Product Vision for Autodesk

February 18, 2020

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Forward-Looking Statements

During the course of this presentation, we may make forward-looking statements regarding future events or plans of the company. We caution you that such statements reflect our current expectations and estimates based on factors currently known to us and that actual events or results may differ materially. The forward-looking statements made in the this presentation are being made as of the time and date of its live presentation. If reviewed after its live presentation, it may not contain current or accurate information. We do not assume any obligation to update any forward-looking statements made herein.

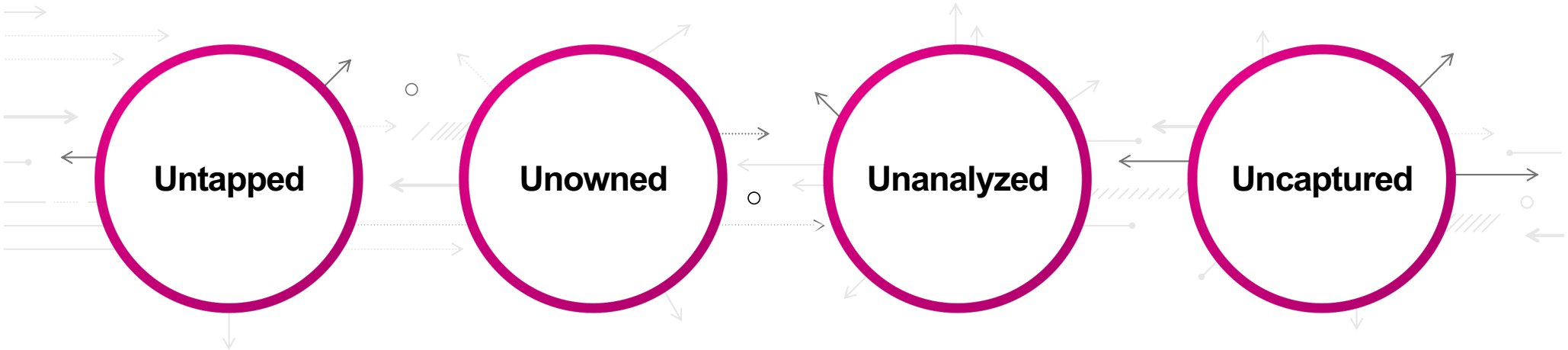
In addition, any information about our roadmap outlines our general product direction and is subject to change at any time without notice. It is for informational purposes only, and shall not be incorporated into any contract or other commitment. Splunk undertakes no obligation either to develop the features or functionalities described or to include any such feature or functionality in a future release.

Agenda

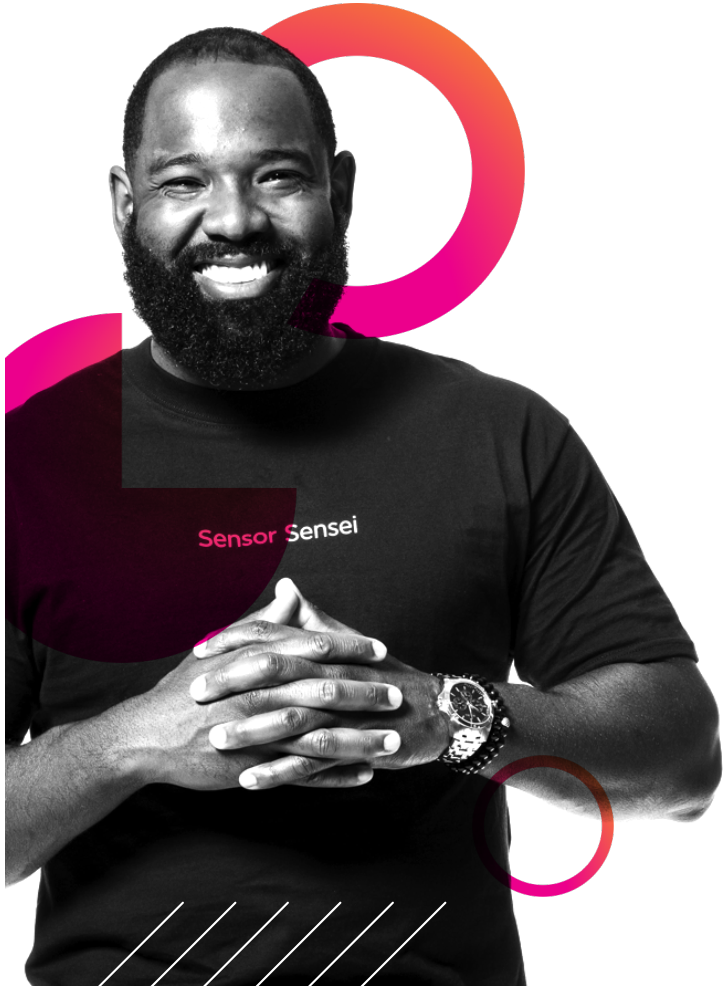
1. **Discuss** the Broader Data Landscape
2. **Present** Splunk's Premium Solutions
3. **Share** Splunk's Unique Approach to Improving Observability and Action and How We are Designing for the Future
4. **Agree** Upon Next Steps

Most Organizations' Data is Still Dark Data

60% of organizations report that the majority of their data is still dark*



*Splunk Inc., "State of Dark Data Report", May 2019



IT and Security Data Journeys

	Investigate	Monitor	Analyze	Act
IT	Investigation Leveraging & Metrics, Logs	Services, Apps, Containers, Cloud	Service Insights & Event Analytics	AiOps (Prediction, Collaboration, Orchestration)
Security	Incident Investigation, Forensics, Hunting	Security Monitoring, Compliance	Incident Response, Fraud	SOC Automation & Orchestration

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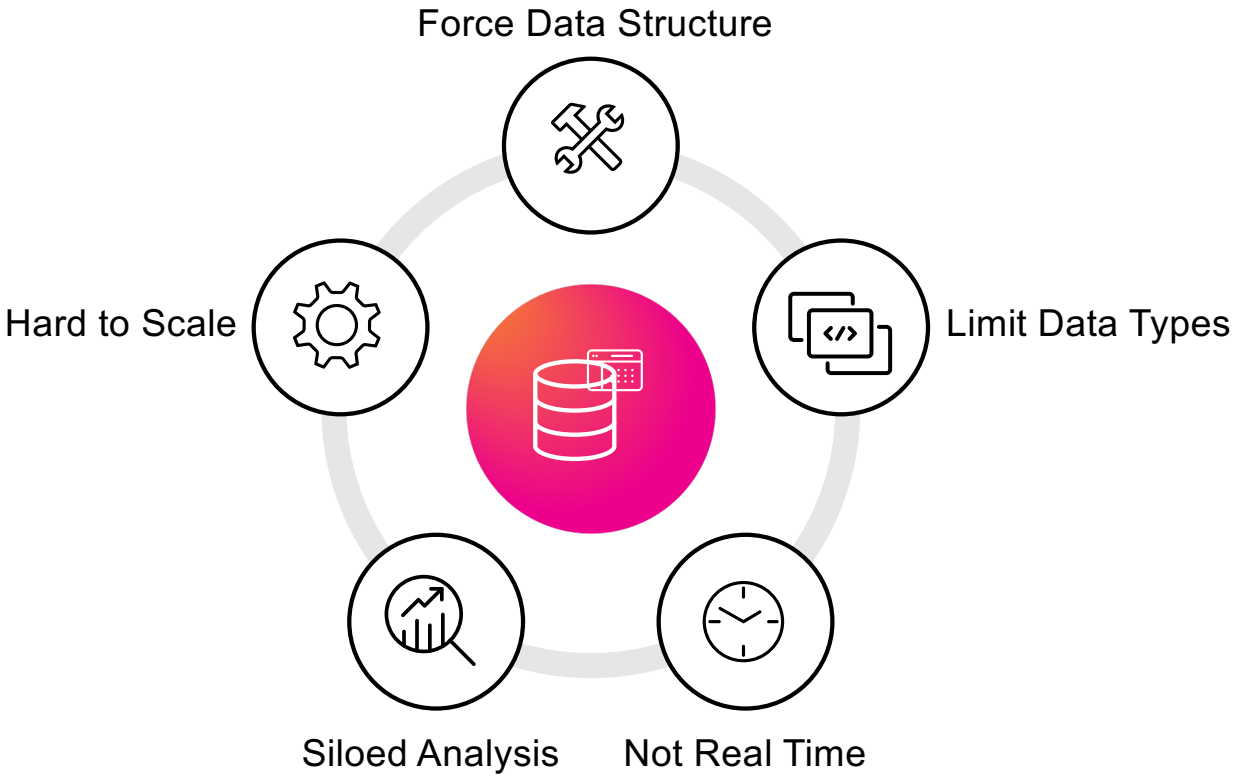
Traditional Data and Analysis Solutions No Longer Solve the Problem



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The Data-to-Everything Platform

IT

Security

IoT

Biz Analytics

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Splunk Premium Solutions

Splunk IT Service Intelligence™

Splunk Enterprise Security™

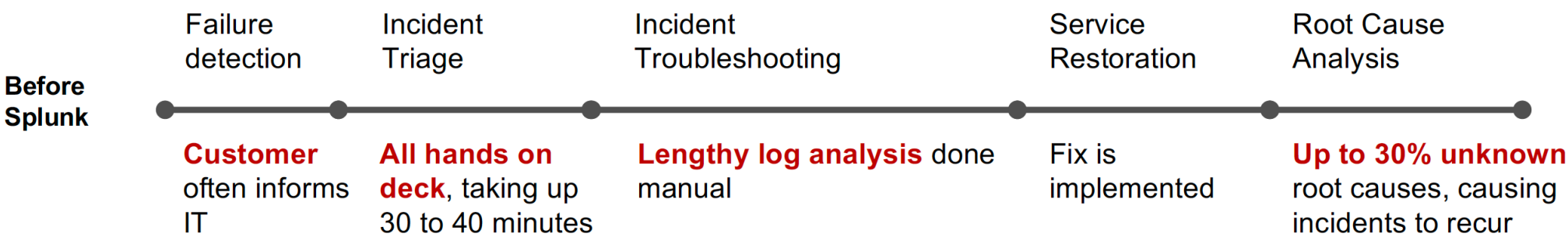
Splunk User Behavior Analytics™

Splunk for Industrial Internet of Things

splunk> VictorOps

splunk> phantom

TOP 4 Value Drivers for IT Ops



#2 Faster triage often conducted by 1st level staff without all hands on deck

#4 Faster and more comprehensive root cause analysis reduces incident recurrence

#1 Better detection customer is notified by IT

#3 Faster investigation (MTTI) through rapid log search and correlation conducted in conjunction by different teams (everyone looks at the same data)

Reduce business impact with **Shorter** and **Fewer** Outages

IT Service Intelligence (ITSI)

IT OPS

DESCRIPTION

- **Data-driven insights across your services, apps, and infrastructure** so you can predict and prevent problems before they impact revenue and customer experience.

Splunk IT Service Intelligence™

ITSI SUCCESS PLANS

- Success Plans include SW license and support
- Choose Standard or Premium options
- **Support sold separately for perpetual licenses**

LICENSING

- **Volume:** We license by amount of data indexed in a 24 hour period
- Complimentary product. Customers must have an equivalent license of Splunk Enterprise or Splunk Cloud subscription.
  (same GB volume level).

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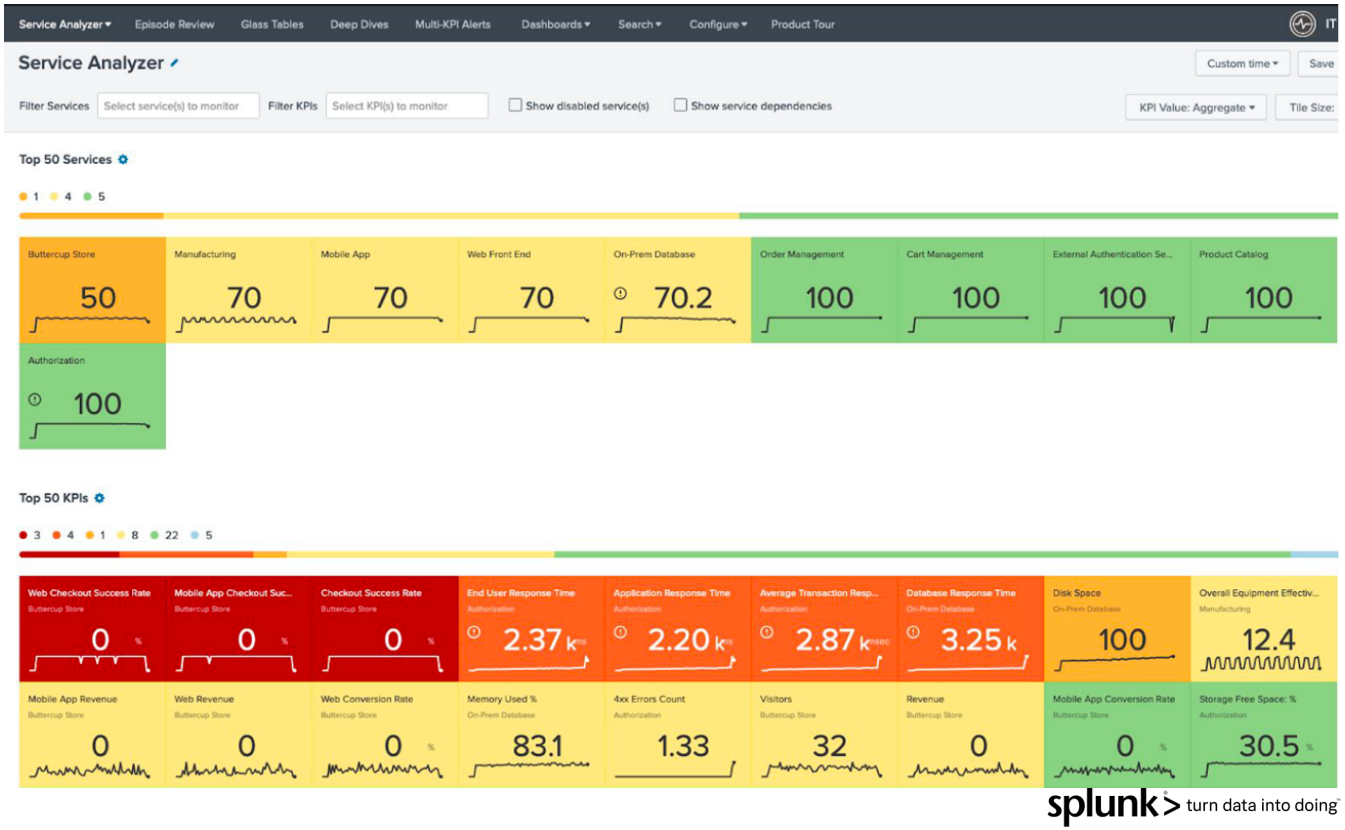
IT Service Intelligence (ITSI)

IT Operations

Service Analyzer provides a high-level view of the health of your services and KPIs



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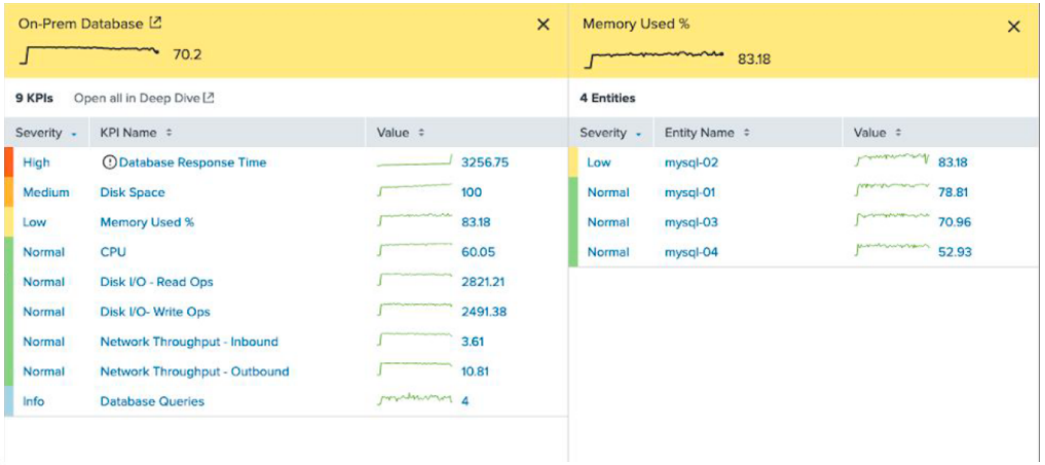
IT Service Intelligence (ITSI)

IT Operations

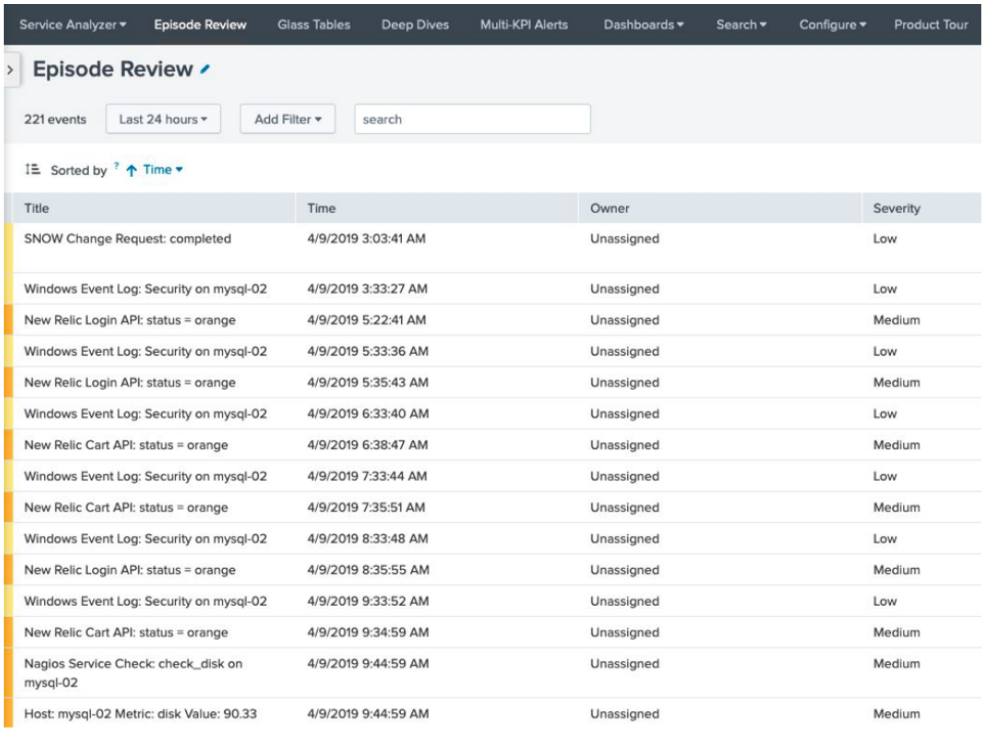
Deep Dive: See the dependencies between services



IT Service Intelligence (ITSI)

IT Operations

Episode Review: Group events to reduce noise

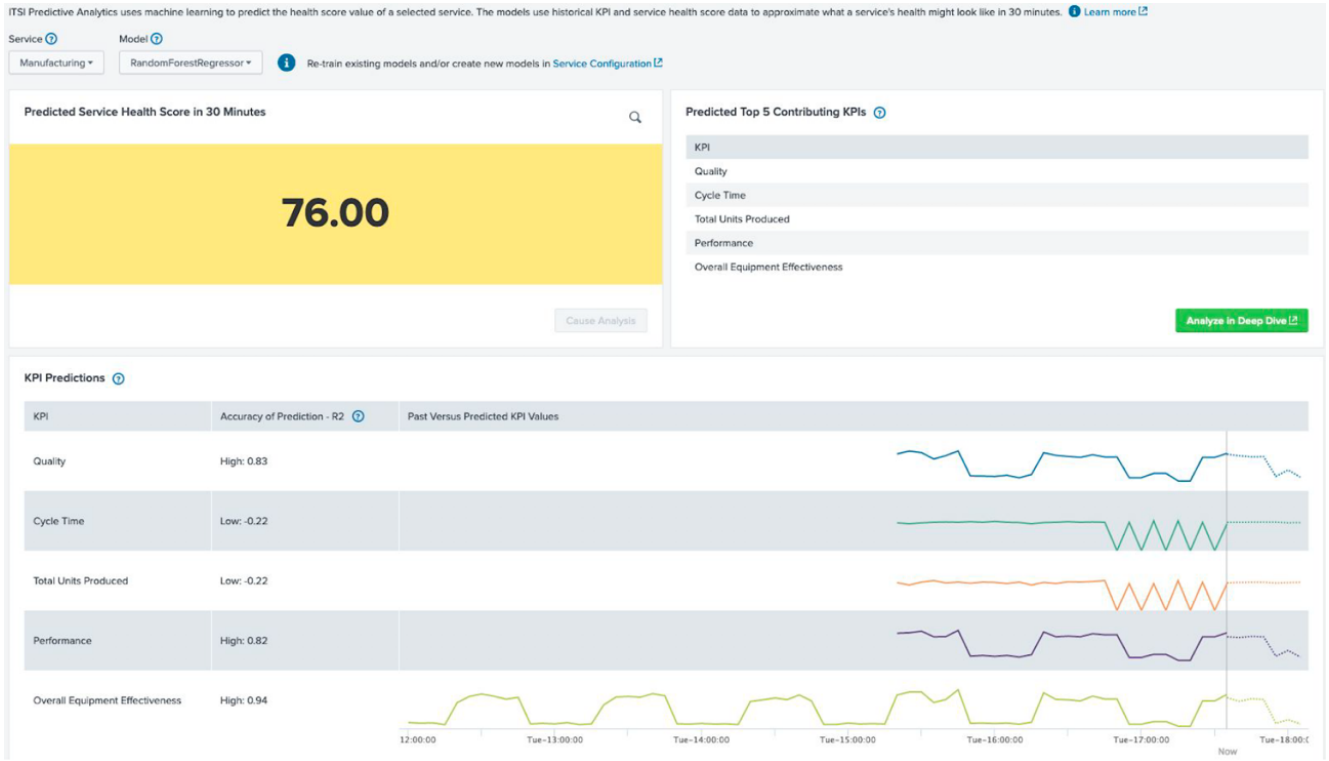


Title	Time	Owner	Severity
SNOW Change Request: completed	4/9/2019 3:03:41 AM	Unassigned	Low
Windows Event Log: Security on mysql-02	4/9/2019 3:33:27 AM	Unassigned	Low
New Relic Login API: status = orange	4/9/2019 5:22:41 AM	Unassigned	Medium
Windows Event Log: Security on mysql-02	4/9/2019 5:33:36 AM	Unassigned	Low
New Relic Login API: status = orange	4/9/2019 5:35:43 AM	Unassigned	Medium
Windows Event Log: Security on mysql-02	4/9/2019 6:33:40 AM	Unassigned	Low
New Relic Cart API: status = orange	4/9/2019 6:38:47 AM	Unassigned	Medium
Windows Event Log: Security on mysql-02	4/9/2019 7:33:44 AM	Unassigned	Low
New Relic Cart API: status = orange	4/9/2019 7:35:51 AM	Unassigned	Medium
Windows Event Log: Security on mysql-02	4/9/2019 8:33:48 AM	Unassigned	Low
New Relic Login API: status = orange	4/9/2019 8:35:55 AM	Unassigned	Medium
Windows Event Log: Security on mysql-02	4/9/2019 9:33:52 AM	Unassigned	Low
New Relic Cart API: status = orange	4/9/2019 9:34:59 AM	Unassigned	Medium
Nagios Service Check: check_disk on mysql-02	4/9/2019 9:44:59 AM	Unassigned	Medium
Host: mysql-02 Metric: disk Value: 90.33	4/9/2019 9:44:59 AM	Unassigned	Medium

IT Service Intelligence (ITSI)

IT Operations

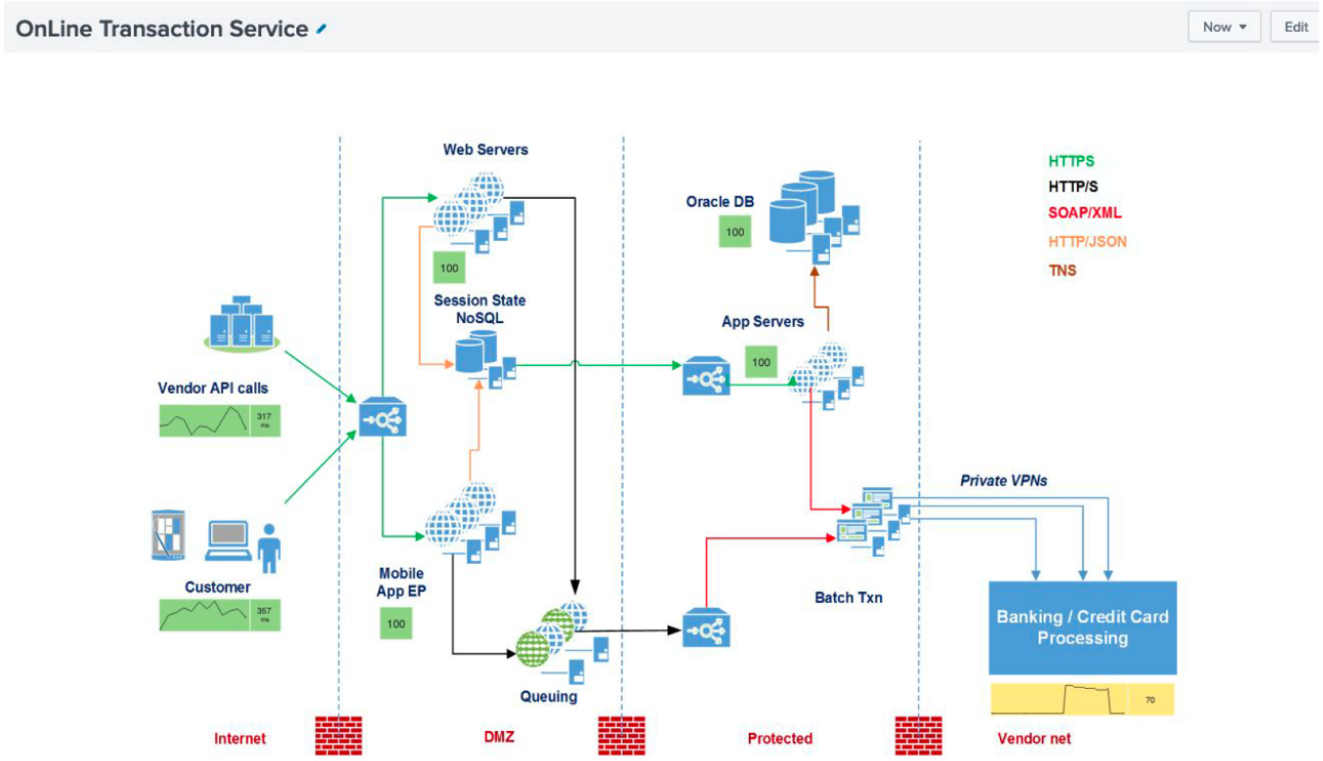
Predictive Analytics:
Use historical data to predict the future state of services



IT Service Intelligence (ITSI)

IT Operations

Glass Tables: Use an existing network diagram and annotate it with the health of the services involved



VictorOps

IT Operations

DESCRIPTION

- Deliver the right alerts to the right people, reducing time to acknowledge and resolve problems
- Empower Dev Ops teams with collaboration and data
- Make on-call suck less for your developers and operations teams

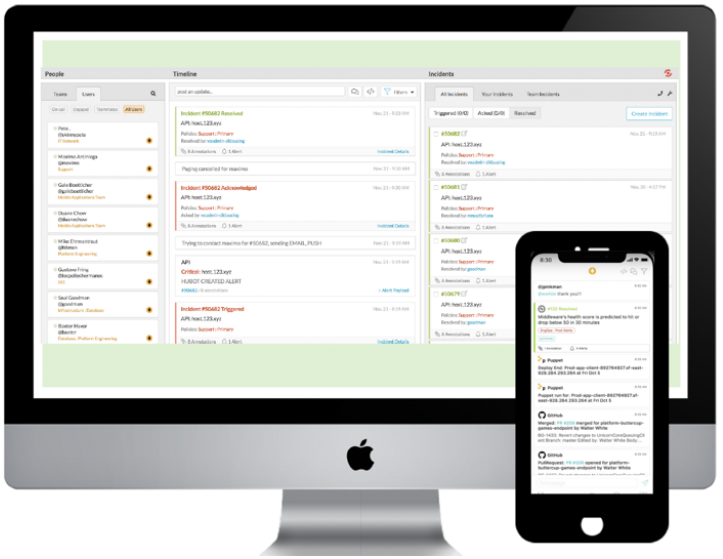
VictorOps SUPPORT

- Support included in the VictorOps subscription

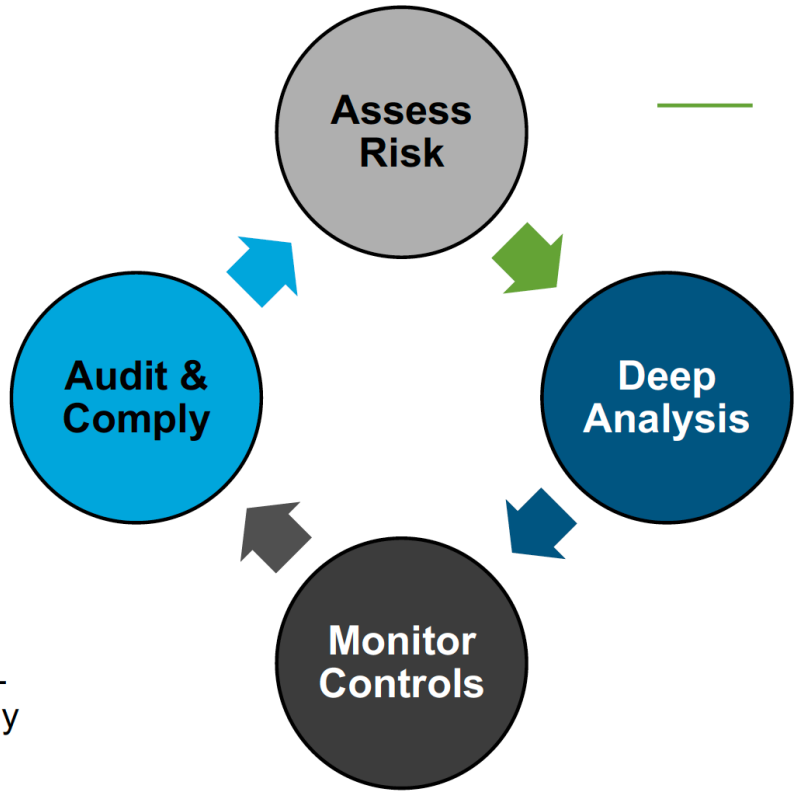
LICENSING

Seats: VictorOps is licensed on a per-seat (user) basis.
Tiers: VictorOps offers an entry, growth and enterprise tier to offer a great fit for all kinds of accounts

splunk> VictorOps



TOP 4 Value Drivers for Security



#1 Faster 1st level triage and automated remediation of security alerts with less resources and better real-time visibility

#2 Faster deep dive investigation on security alerts and incidents that require further proactive and reactive analysis

#3 Faster implementation of critical security controls across ALL layers of the organization, ultimately resulting in full enterprise visibility and a reduction in risks

#4 Continuous compliance on ALL components and policies resulting in faster and simpler audits

Enterprise Security (ES)

Security

DESCRIPTION

- **Analytics-Driven SIEM.** Use to Monitor, Detect, Analyze, Investigate and Respond to Threats and Attacks.

ES SUCCESS PLANS

- Success Plans include SW license and support
- Choose Standard or Premium options
- **Support sold separately for perpetual licenses**

LICENSING

- **Volume:** We license by amount of data indexed in a 24 hour period
- Complimentary product. Customers must have an equivalent license of Core Splunk (same GB volume).

Splunk Enterprise Security™

Enterprise Security (ES)

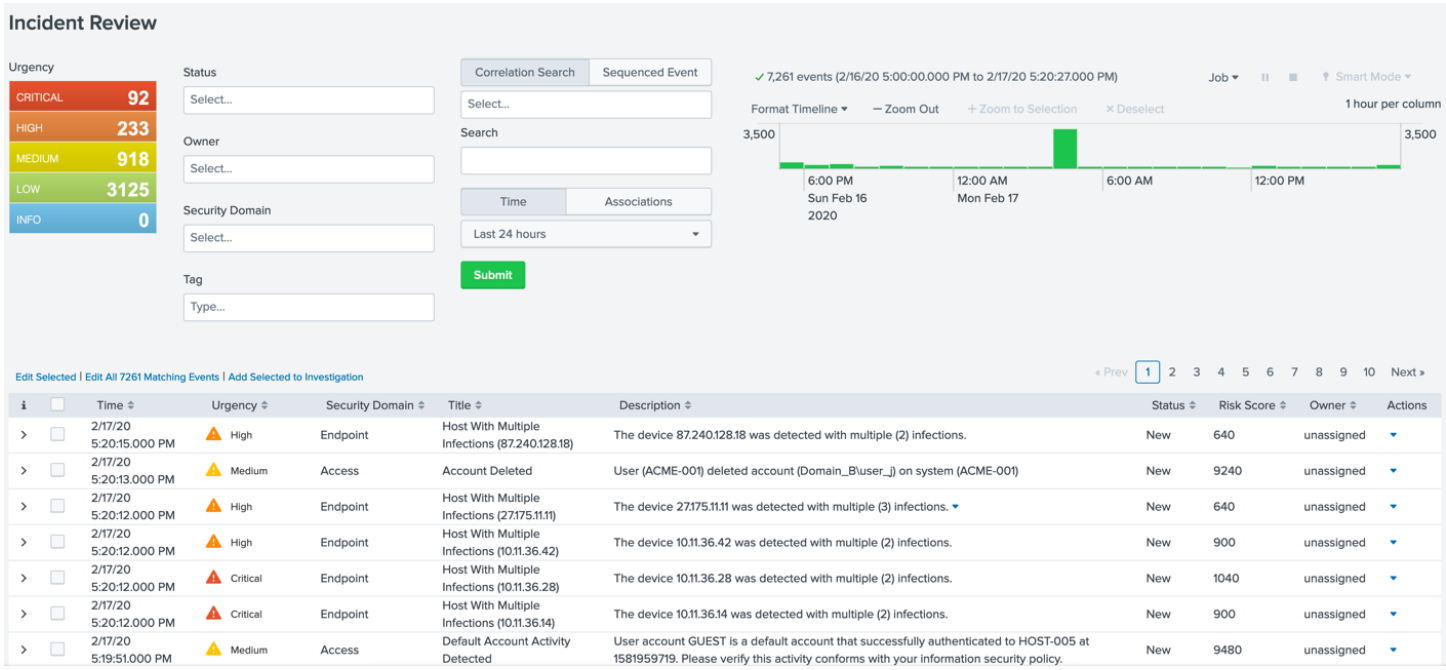
Security

Security Posture: At-a-glance information about what's taking place throughout the entire organization

Enterprise Security (ES)

Security

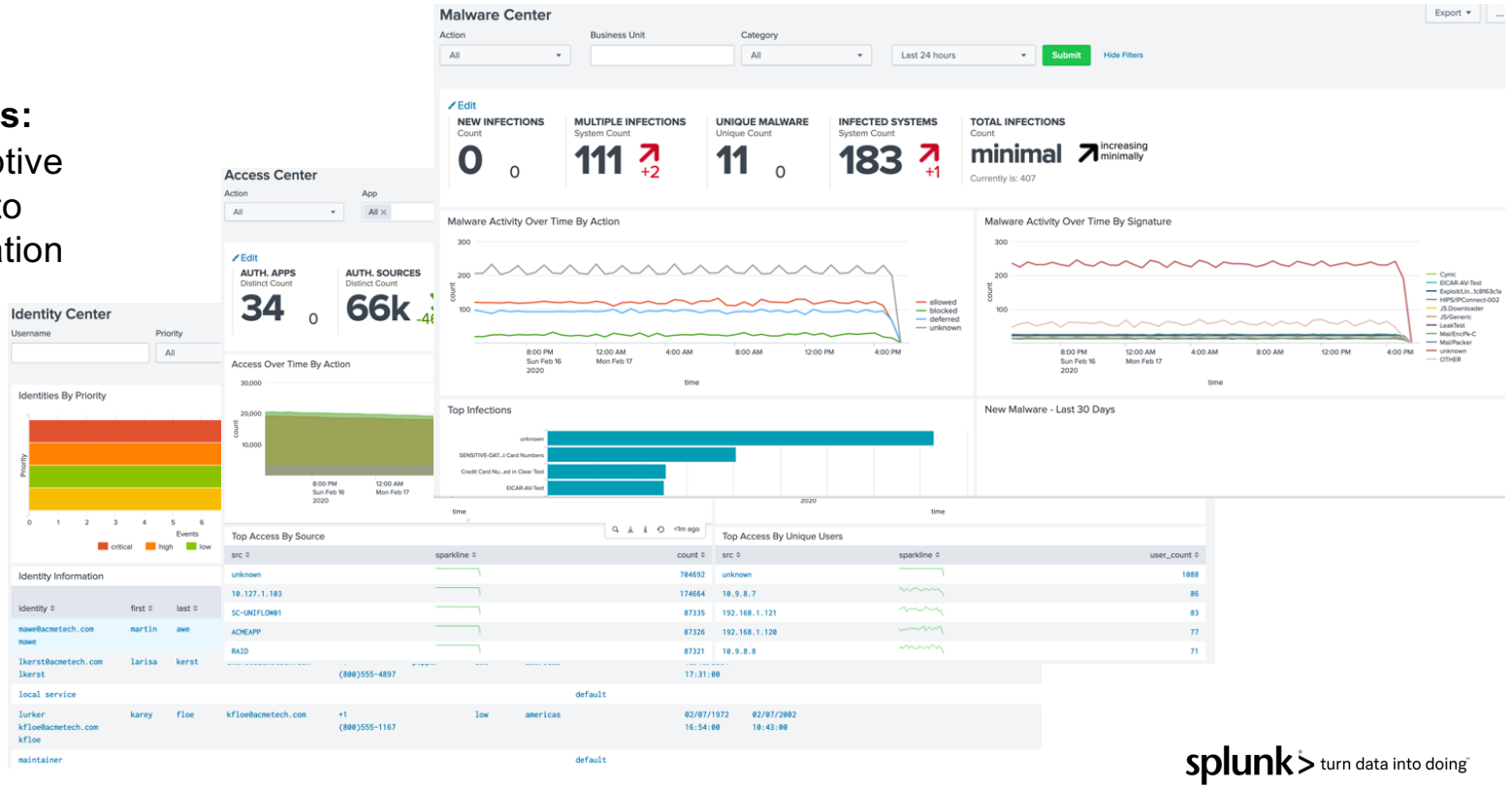
Incident Review: Single comprehensive view for analyst to conduct investigations



Enterprise Security (ES)

Security

Security Domains:
Wealth of prescriptive content provided to expedite investigation monitoring



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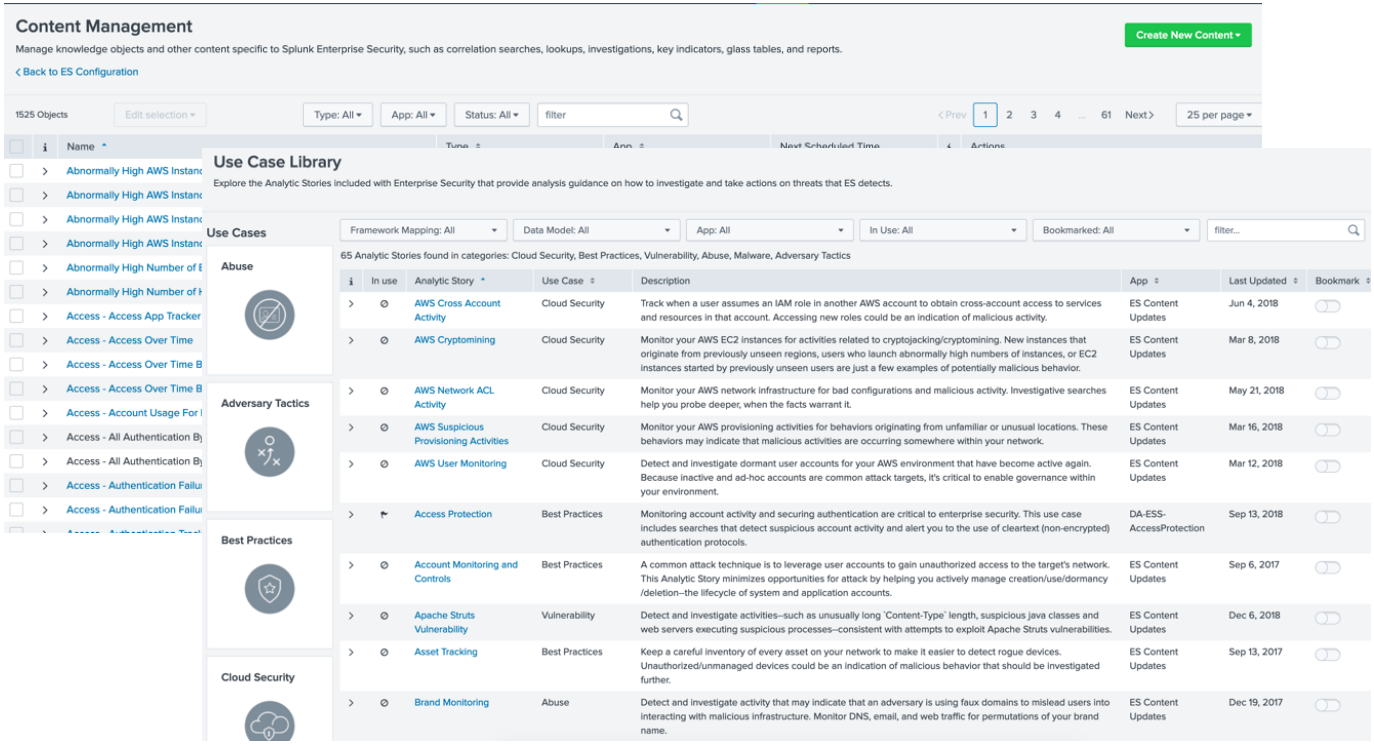
Enterprise Security (ES)

Security

Security Content:
Created by Splunk's dedicated Security Research Team that proactively monitors and designs content to stay on top of the latest security risks

Framework base:

- CIS Top 20
- Kill Chain Phases
- Mitre ATT&CK Chain



User and Entity Behavior Analytics (UEBA)

Security

DESCRIPTION

Detect cyber-attacks and insider threats using data science, machine learning, behavior baseline, peer group analytics, and advanced correlation.

Splunk User Behavior Analytics™

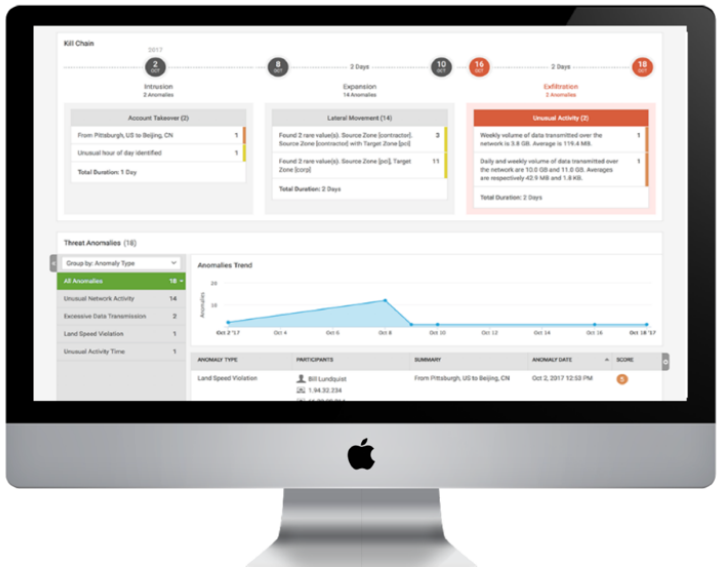
Security

UBA SUPPORT

- Term license include SW license and support
- Choose Standard or Premium options
- **Support sold separately for perpetual licenses**

LICENSING

Users: number of authorized users (the number of users or system accounts in Microsoft Active Directory, Lightweight Directory Access Protocol (LDAP) or any similar service that is used to authenticate users inside the network). Can be sold with Content Subscription service.



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Phantom

Security

DESCRIPTION

- **SOAR (Security Orchestration, Automation & Response):** Integrate teams, processes and tools to accelerate SOC workflows, force multiply existing resources, and strengthen defenses.

PHANTOM SUPPORT

- Term license include SW license and support
- Choose Standard or Premium options
- **Support sold separately for perpetual licenses**

LICENSING

- Term subscription license – multi-year terms available
- Pricing via Event Volume Tiers – 25, 150, 350, 500, 750, 1500, 3000, 5000
- Currently, no charge for overages

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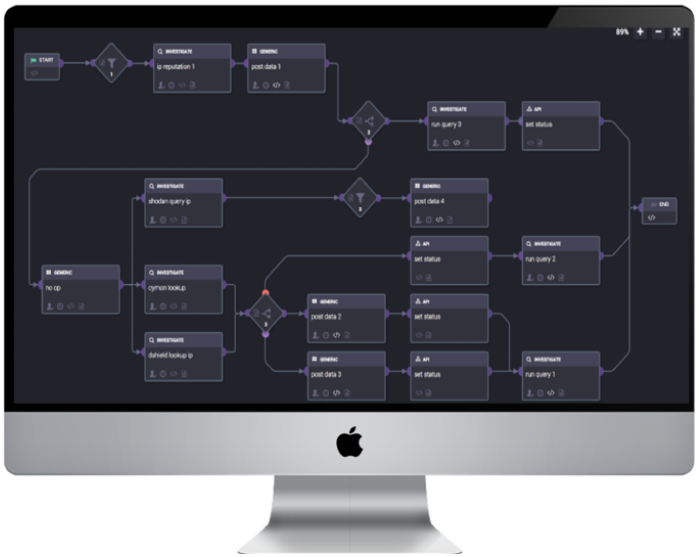
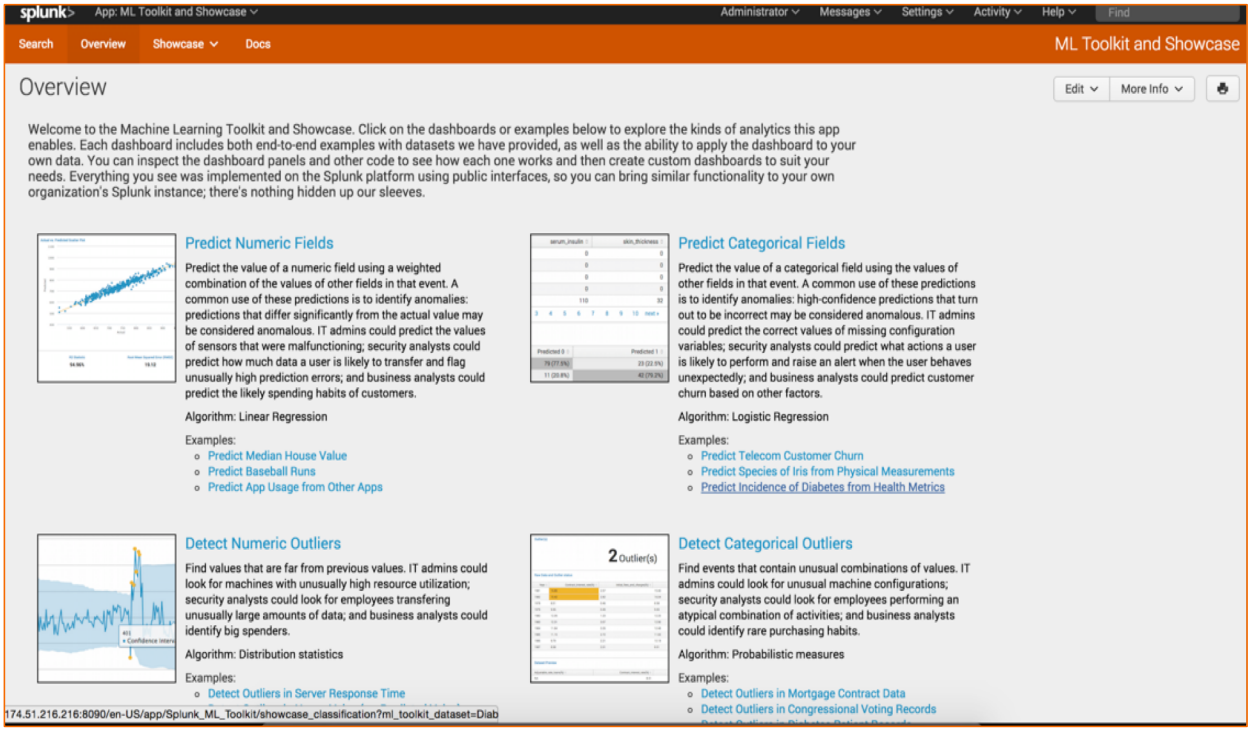
Security



Machine Learning Tool Kit (MLTK)

Predict Numeric Fields
Predict Categorical Fields
Detect Numerical Outliers
Detect Categorical Outliers
Forecast Time Series
Cluster Events



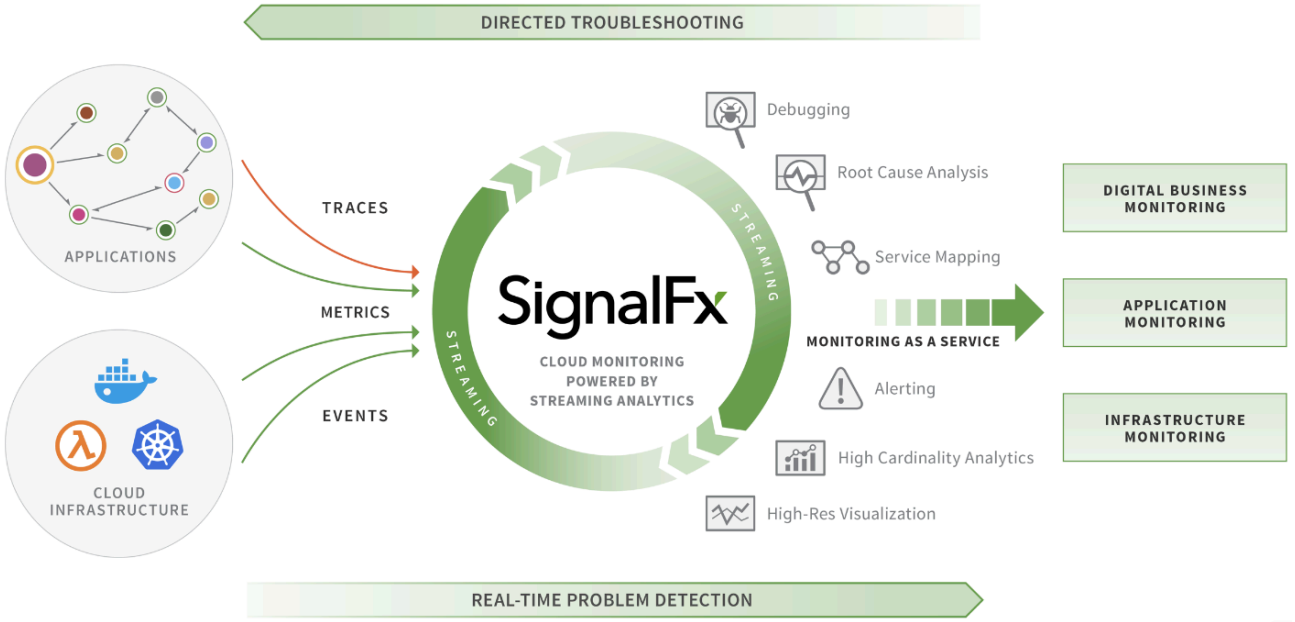
SignalFX

Application Monitoring

MICROSERVICES APM (µAPM)

Key Features

- Real-Time, Stream Processing SaaS
- Public cloud infrastructure monitoring
  - Uses an agent to gather metric on premises. Data pushed to the cloud
- APM covers -> Java, Ruby, Python
- Monitor Kubernetes , Containers, Micro Services , Rest APIs
- Great feature for discovery services and building graph of service dependencies
- Propose dashboards at Application and Service level



What's New: Observability and Action Across the Enterprise

Data Stream Processing | Data Fabric Search | Natural Language Processing | Connected Experiences

IT

Expanded infrastructure monitoring (IT Service Intelligence 4.4)

Engage on-call teams (VictorOps GA)

Unified Service Insights & Collaboration on Mobile

Developers

Collaborative Investigation (Splunk Investigate)

Analyze end-to-end user behavior (Splunk Business Flow GA)

Observability for modern cloud applications (SignalFx*)

*Pending Acquisition Close

Security

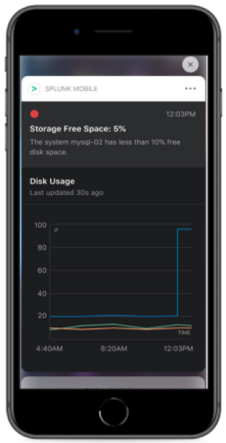
Monitoring and remediation in a single pane of glass (Splunk Mission Control)

Expanded security monitoring (Splunk Enterprise Security 6.0)

Mobile response (Splunk Phantom 4.6 w/Mobile)

Splunk Connected Experiences

Delivering Contextual Insights, the Missing Link Between Data and Outcomes



Extends Splunk analyses to even more users via devices they use most.

Empowers consumption and action on information via dashboards, the Apple Watch app, or Splunk TV.

Augmented Reality extends Splunk Dashboards by scanning QR codes or NFC tags for on demand insights.

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