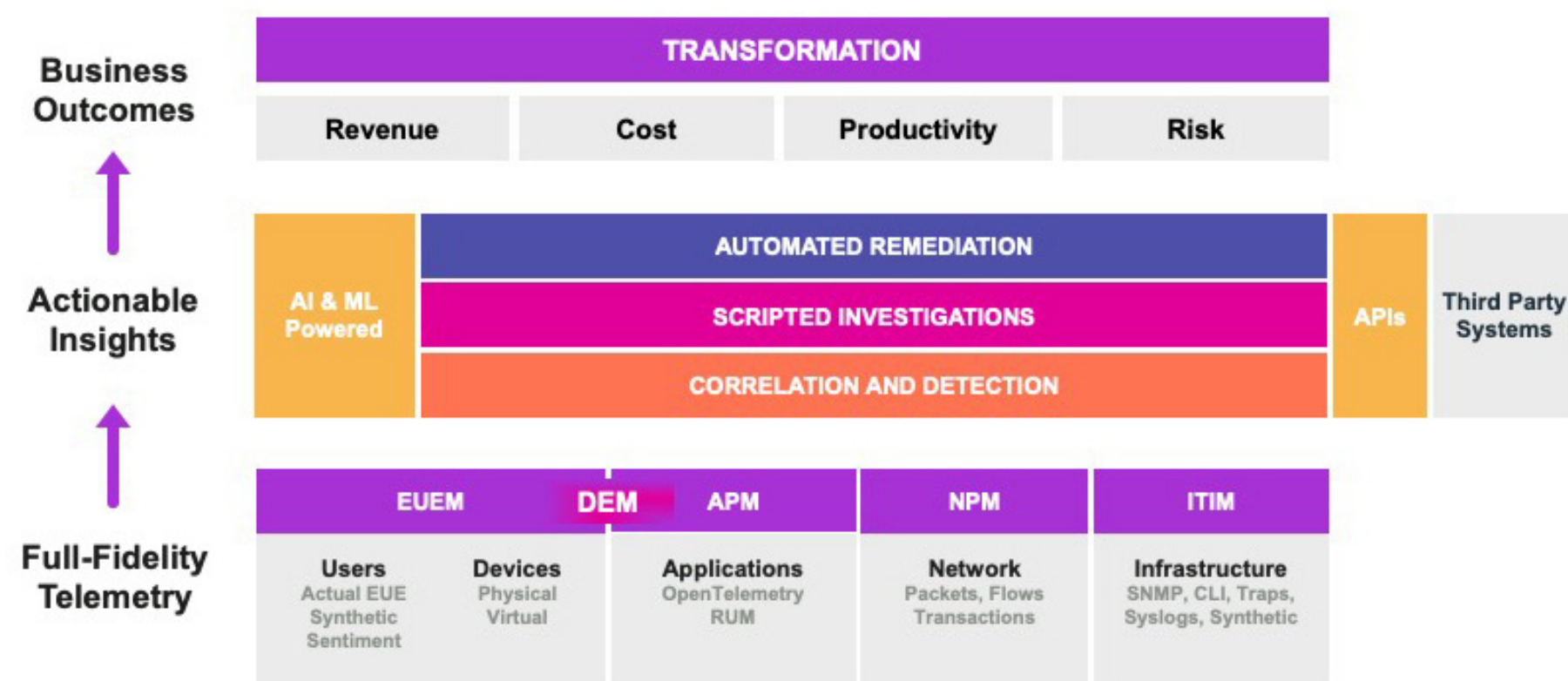
**Riverbed** excels in optimising network performance and enhancing end-to-end visibility, making it a top choice for businesses seeking seamless connectivity and enhanced user experiences.

Alluvio is a SaaS-based, open, and programmable solution that captures full-fidelity user experience, application, and network performance data on every transaction across the digital enterprise.

## ALLUVIO™ by riverbed

### Alluvio Unified Observability Portfolio Vision

Unify data, insights and actions for IT and the business

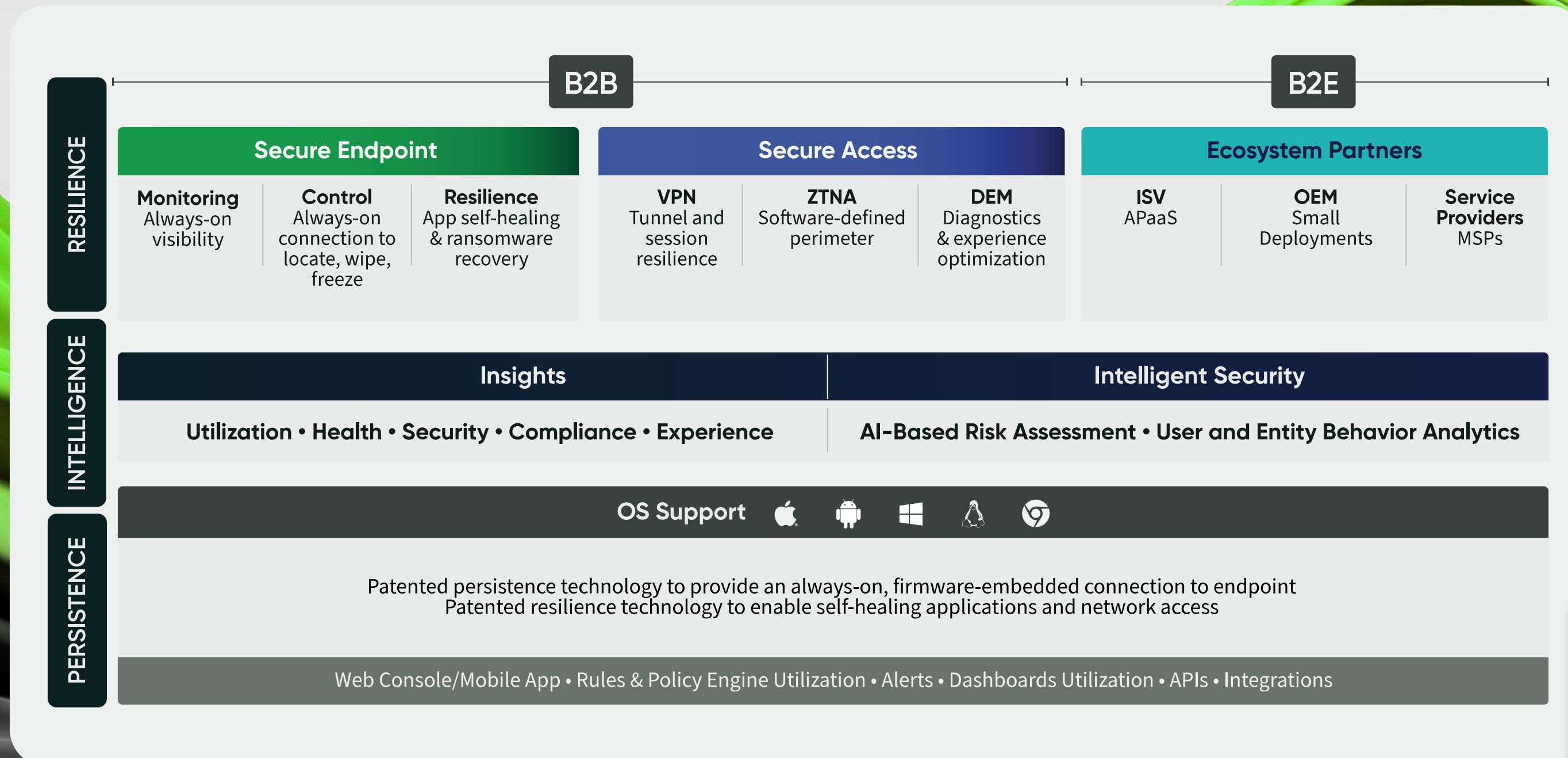


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**Absolute Software** distinguishes itself with its unrivalled persistence technology, providing organisations with the ultimate control and visibility over their endpoints, ensuring data security and compliance.

Absolute Software provides endpoint visibility, application persistence and control solutions, ensuring devices are always secure and compliant. Absolute Persistence® technology is already embedded in over 600 million devices because of Absolute's partnership with close to 30 international system manufacturers.



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**Skybox Security**, a leading security posture management platform, goes beyond traditional cybersecurity solutions. It empowers organisations to enhance their security efficacy by offering unparalleled visibility into their complex network infrastructures. By providing actionable insights, real-time threat intelligence, and automated risk assessment, Skybox not only strengthens security but also ensures continuous compliance with industry regulations and standards. Through its comprehensive risk reduction strategies, Skybox minimises vulnerabilities, safeguarding your network against potential cyberattacks, ultimately fortifying your cybersecurity posture.

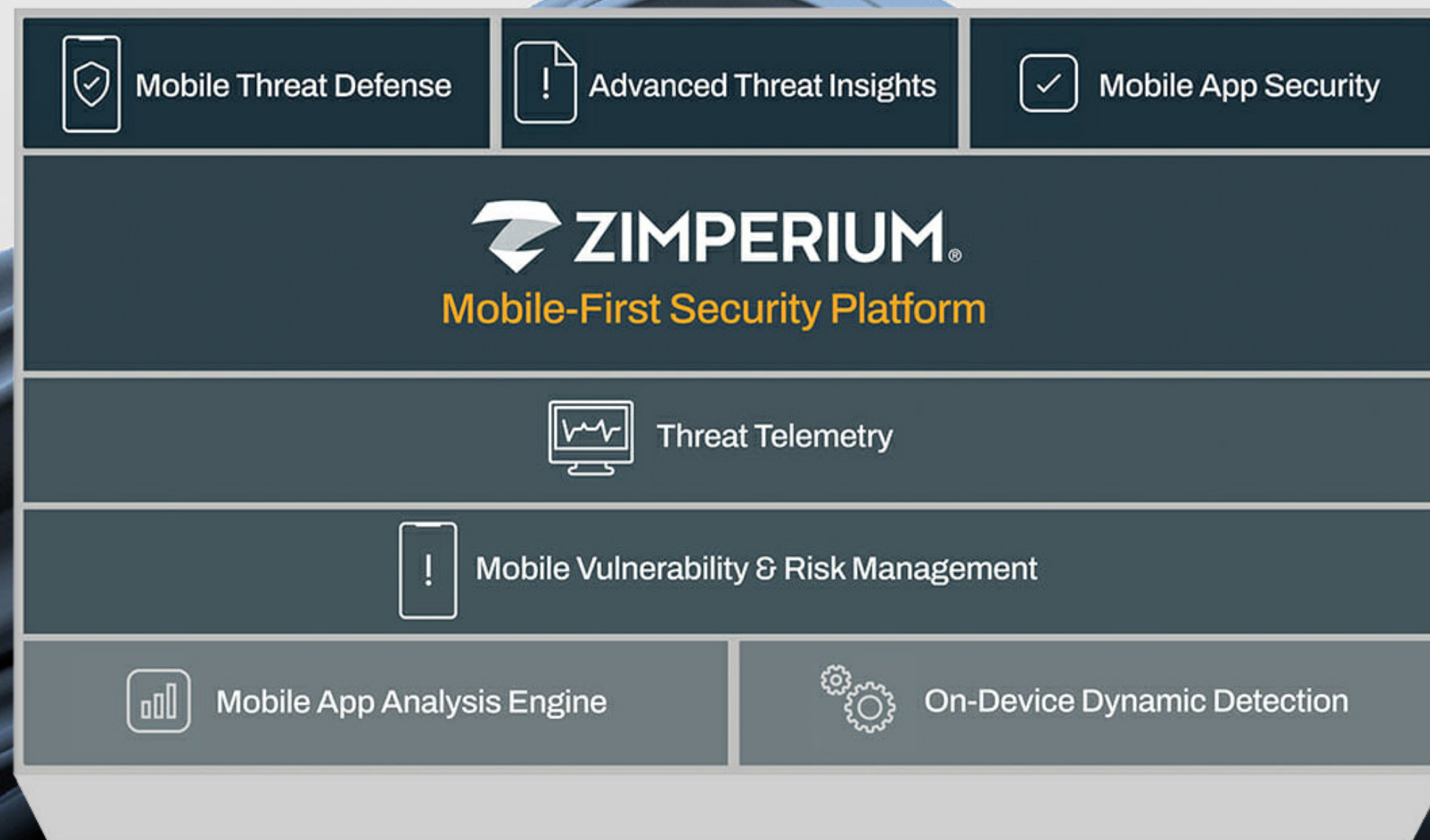


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Zimperium's Mobile-First Security Platform is a game-changer, seamlessly integrating Zimperium Mobile Threat Defence (MTD) and Mobile Application Protection Suite (MAPS), streamlining access to and control over their comprehensive mobile app and endpoint security solutions.

Zimperium works by providing advanced mobile security solutions that protect mobile devices and the data they hold from a wide range of cyber threats, including malware, network attacks, and device vulnerabilities.



Apps

Threat Intel

3rd Party Data



APIs

Fraud Engine

XDR

SOAR

EMM



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**Vectra AI** stands out because of its advanced threat detection and response capabilities, its ability to adapt to evolving threat landscapes, and its commitment to helping organisations bolster their cybersecurity defences in an increasingly complex digital world.

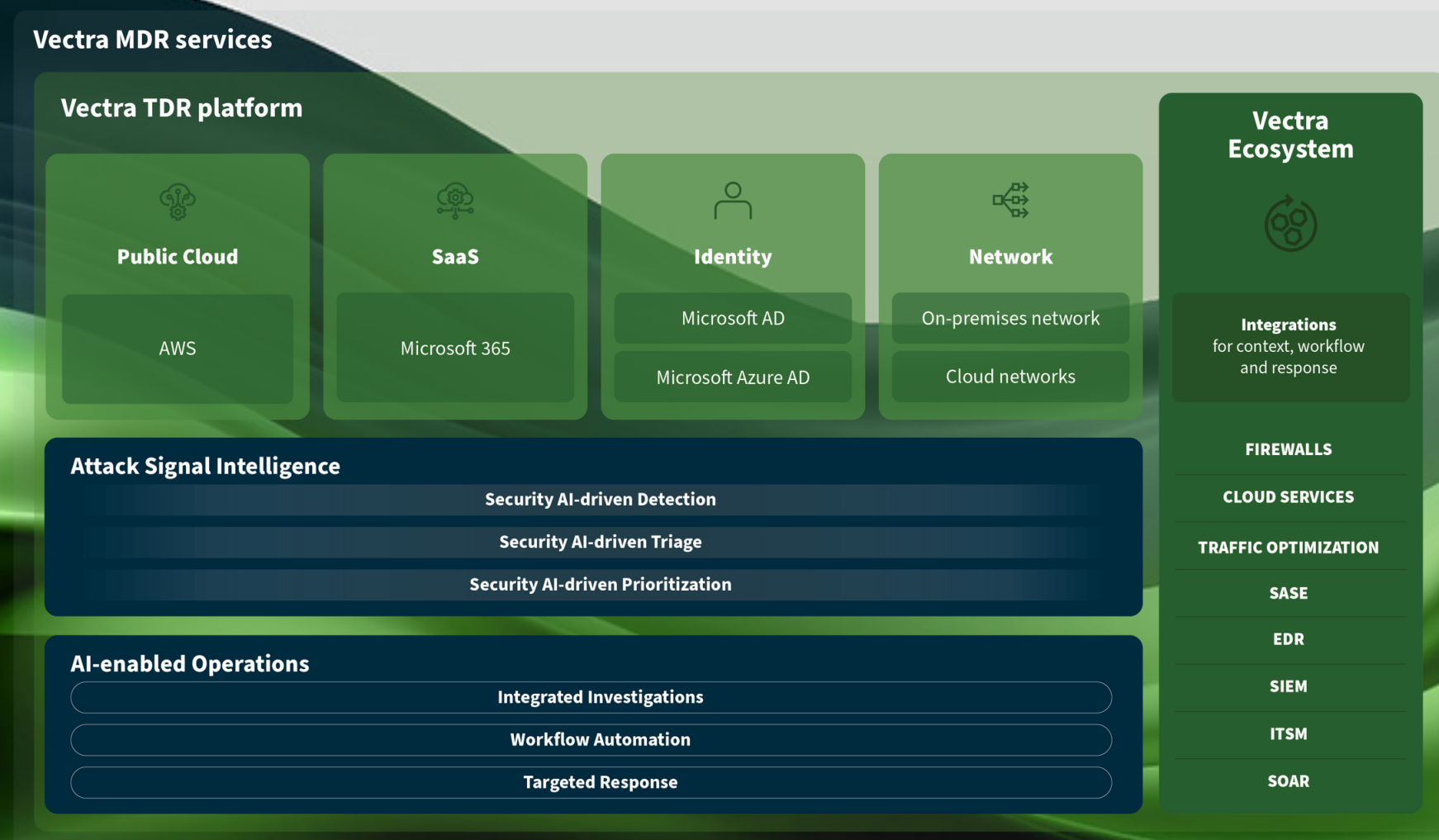
Vectra AI Platform delivers the integrated signal you need to find attacks no matter your pane of glass — Vectra AI, XDR, SIEM, SOAR, EDR.



The Vectra AI Platform delivers the integrated signal you need to find attacks no matter your pane of glass — Vectra AI, XDR, SIEM, SOAR, EDR.



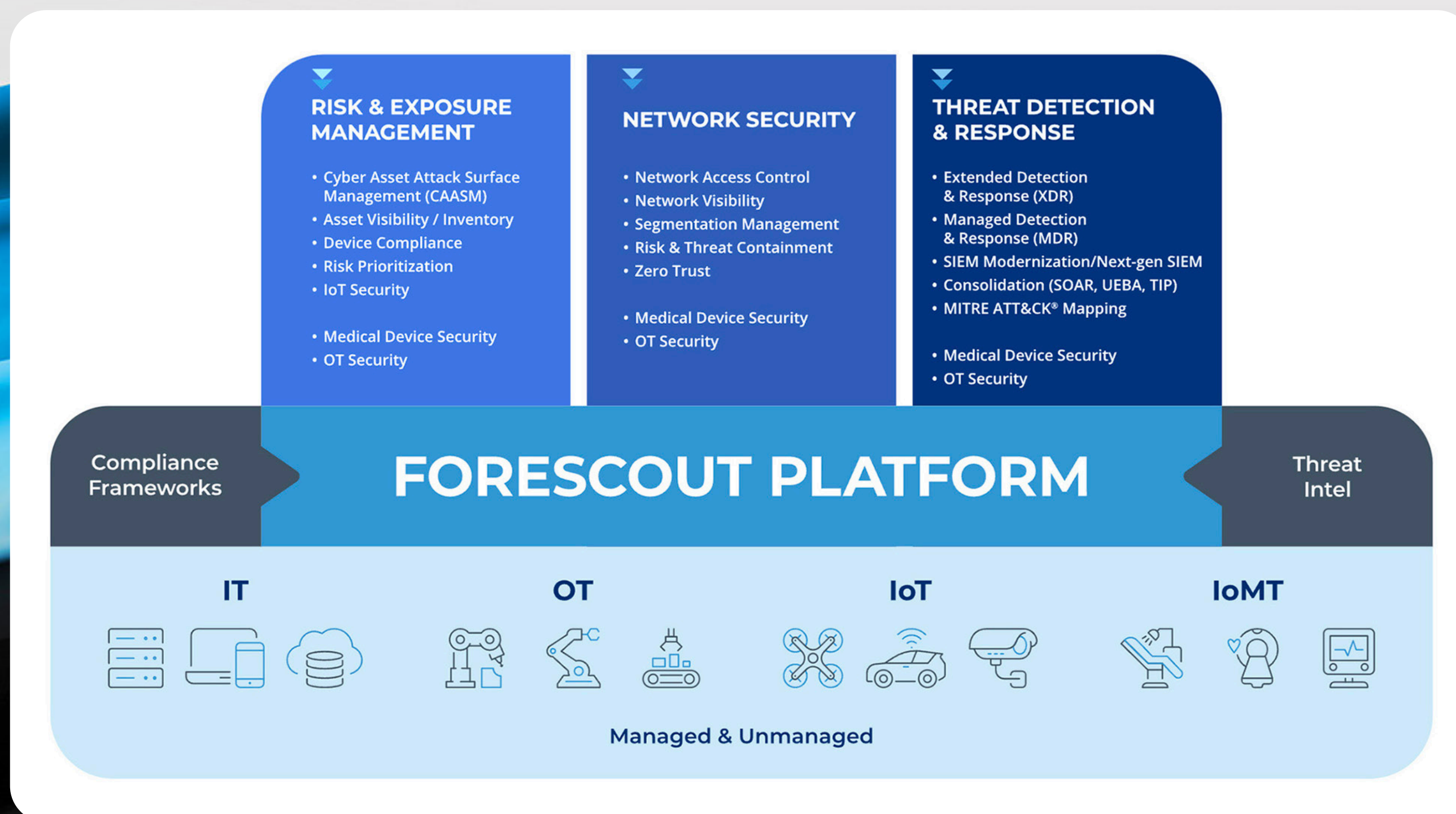
The Vectra AI Platform's open architecture lets you connect to 40+ leading security technologies for integrated investigations across your entire attack surface.



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The **ForeScout** Platform continuously identifies, protects and ensures the compliance of all managed and unmanaged cyber assets – IT, IoT, IoMT and OT – without business disruption. It delivers comprehensive capabilities for network security, risk and exposure management, and extended detection and response. With seamless context sharing and workflow orchestration via ecosystem partners, it enables you to more effectively manage cyber risk and mitigate threats.



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Welcome to **Cyfirma**, your go-to partner in proactive cybersecurity. Cyfirma specialise in staying ahead of cyber threats by decoding the strategies of potential adversaries. Through a unique blend of cyber-intelligence, attack surface discovery, and digital risk protection, Cyfirma delivers personalised and multi-layered insights. The approach is simple: understand, predict, and prepare. Cyfirma provides partners with the tools and knowledge to navigate the most complex situations, ensuring they are a step ahead against emerging threats. With Cyfirma, security is not just a solution – it's a strategic advantage in the ongoing battle against Threats.



### Attack Surface Discovery

Real-time continuous monitoring to identify shadow IT or porous systems which can be accessed by cybercriminals



### Vulnerability Intelligence

Vulnerabilities are mapped to assets and associated exploits and ranked based on criticality



### Digital Risk Protection

Unveil digital footprints and cases of impersonation to provide clarity on data leaks, breaches, and more across deep/dark/surface web and social media platforms



### Brand Intelligence

Understand who, why and how your brand is being targeted, get complete view brand infringement



### Situational Awareness

Understand emerging threats, mitigations and potential attack scenarios



### Cyber Intelligence

Dissects a cyberattack campaign to answer WHO, WHY, WHAT, WHEN, HOW of a cyberattack campaign in making



### Early Warning

Receive alerts on cyberattacks targeting you and know exactly the actions needed to avert a cyber event



### Third-Party Risk Monitoring

Provide customers with visibility of their third-party ecosystem e.g. suppliers, channels, partners

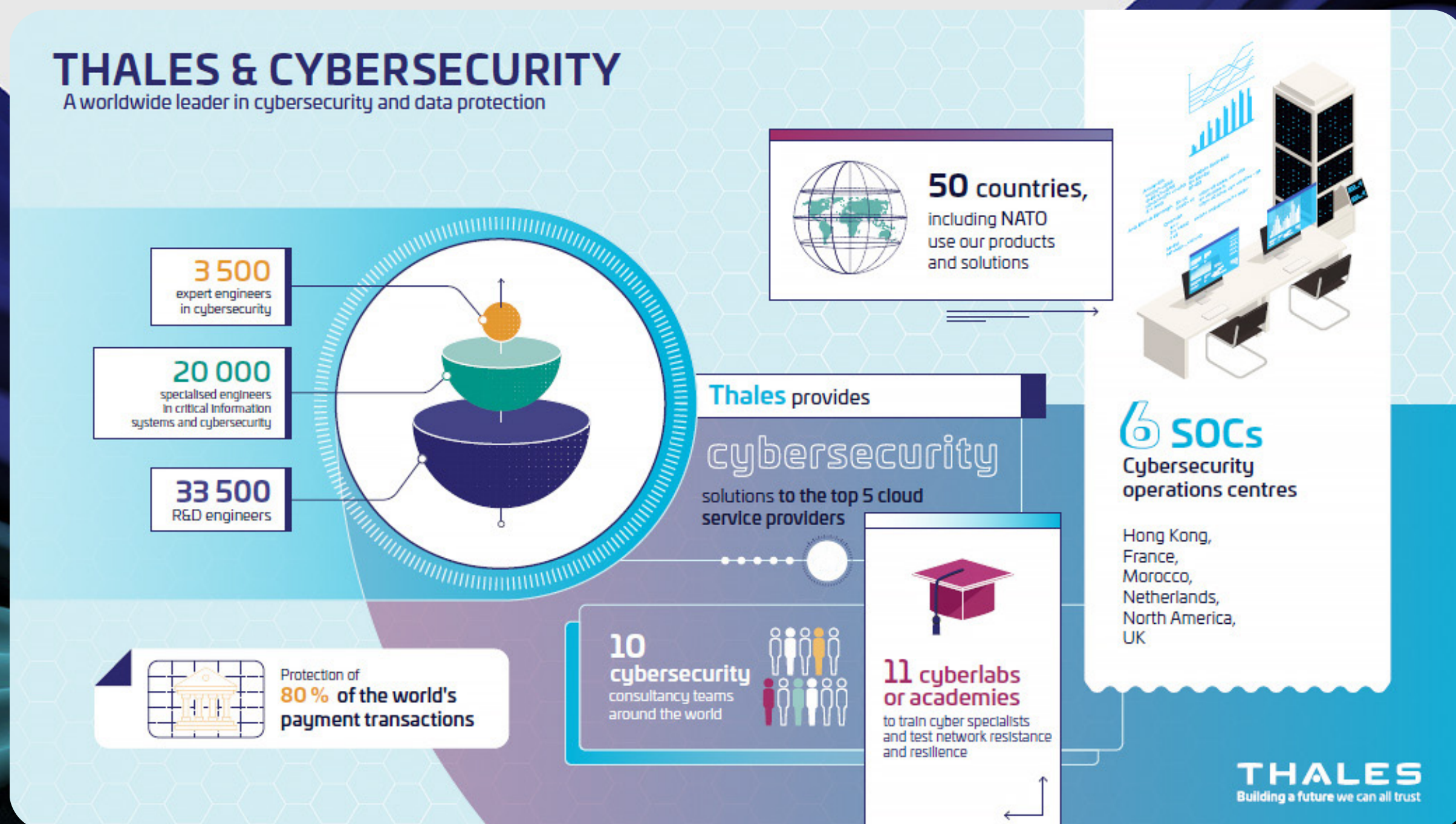


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As the European leader in cybersecurity and the world leader in data protection, Thales works alongside organisations to help them meet their cyber security needs, regardless of their field of activity, the level of confidentiality of their data or any country specific regulatory requirements, and to deliver cybersecurity that brings value to their core business and enables them to capture digital dividends.

Thales counts over 40 years of cybersecurity expertise.



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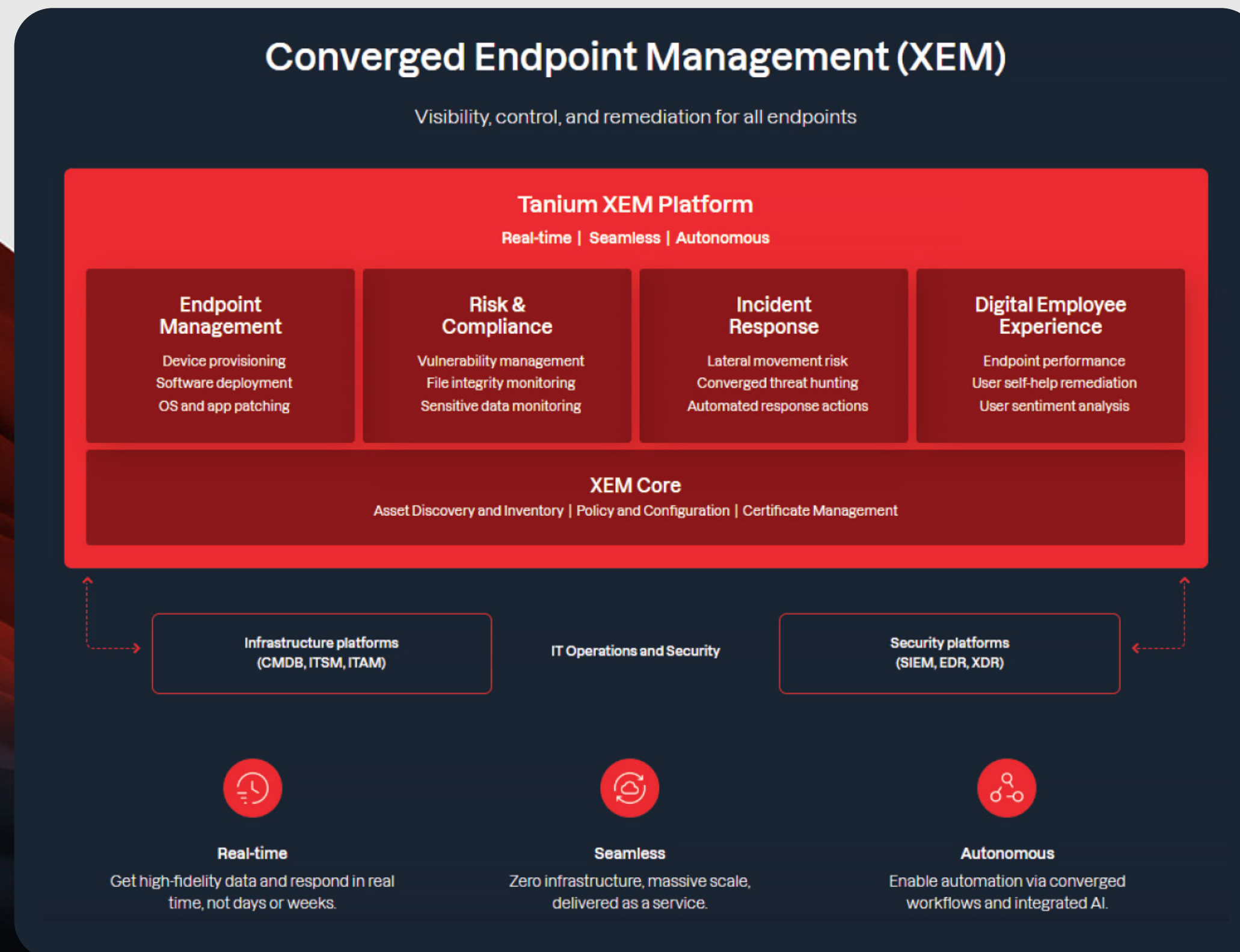
eSentire all-in-one MDR solution ingests high-fidelity data sources from endpoint, network, log, cloud, identity, assets, and vulnerability data to enable complete attack surface visibility. Our open XDR platform provides automated blocking capabilities to prevent attackers from gaining an initial foothold while our expert Elite Threat Hunters initiate human-led threat investigation and containment at multiple levels of the attack surface.



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**Tanium** provides real-time visibility and comprehensive control to all your endpoints, so you can quickly respond to whatever is next. Bring greater agility and efficiency to your organization with insight, manageability and security where digital business begins: at the endpoint.



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**Everbridge** named a Leader in The Forrester Wave<sup>™</sup>: Critical Event Management Platforms, Q4 2023. Everbridge empowers organisations to anticipate, mitigate, respond to, and recover stronger from critical events. Our unified platform digitizes organisational resilience, achieving the highest score possible in 15 criteria including orchestration and automation, according to Forrester's report.



### Reduce time to communicate

Accelerate critical communication and operational incident response processes, ensuring vital information reaches the right people in real-time, reducing response times during critical events.



### Faster onboarding for new users

Enable quicker onboarding for new users, allowing your organization to fully leverage the platform's capabilities from the start.



### Minimize errors in communication

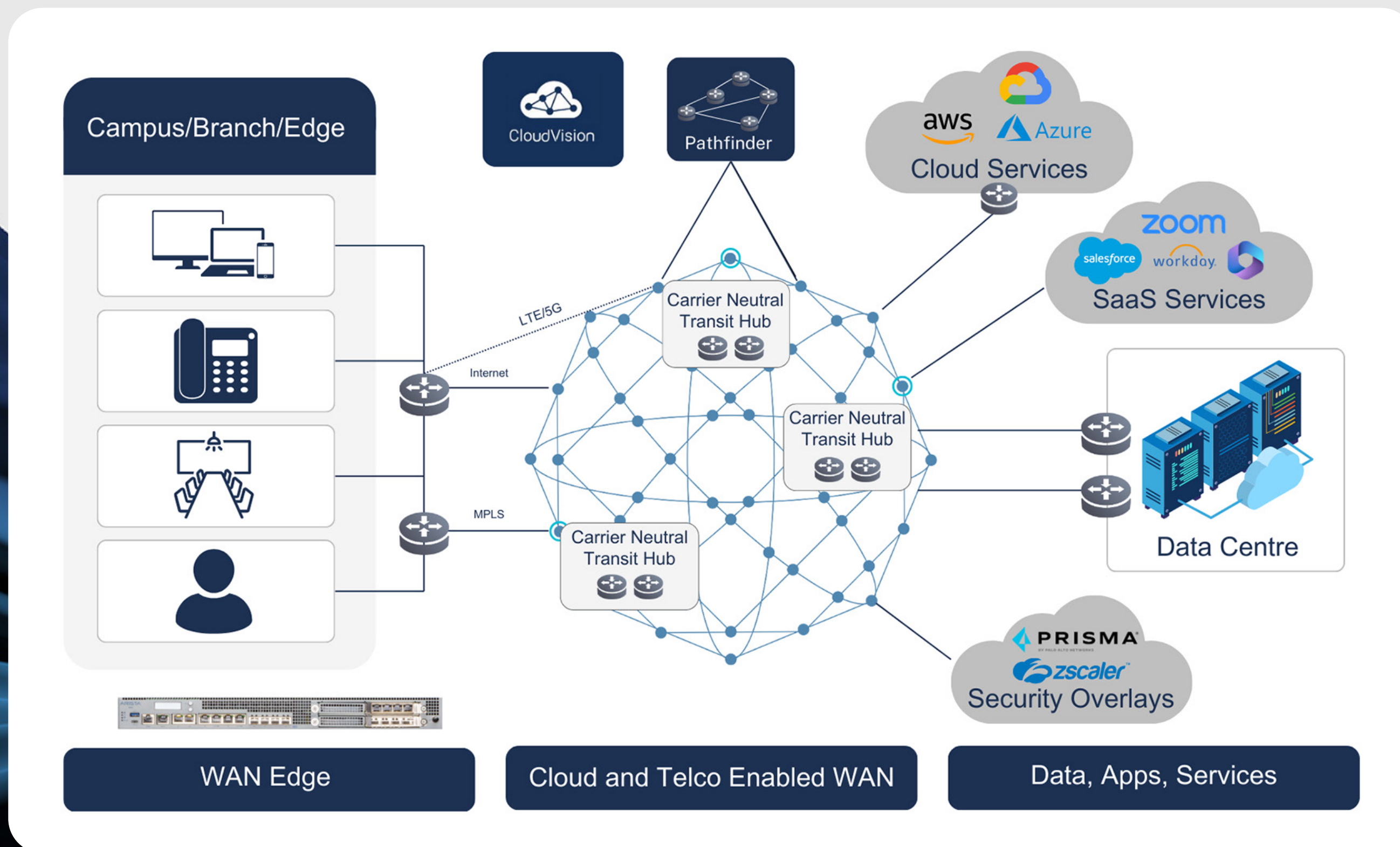
Mitigate the risk of errors in sending communications, enhancing accuracy and reliability during critical situations.



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Arista Networks is the leader in building scalable high-performance and ultra-low-latency networks for today's data center and cloud computing environments.



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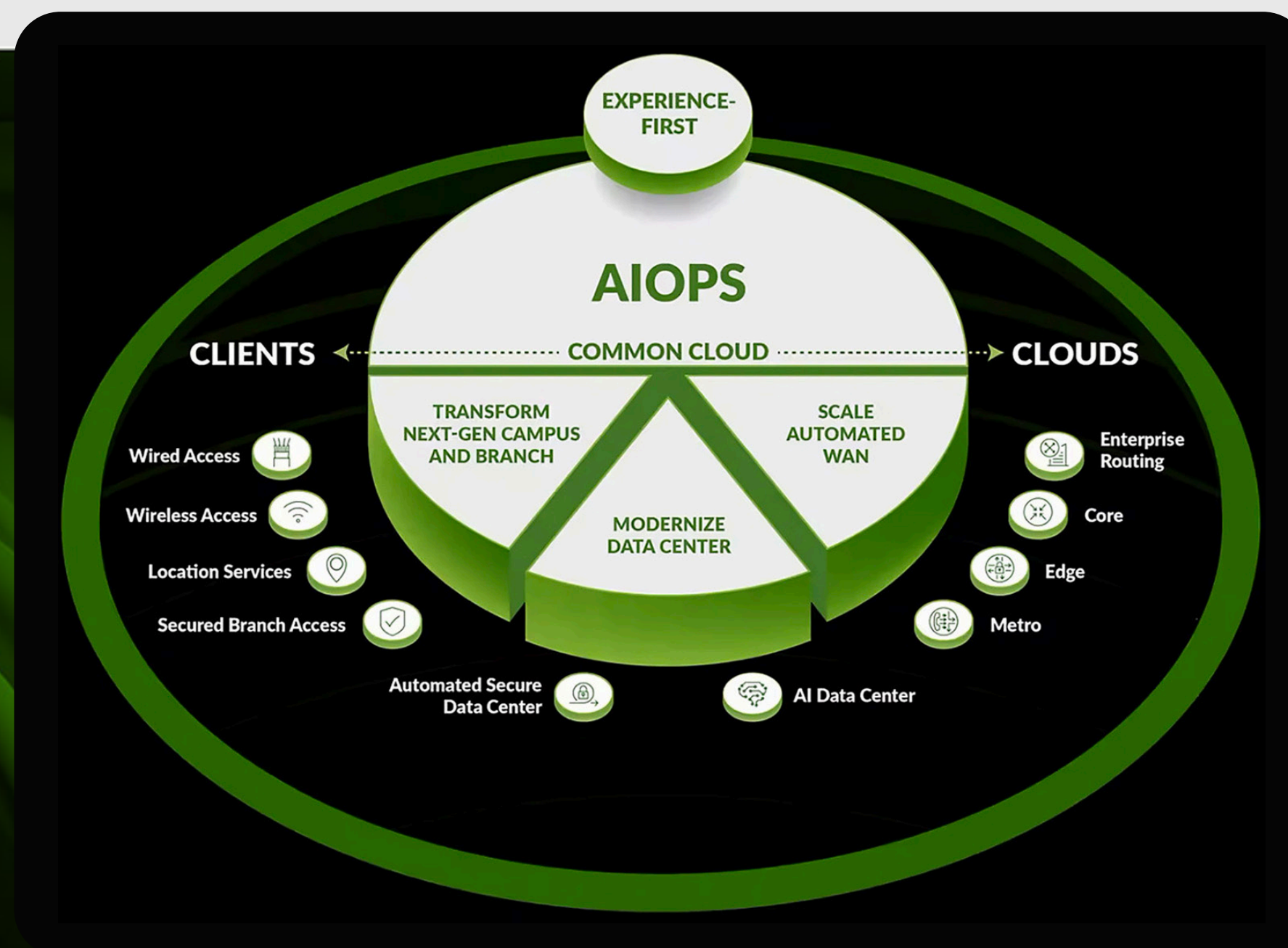


Introducing **Juniper** the AI-Native Networking Platform. Our AI-Native Networking Platform delivers the industry's only true AIOps with unparalleled assurance in a common cloud, end-to-end across the entire network. You can rely on it to significantly streamline ongoing management challenges while assuring that every connection is reliable, measurable, and secure.

Up to **90%** fewer networking  
trouble tickets

Up to **85%** reduction in net-  
working OpEx

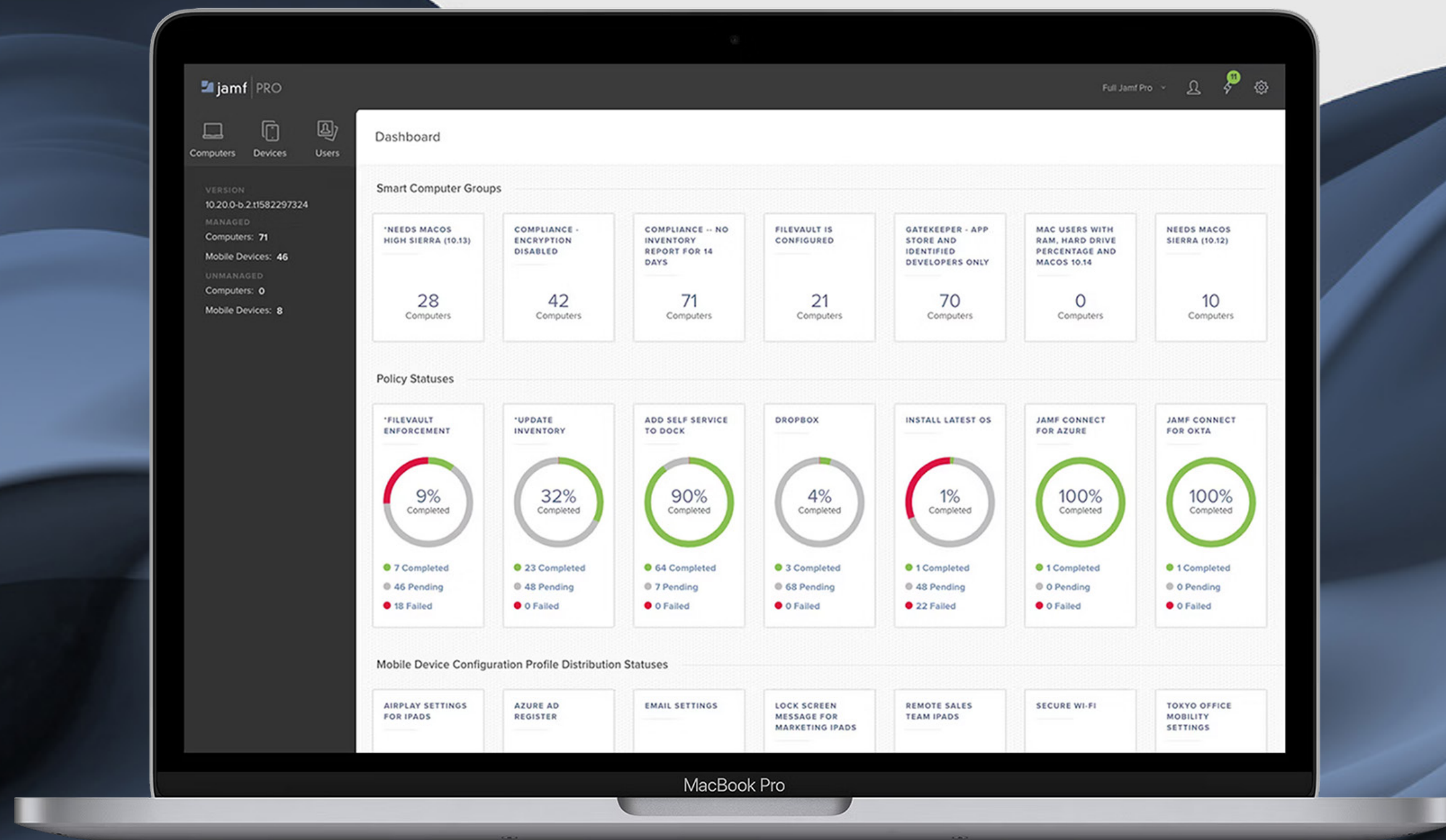
Up to **50%** less time to reach  
networking incident resolution



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**Jamf** is a mobile device management (MDM) solution for businesses and organisations to manage and secure Apple and Android devices on their network. Jamf's range of features and tools helps admins streamline device management efforts, automate workflows, and ensure security compliance across devices.



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**Red Hat** is the leading provider of enterprise open source software solutions.

Enterprises around the world trust Red Hat's broad portfolio of hybrid cloud infrastructure, application services, cloud-native application development, and automation solutions to deliver IT services on any infrastructure quickly and cost effectively.



## Red Hat Enterprise Linux

Support application deployments—from on premise to the cloud to the edge—in a flexible operating environment.

Available on



Google Cloud



ORACLE  
CLOUD  
Infrastructure



## Red Hat OpenShift

Quickly build and deploy applications at scale, while you modernize the ones you already have.

Available on



Google Cloud



## Red Hat Ansible Automation Platform

Create, manage, and dynamically scale automation across your entire enterprise.

Available on



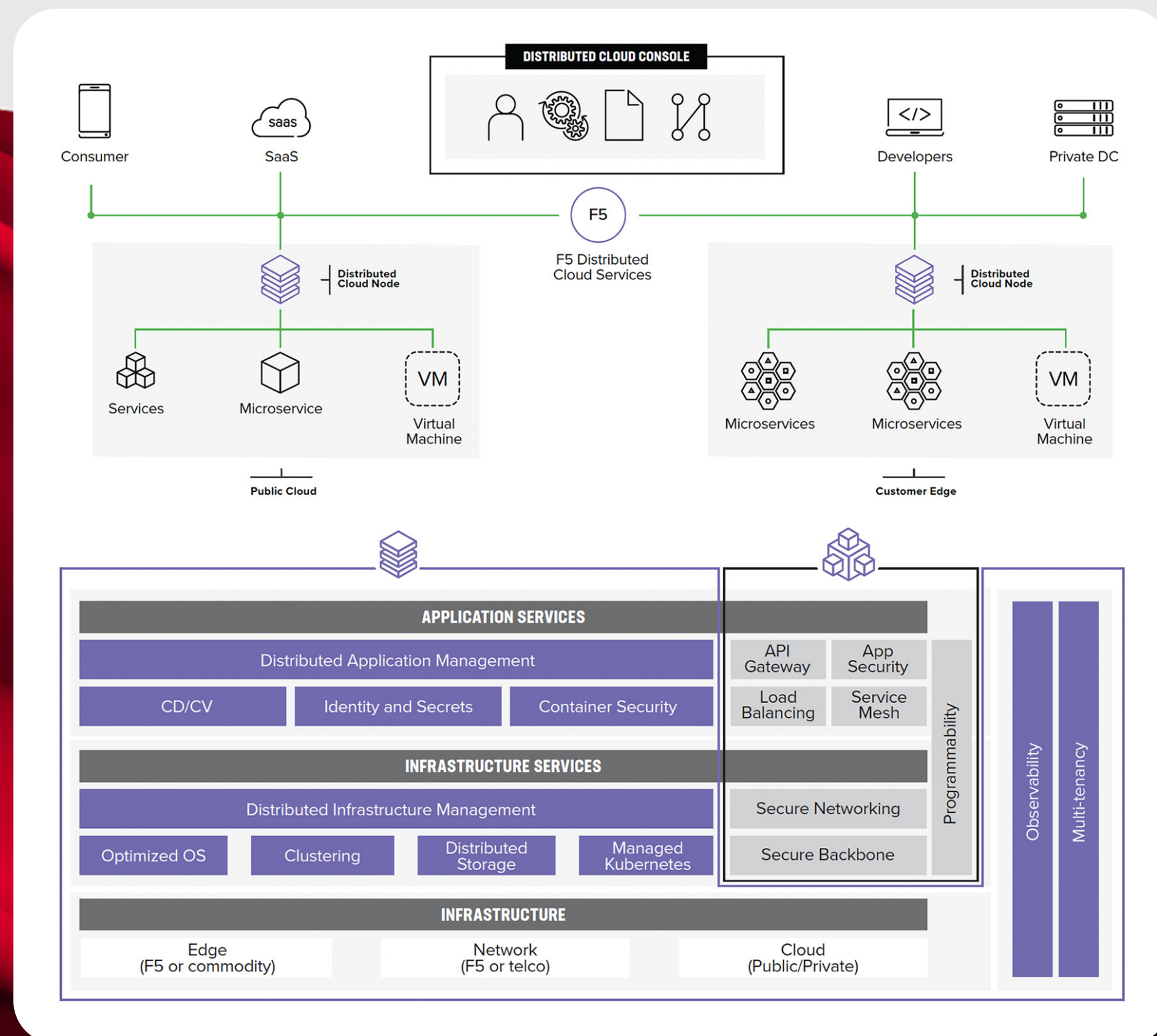
Google Cloud



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**F5 Networks** has evolved significantly from its origins in load balancing to become a leader in application delivery and security solutions, particularly in the era of distributed cloud environments. Initially renowned for its load balancers, F5 has expanded its portfolio to encompass a comprehensive suite of products that optimise and secure applications across multi-cloud and hybrid environments.



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**AWS** offers robust security features to protect cloud resources. This includes identity and access management through IAM, Network Security with Virtual Private Cloud (VPC), encryption options for data, DDoS mitigation, and comprehensive monitoring and logging through CloudTrail and CloudWatch. AWS maintains a shared responsibility model, where it secures the underlying infrastructure while customers are responsible for securing their applications and data in the cloud.

## AWS security, identity, and compliance solutions



### Identity and access management

- AWS Identity and Access Management (IAM)
- AWS IAM Identity Center
- AWS Organizations
- AWS Directory Service
- Amazon Cognito
- AWS Resource Access Manager
- Amazon Verified Permissions



### Detective controls

- AWS Security Hub
- Amazon GuardDuty
- Amazon Security Lake
- Amazon Inspector
- Amazon CloudWatch
- AWS Config
- AWS CloudTrail
- VPC Flow Logs
- AWS IoT Device Defender



### Infrastructure protection

- AWS Firewall Manager
- AWS Network Firewall
- AWS Shield
- AWS WAF
- Amazon VPC
- AWS PrivateLink
- AWS Systems Manager
- AWS Verified Access



### Data protection

- Amazon Macie
- AWS Key Management Service (KMS)
- AWS CloudHSM
- AWS Certificate Manager
- AWS Private CA
- AWS Secrets Manager
- AWS VPN
- Server-Side Encryption



### Incident response

- Amazon Detective
- Amazon EventBridge
- AWS Backup
- AWS Security Hub
- AWS Elastic Disaster Recovery



### Compliance

- AWS Artifact
- AWS Audit Manager



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Microsoft Azure provides a comprehensive suite of security features designed to safeguard data, applications, and infrastructure. Features include identity and access management tools, network security capabilities such as firewalls and DDoS protection, encryption for data at rest and in transit, threat detection and response mechanisms, and compliance certifications to ensure adherence to regulatory requirements. Azure's security offerings are integrated across its services to provide a unified approach to protecting cloud environments.



Identity and access  
management



Threat  
protection



Cloud  
security



Information  
protection



Information  
governance



Insider risk  
management



Compliance  
management



Discover  
and respond



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IBM Security offers a comprehensive range of solutions spanning threat detection and response, identity and access management, and data security, leveraging advanced AI and analytics to protect organizations against cyber threats worldwide.

## Our Strategy

# Open powers the next generation of security

### Speed

#### Open Automation

Accelerate teams using community-led content and AI-assisted actions across pillars of threat, data, identity

### Scale

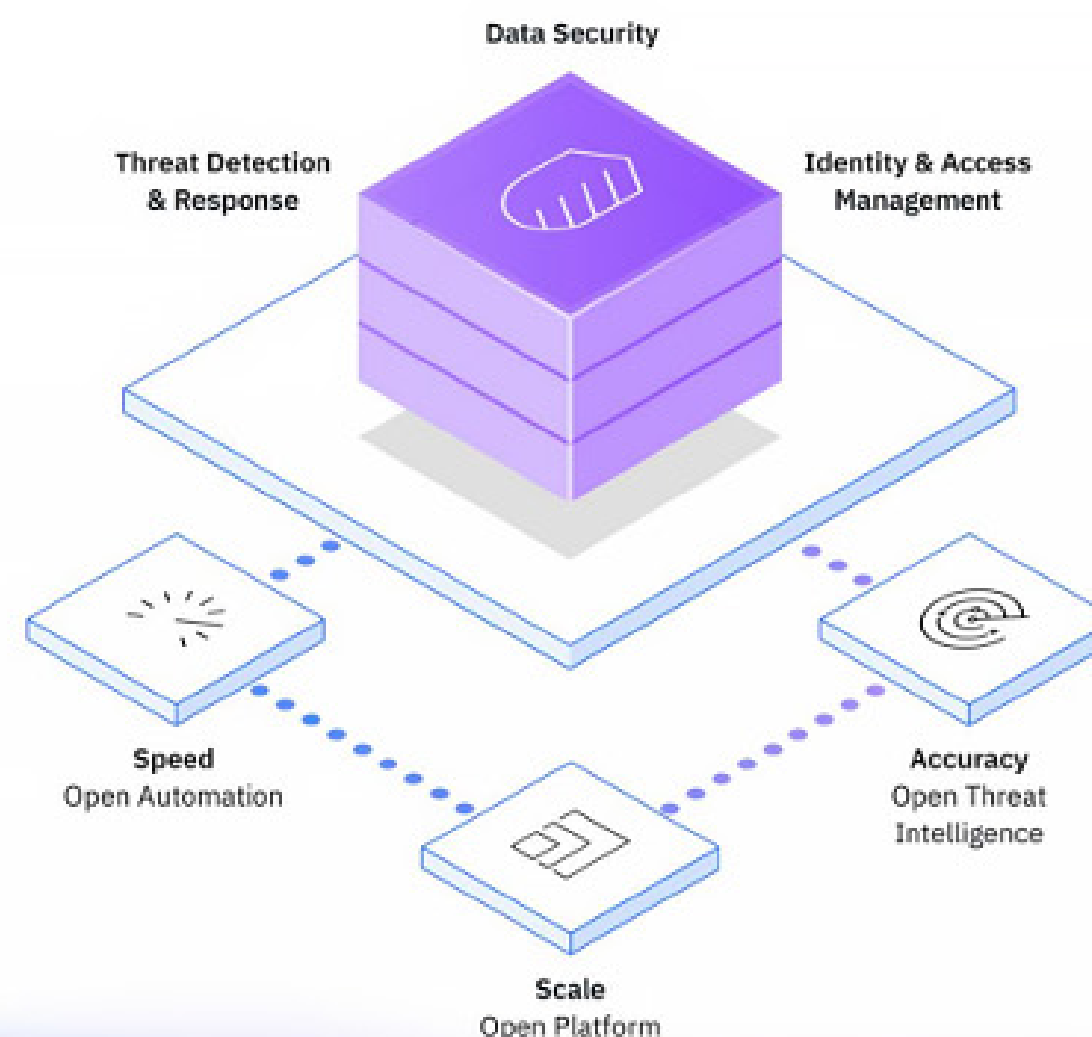
#### Open Platform

Extend security using the industry's largest ecosystem and cloud-native architecture built on Red Hat OpenShift

### Accuracy

#### Open Threat Intelligence

Power precise detection using an Attacker's Perspective and X-Force insights from 150B+ events/day



## Open means...

Building on an open foundation



Open Policy Agent

Embedding operational standards and compliance



Sharing threat intelligence

Collaborating to detect threats and risk

Hunting across platforms and products





# One **Data** Analytics Platform Two Out-of-the-Box Solutions The Freedom to Build Anything

## Out-of-the-Box Solutions



## Build Your Own

### Elasticsearch™ Platform



**Ingest**



**Secure & Scalable  
Storage**



**AI / ML**



**Search**



**Visualization**



**Workflow  
Automation**

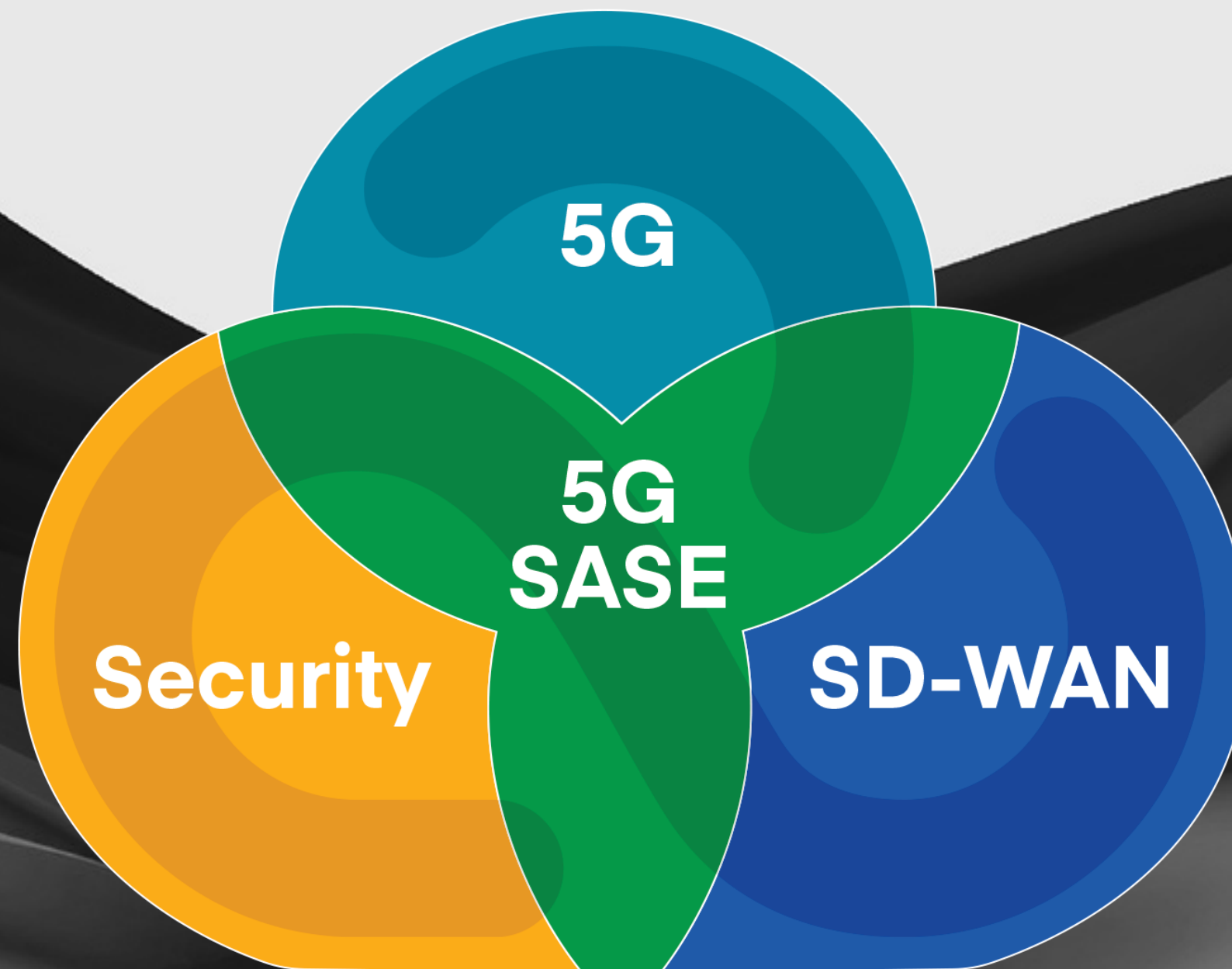


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Cellular is enabling agile connectivity for hard-to-reach people, places, and things. This expanding attack surface is difficult to secure.

Ericsson's NetCloud SASE integrates cellular-centric SD-WAN and security into a fully unified, simple-to-use solution. It extends beyond fixed sites to secure dynamic environments where site locations are shifting, vehicles are moving, IoT devices are multiplying, and employees are working from anywhere.



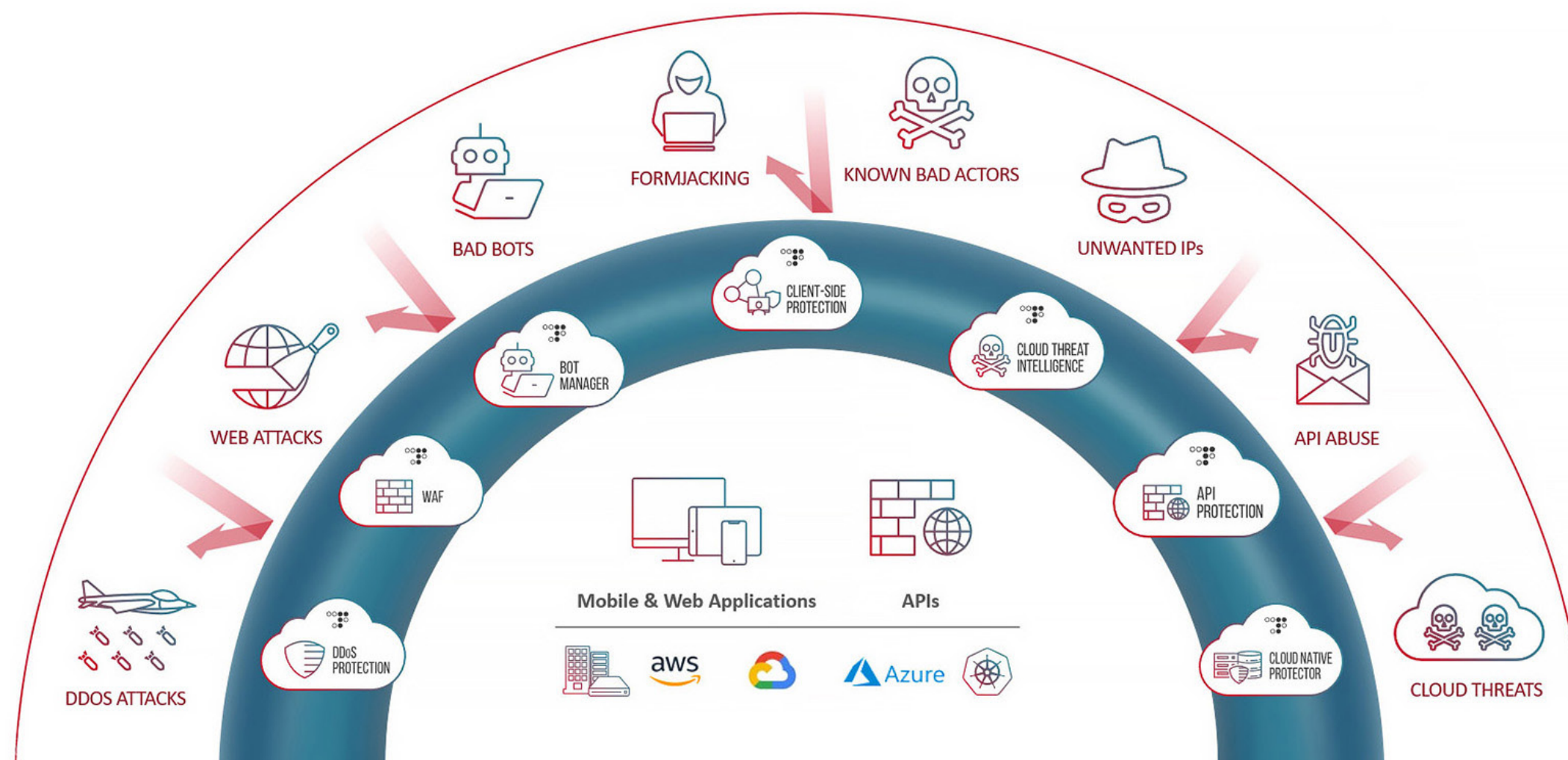
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**Radware** is a cybersecurity and application delivery solutions provider specializing in cloud and on-premise security, DDoS protection, web application firewalls (WAF), and bot management. Their offerings focus on ensuring application availability, performance, and resilience against cyber threats. Radware serves enterprises, carriers, and cloud service providers, helping them safeguard their digital infrastructure from evolving security challenges.

## Radware 360-Degree Application Protection

Secure Your Apps. Regain Control. Enable Your Business.



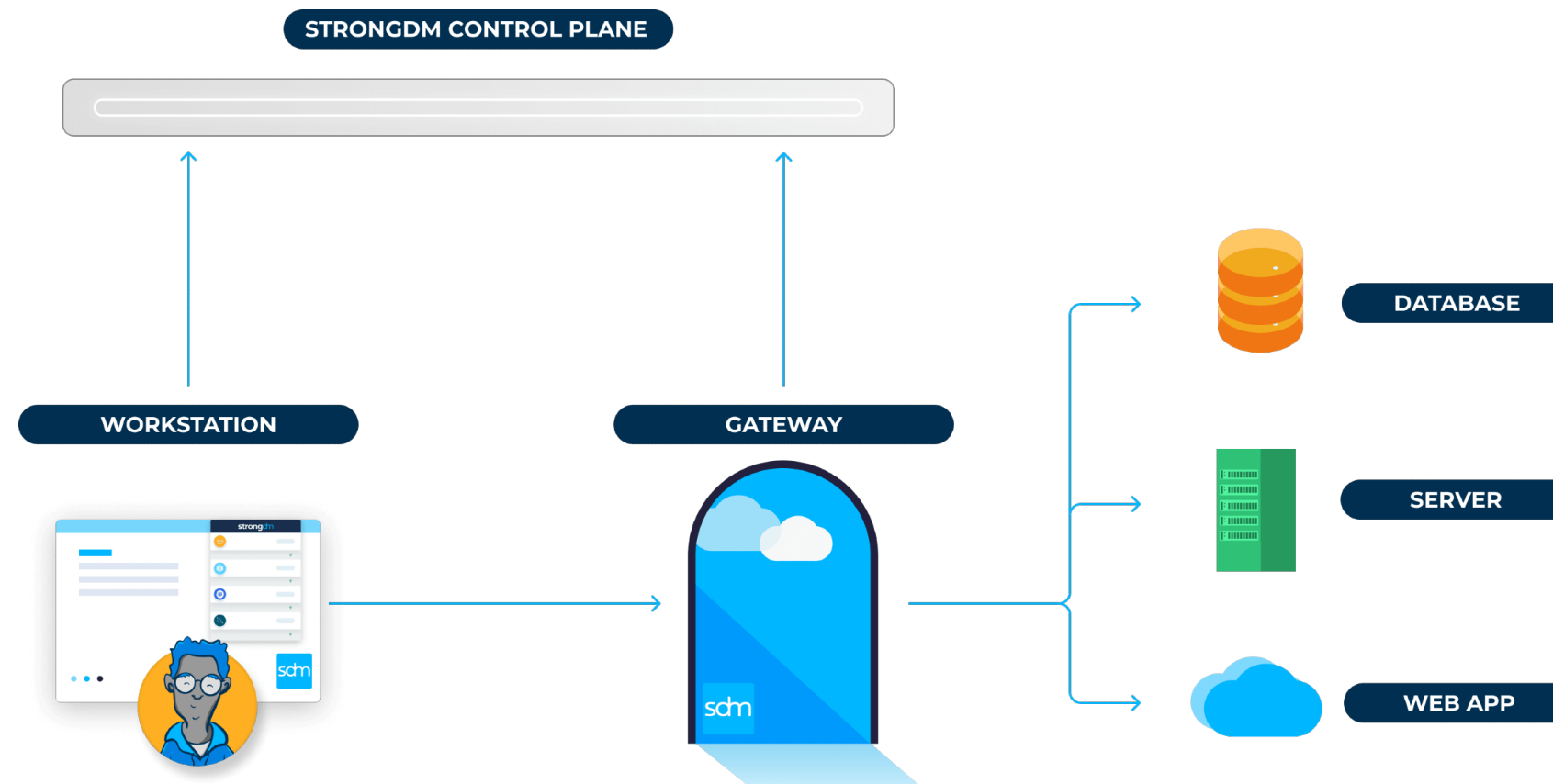
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**Strong DM** is a valuable vendor because it combines cutting-edge technology with industry expertise to help businesses manage demand more efficiently and effectively. Their advanced solutions deliver accurate demand forecasting, streamlined prioritisation, and optimised resource allocation, enabling businesses to make smarter, data-driven decisions. By partnering with Strong DM, organisations can reduce operational inefficiencies, improve customer satisfaction, and boost profitability. Their commitment to providing tailored, scalable solutions ensures that businesses of all sizes can achieve sustained growth while staying agile in a constantly changing market.

## How It Works

StrongDM is a proxy that manages and audits access to databases, servers, clusters, and web apps. The StrongDM network is comprised of a local client, gateway intermediary, and configuration layer.



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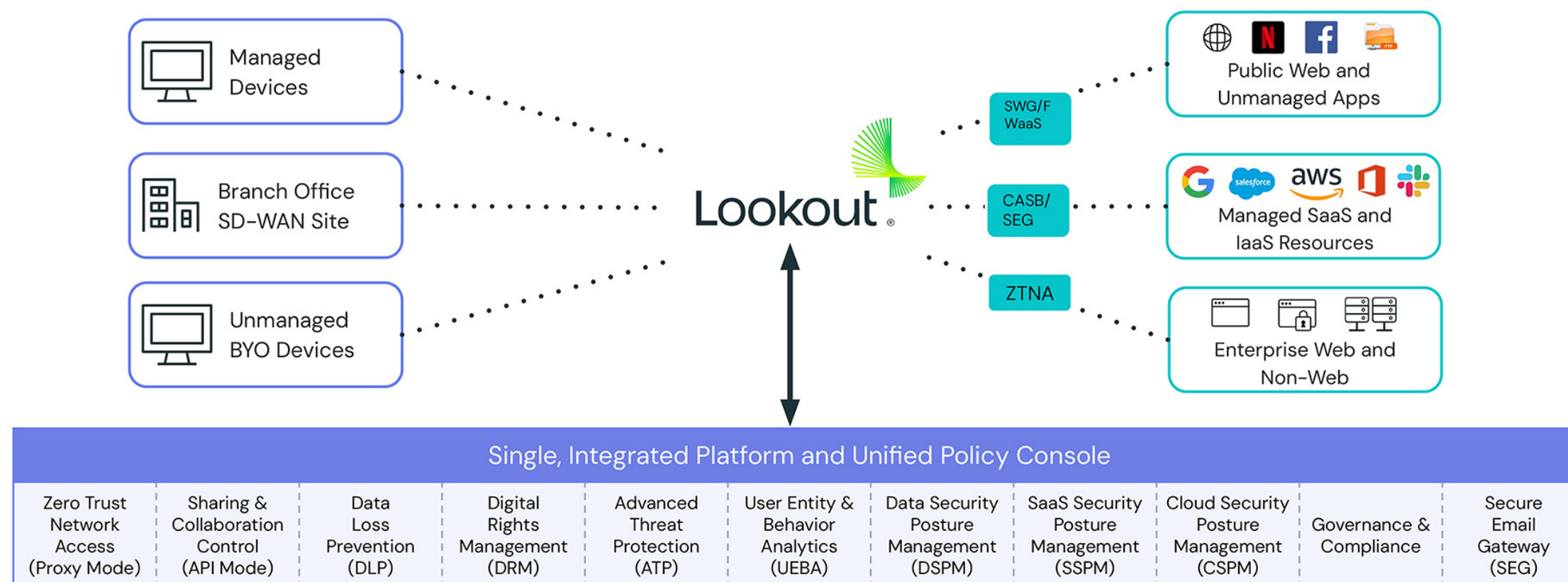
## Lookout Mobile Endpoint Security

Lookout analyzes more than 100,000 mobile apps per day to detect malware and risk, continuously identifies malicious phishing sites, and delivers over-the-air protections against the latest threats without requiring manual end-user updates.

## Lookout Cloud Security

Lookout SSE provides a modern security platform, built in the cloud, that reduces the attack surface, prevents account compromise and lateral movement, and provides powerful data protection — all from a single, unified console.

# Lookout Data-Centric Cloud Security Platform

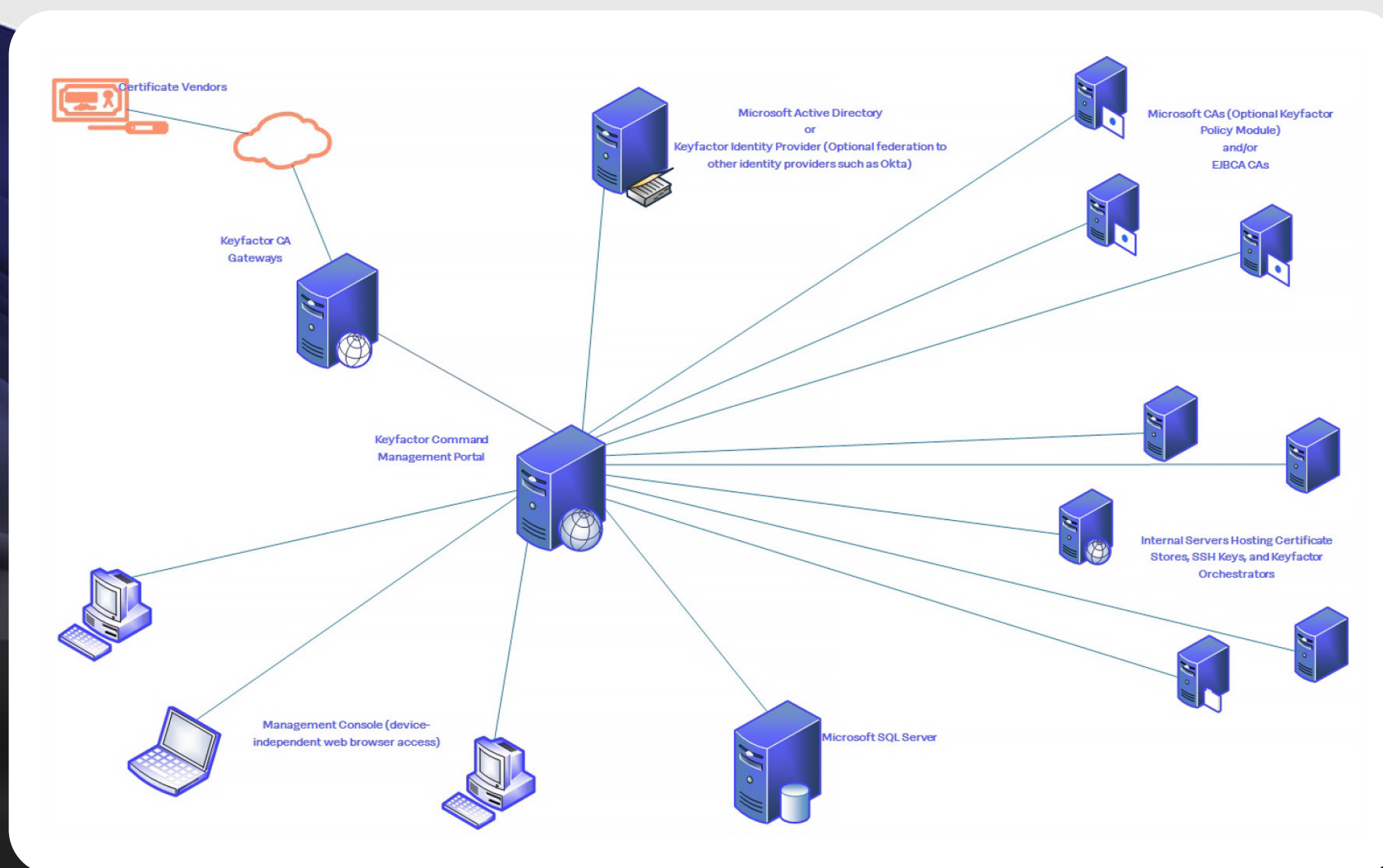


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## Keyfactor: Securing the Digital Ecosystem

Keyfactor is a leading provider of secure digital identity solutions that help organizations safeguard their critical assets in an increasingly complex digital landscape. With a focus on cryptography and certificate lifecycle management, Keyfactor ensures that businesses can maintain trust and compliance across their digital environments. By automating and simplifying certificate management and enhancing security protocols, Keyfactor empowers enterprises to protect their infrastructure, secure communication channels, and prevent data breaches. Their solutions provide visibility, control, and scalability, making them a trusted partner in safeguarding digital identities and protecting sensitive data from evolving cyber threats.



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# Solution Selling Opportunities

Unlock the true potential of your cybersecurity strategy through Solution Selling Opportunities that are nothing short of transformational. Picture the possibilities when you combine these solutions to create a robust "Defence in Depth" approach:

**Securing Cloud Workloads:** Envision safeguarding your cloud workloads with the formidable Check Point CloudGuard while simultaneously streamlining cloud networking, optimising app performance, and gaining comprehensive visibility end-to-end, all thanks to Riverbed solutions.

**Cloud-Scale Security Information and Event Management (SIEM):** Visualise Exabeam's SIEM empowering you to handle massive data volumes effortlessly. It's designed to ingest, parse, store, search, and report on petabytes of data, creating a strong foundation for your security strategy. And, when you optimise this SIEM solution with DNS insights provided by Infoblox Data Connector, your security capabilities reach a whole new level of effectiveness.

**Powering Cybersecurity Excellence:** When Skybox Security's strategic vulnerability insights meet Vectra AI's proactive threat detection, the result is a cybersecurity powerhouse. Together, they create a seamless, end-to-end solution that not only identifies vulnerabilities but also actively hunts down and neutralises threats before they escalate.

**Uniting Forces for Unmatched Security:** When SentinelOne's cutting-edge endpoint security meets Zimperium's mobile threat defence, the result is a holistic cybersecurity solution. Together, they create a formidable line of defence, safeguarding your organisation from threats targeting both endpoints and mobile devices.

These are not just solutions; they are the building blocks of a holistic, multi-layered security strategy. By combining them strategically, you can achieve unparalleled security and resilience in today's dynamic threat landscape.

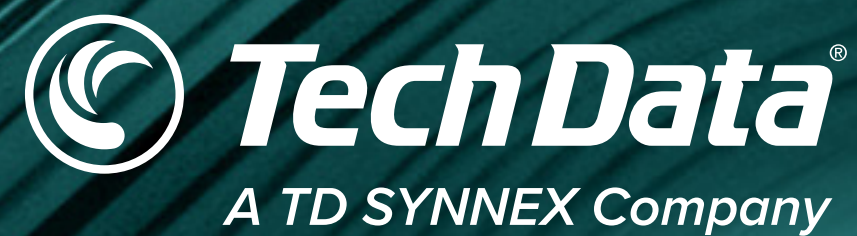
The background of the slide features a series of flowing, wavy lines in various shades of teal and dark green, creating a sense of movement and depth. The waves are more pronounced on the right side and fade into a lighter teal on the left.

# **Empowering solutions** for a safer digital world.

This playbook empowers you with an arsenal of cybersecurity solutions and opportunities for synergy.

Together, we can redefine cybersecurity and help shape a safer digital world for you and your customers.





Power Your **Potential**

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More than just a distributor:  
We're an extension of your business.