

# Trellix

23-26 OCTOBER 2023

## Trellix EMEA Partner Tech Summit 2023

### Rome, Italy



# Trellix

## Our **X**'tended team

**David Nieto**

Leader, Solutions Engineering, LTAM

**Vibin Shaju**

VP, Solutions Engineering, EMEA

November 10, 2023

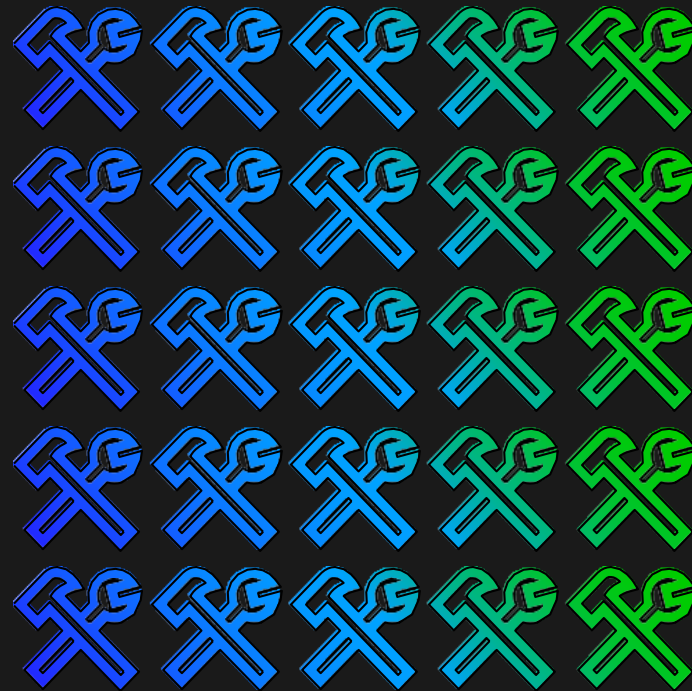






# 25

The average number  
of security tools per  
organization



“By year-end 2028, XDR will be used by up to 30% of end-user organizations to reduce the number of security vendors they have in place, up from less than 5% today.”

– Gartner Aug 2023

**XDR**  
Extended Detection Response



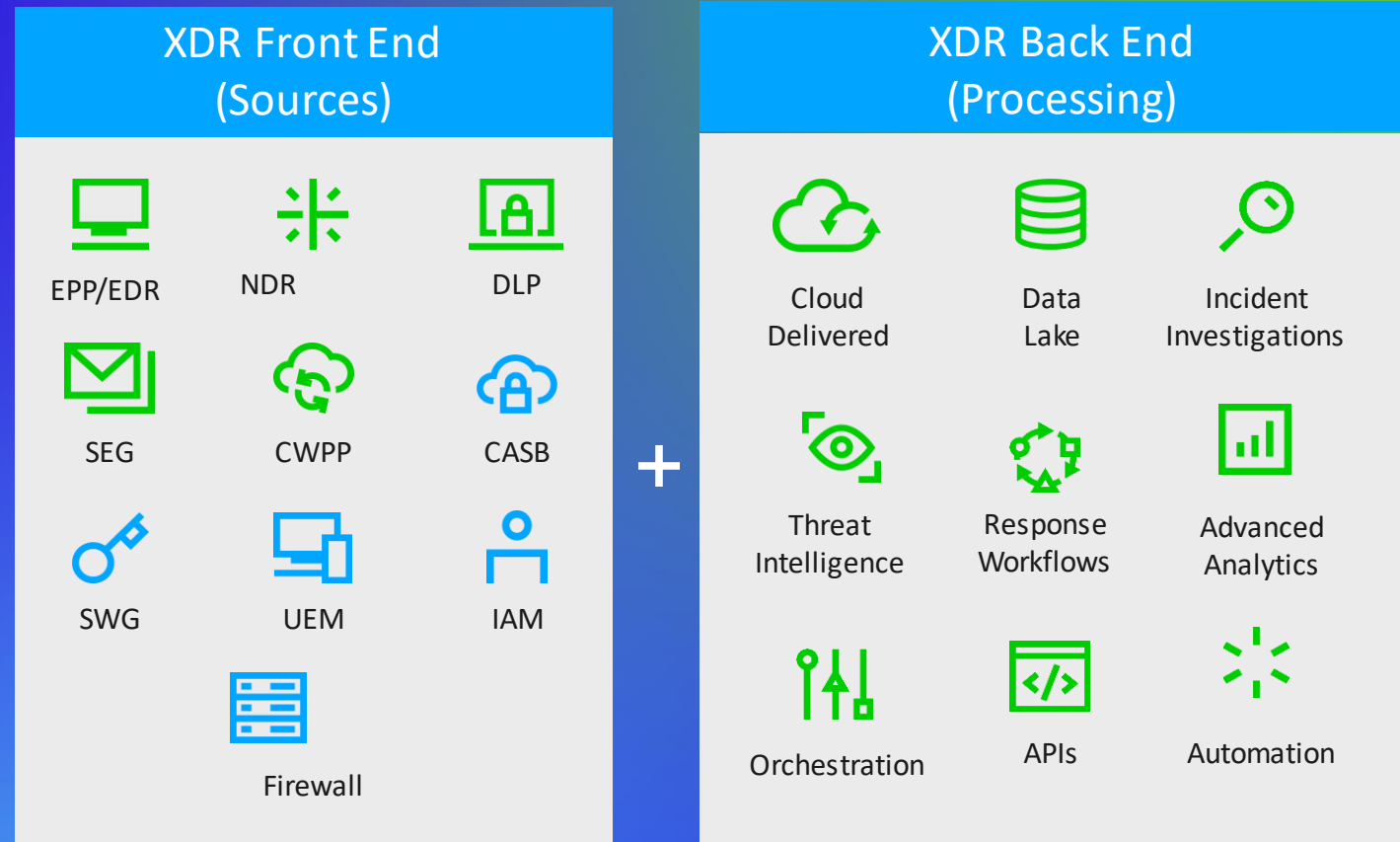
“ By the end of 2023, at least 30% of EDR and SIEM providers will claim to provide XDR, despite them lacking core XDR functionality.”

– Gartner

**XDR**  
Extended Detection Response

# Ideal XDR Portfolio

- Wide Native controls
- Strong Technology Alliances
- Rich telemetry
- Greater use of ML and AI



Native Trellix Capability

Partner Opportunity



**XConsole**

**Core  
Engines**



**Advanced  
Research  
Center**

**Data Lake**



Endpoint Security



Data Security



Security Operations



Email Security



Network Security



3<sup>rd</sup> Party Engine



Product Research



Threat Intelligence



Adversarial Resilience  
& Advocacy



Data Science ML / AI



Research Engineering

**Trellix**



# Predictive Response

# AI

79% of Global Fortune 500  
Customers use Trellix  
Services

The background features a vibrant, abstract design with overlapping geometric shapes in shades of blue, green, and purple. A prominent yellow diagonal bar is positioned on the left side. White dashed lines form a grid-like pattern in the upper-left and lower-right corners, creating a sense of depth and movement.

Trellix is a primary choice for Defense, OT,  
Public Sectors customers in EMEA



Trellix has a presence in 234 banks and  
142 government institutions in LTAM in  
the last 2 years



241 customers  
have chosen  
Trellix Data  
Protection and  
Collaboration  
Solutions in  
LTAM in the last  
2 years



462 customers  
have chosen  
Trellix Endpoint  
Protection  
solutions in  
LTAM in the last  
2 years



**191** customers  
have chosen  
Trellix Network  
Protection  
solutions in  
LTAM in the last  
2 years



**68** customers  
have chosen  
Trellix  
SECOPS/XDR  
solutions in  
LTAM in the last  
2 years

# Key terms to watch out in the market

**NDR**

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**Collaboration  
Security**

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**Data Security**

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**EDR**

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**EPP**

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**XDR**

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**SIEM**

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**Zero Trust**

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**OT Security**

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**Threat Intelligence**

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# INNOVATION



# STABILITY



# Partner Tech Summit Rome, Italy 24-26 October

## Tuesday October 24th

04:00pm - 06:00pm	Registration
06:00pm - 06:10pm	Welcome & Introduction
06:10pm - 06:25pm	Keynote
06:25pm - 06:55pm	Trellix XDR Vision & Strategy
06:55pm - 07:10pm	Panel Discussion
07:10pm - 07:15pm	Closing
07:30pm - 10:00pm	Welcome Reception

## Wednesday October 25<sup>th</sup>

08:00am - 09:00am	Registration
09:30am - 12:30pm	Technical Workshops
12:30pm - 02:00pm	Networking Lunch
02:00pm - 05:00pm	Technical Workshops

## Thursday October 26<sup>th</sup>

08:00am - 09:00am	Registration
09:30am - 12:30pm	Technical Workshops
12:30pm - 02:00pm	Networking Lunch
02:00pm - 05:00pm	Technical Workshops
07:00pm - 10:00pm	Channel Awards Dinner

## Technical Workshops

**Trellix XDR Platform**

**Security Operations & Analytics**

**Trellix Endpoint Security Platform**

**Trellix Network Detection and Response**

**Trellix Collaboration Security**

**Trellix Data Protection**



# Enjoy Rome!

