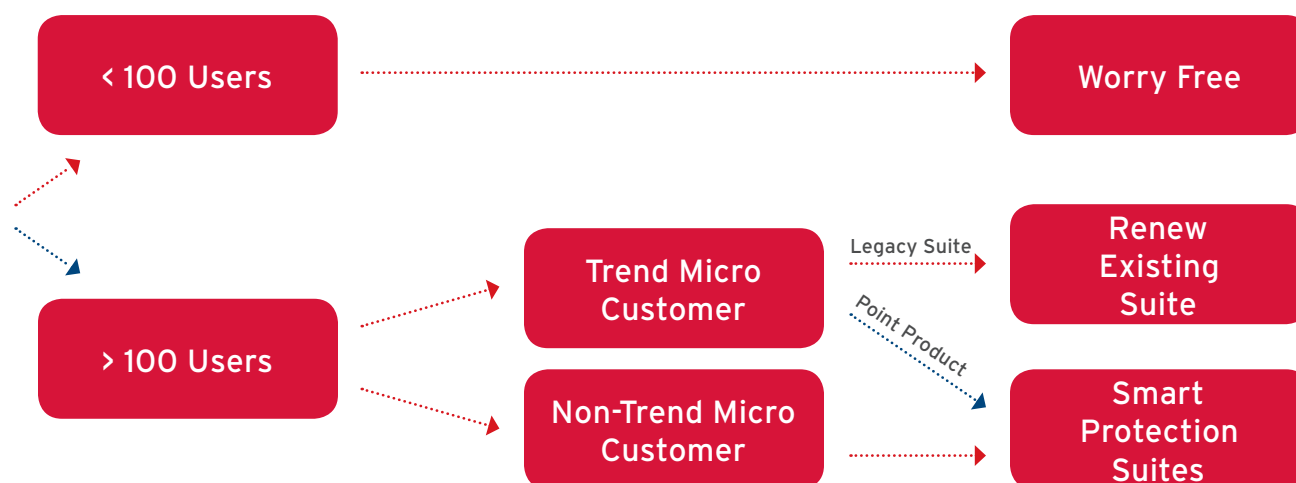


Trend Micro

Commercial Product Matrix

SELLING TREND MICRO SECURITY SOLUTIONS

Small Business or Enterprise/Medium Business?



INDICATORS FOR SB OR ENTERPRISE and MB

Sell Small Business/Worry Free for less than 100 users or for any size organization with needs listed below:

- Has a pure Microsoft™ Windows™ or mixed Windows/Mac™ environment
- Employs a part-time or has no dedicated IT team
- Values ease of use and an all-in-one solution with central management
- Wants to protect Small Business Server or Windows Server 2012 Essentials
- May not own a server

Sell Enterprise/Medium Business for more than 100 users or for any size organization with needs listed below:

- Has a mixed environment (e.g. Unix, Solaris, Linux, Windows)
- Looking for a comprehensive solution with on premise and hosted management options
- Values in-depth configuration, management, and reporting capabilities
- Wants to centrally manage remote sites that are connected via VPN

WHY SELL TREND MICRO?

- **Innovative:** A global leader in security software for over 25 years
- **Proven:** #1 in server, virtualization, and cloud security, and in content security for small and medium-sized business
- **Trusted:** Security partner for millions of customers worldwide, with expert support services that ensure our customers' success

TREND MICRO SECURITY SOLUTIONS

Trend Micro security solutions provide **User Protection** for the best protection at multiple layers, flexible on-premises and cloud deployment models, and simplified central management for a complete view of your security; **Hybrid Cloud Security** to optimize security in the modern data center and provide always-on security for the cloud; and **Network Defense** to allow enterprises to detect and respond to targeted attacks, stop targeted email attacks, and enhance targeted attack protection.

PROVEN LEADERSHIP



Corporate Endpoint Server Security Market Share Leader for the 6th straight year 2009-2014¹



Global SMB Content Security Leader 2011-2014²



Most Effective Recommended Breach Detection System 2015³



Gartner positions Trend Micro as a Leader in the Magic Quadrant for Endpoint Protection Platforms for 14 years in a row⁴

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1 IDC, Server Security: Virtualization and Cloud Changes Everything, January 2016

2 Canalys Small Business Content Security Market Estimate, March 2015

3 NSS Labs, Breach Detection Systems Test Report 2015 - Trend Micro Deep Discovery Inspector

4 Gartner 2016 Magic Quadrant for Endpoint Protection Platforms, February 1, 2016, Peter Firstbrook, Eric Ouellet

Hybrid Cloud Security

Trend Micro Products	Platform/Protection Location	Anti-Malware, Antivirus, Antispyware	Intrusion Prevention	Host Firewall	Integrity Monitoring	Log Inspection	Application Scanning	Data Protection	Management
Deep Security	Windows, Linux, Unix Servers, VMware, Amazon Web Services, Microsoft Azure, VMware vCloud Hybrid Service	✓	✓	✓	✓	✓			On-Premises
Deep Security as a Service	Windows, Linux, Unix Servers, VMware, Amazon Web Services, Microsoft Azure, VMware vCloud Hybrid Service	✓	✓	✓	✓	✓			Hosted
Deep Security for SAP Systems	Linux	✓							On-Premises
ServerProtect	Windows, nNtware, Linux	✓							On-Premises
ServerProtect for Storage	EMC Celerra and VNX/VNXe Series, NetApp, Hitachi Data Systems	✓							On-Premises

Network Defense Against Targeted Attacks

Trend Micro Products	Platform/Protection Location	Advanced Malware Detection	Attacker Activity Detection	Command & Control Detection	Contextual Threat Analysis	Threat Impact Assessment	Automated Security Updates	Integration with Deep Discovery Analyzer	Management
Advanced Threat Protection Products									
Deep Discovery Inspector	Network HW or Virtual Appliance	✓	✓	✓	✓	✓	✓		On-Premises
Deep Discovery Advisor	Network HW	✓	✓	✓	✓	✓	✓		On-Premises
Deep Discovery Email Inspector	Network HW	✓		✓	✓	✓	✓		On-Premises
Deep Discovery Endpoint Sensor	Endpoint	✓		✓	✓	✓			On-Premises
Integrated Solution Family									
OfficeScan	Windows PC						✓	✓	On-Premises
InterScan Web Security	Gateway						✓	✓	On-Premises
InterScan Messaging Security	Gateway						✓	✓	On-Premises
ScanMail	Microsoft Exchange/ IBM Domino						✓	✓	On-Premises
Deep Security	Windows, Linux, Unix Servers, VMware, Amazon Web Services, Microsoft Azure						✓		On-Premises

Centralized Management and Reporting

Trend Micro Products	Description
Control Manager	On-Premises management for integrated, real-time, single-pane-of-glass visibility and simple, dashboard control of Trend Micro security solutions, including automated policy deployment and enforcement.
Worry-Free Remote Manager	Multi-tenant, cloud-based management console for channel partners and Managed service Providers (MsPs), to oversee and manage their entire Trend Micro Worry-free Business portfolio and Hosted email security products across all customer deployments.

PRODUCTS

User Protection–Smart Protection Suites

Trend Micro Products	Platform/Protection Location	Smart Protection for Endpoints	Smart Protection Complete
Endpoint and Mobile Device			
OfficeScan	Windows/Mac/VDI	✓	✓
Worry-Free Services	Cloud-based Endpoint Protection	✓	✓
Vulnerability Protection	Windows	✓	✓
Endpoint Application Control	Windows	✓	✓
Endpoint Encryption	Windows	✓	✓
Mobile Security	Android, Apple, Blackberry	✓	✓
Secure Web Gateway			
InterScan Web Security	Gateway or Cloud-based Gateway		✓
Messaging and Collaboration			
InterScan Messaging Security	Gateway		✓
ScanMail	Microsoft Exchange		✓
ScanMail	IBM Domino		✓
PortalProtect for SharePoint	Microsoft Sharepoint		✓
IM Security for Microsoft Lync	Microsoft Lync		✓
Hosted Email Security	Cloud-based Gateway		✓
Cloud App Security	Office365, OneDrive for Business, SharePoint, Box, Dropbox, Google Drive		✓
Integrated Data Loss Prevention			
Integrated DLP for OfficeScan, InterScan Mail, InterScan Web, ScanMail, PortalProtect, IM Security, Cloud App Security (Smart Protection Complete only)		✓	✓
Cloud and Data Center Security			
ServerProtect	Windows, NetWare, Linux	✓	✓
Centralized Management and Reporting			
Control Manager		✓	✓
Support			
24 x 7		✓	✓

Support Offerings

Trend Micro Products	24 x 7*	Gold Premium Support
Endpoint and Mobile Device		
Telephone Support	24 x 7	24 x 7
Designated Contacts	4	6
Product Updates and Upgrades	✓	✓
Telephone, Email and Web-based Support Channels	✓	✓
Priority Call Queueing	✓	✓
Access to Customer Service Engineers	✓	✓
Malware Removal Assistance		✓
Assignment of Named Customer Service Manager		✓
Priority Case Handling		✓
Suspicious File Analysis (via Premium Support Connection)		✓
Installation and Upgrade Support		✓
Monthly Calls and Annual On-site Meeting		✓
Number of regions		1
Suitable for global organizations		✓

* 24x7 Support for critical, business impacting issues is included with active maintenance for any business products purchased or renewed after April 1, 2015. 24x7 Support is not included with consumer products and Worry-Free Business Security, all versions.

User Protection Component Products

Trend Micro Products	Platform/Protection Location	Anti-Malware, Antivirus, Antispyware	Content Filtering, Web Filtering, Email Filtering, Antispam	Data Loss Prevention	Encryption	Device Management	Application Control	Management
OfficeScan	Windows/Mac/VDI	✓		Optional				On-Premises
Vulnerability Protection	Windows	Intrusion Prevention						On-Premises
Endpoint Application Control	Windows						✓	On-Premises
Mobile Security	Android, Apple, Blackberry	✓				✓	✓	On-Premises
Worry-Free Standard	Windows, Mac	✓	Web Filtering					On-Premises
Worry-Free Advanced	Windows, Mac, Android, IOS clients	✓	✓	✓		For Microsoft ActiveSync users		On-Premises
Worry-Free Services	Windows, Mac, Android, IOS clients	✓	Web Filtering					Hosted
Worry-Free Services Advanced	Windows, Mac, Android, IOS clients	✓	✓	✓				Hosted
Endpoint Encryption	Windows				✓			On-Premises
InterScan Web Security	Gateway or Cloud-based Gateway	✓	Web Filtering	Optional			Web Apps Only	On-Premises
InterScan Web Security as a Service	Cloud-based Gateway	✓	Web Filtering	Optional			Web Apps Only	Cloud-based SaaS
InterScan Messaging Security	Gateway	✓	Email Filtering, Antispam	Optional	Optional			On-Premises, Cloud-based SaaS
Hosted Email Security	Hosted Gateway	✓	Email Filtering, Antispam		✓			Hosted
ScanMail	Microsoft Exchange/ IBM Domino	✓	Email Filtering, Antispam	Optional				On-Premises
PortalProtect for SharePoint	Microsoft SharePoint	✓		✓				On-Premises
IM Security for Microsoft Lync	Microsoft Lync	✓		✓				On-Premises
ServerProtect	Windows, NetWare, Linux	✓						On-Premises
Integrated DLP for OfficeScan, InterScan Mail, InterScan Web, ScanMail, PortalProtect, IM Security, Cloud App Security				✓				On-Premises
Cloud App Security for Office365	Office365, OneDrive for Business, SharePoint, Box, Dropbox, Google Drive	Advanced threat detection via sandbox analysis		✓				Hosted
Smart Protection for Endpoints		✓		✓	✓	✓	✓	On-Premises, Cloud-based SaaS
Smart Protection Complete		✓	✓	✓	✓	✓	✓	On-Premises, Cloud-based SaaS

PRODUCTS

Previous Suites for Renewal Customers Only

Trend Micro Products	Platform/Protection Location	Enterprise Security and Data Protection Suite	Enterprise Security Suite	Enterprise Security for Endpoints and Mail Servers	Enterprise Security for Endpoints	Enterprise Data Protection Add-on	Enterprise Security for Gateways	Enterprise Security for Communication and Collaboration
OfficeScan	Windows/Mac/VDI	✓	✓	✓	✓			
Vulnerability Protection	Windows	✓	✓	✓	✓			
Mobile Security	Android, Apple, Blackberry	✓				✓		
Endpoint Encryption	Windows	✓				✓		
InterScan Web Security	Gateway	✓	✓				✓	
InterScan Messaging Security	Gateway	✓	✓				✓	
ScanMail	Microsoft Exchange	✓	✓	✓				✓
ScanMail	IBM Domino	✓	✓	✓				
PortalProtect for SharePoint	Microsoft SharePoint							✓
IM Security for Microsoft Lync and Office Communications Server	Microsoft Lync and OCS							✓
Hosted Email Encryption	Hosted Gateway	✓				✓		
ServerProtect	Windows, NetWare, Linux	✓	✓	✓	✓			
Control Manager	Centralized Management and Reporting	✓	✓	✓	✓			✓
Integrated DLP for OfficeScan, InterScan Mail, InterScan Web, ScanMail, PortalProtect, IM Security		✓				✓		
Enterprise Data Protection Add-on Available			✓	✓	✓			

