Increased Cybercrime and the Pandemic Creates Opportunities

1001 cases in 2020

155.8 million records exposed
Increased Cybercrime and the Pandemic Creates Opportunities

77% of IT not prepared

98% of ‘social incidents’
Increased Cybercrime and the Pandemic Creates Opportunities

$1.5T annual cyber crime profit

10% security of IT budgets

cyber crime
Increased Cybercrime and the Pandemic Creates Opportunities

90% of newly created corona virus domains are “scammy”

2000% increase in malicious files with “zoom” in name

location independence increases number of unsecured remote machines by 40%

covid-19
Cybersecurity Vendor Landscape

the security vendor space is complex, fragmented, and extremely crowded

we’re here to help you navigate through the maze
Tech Data Security Solutions by the Numbers

- $1+ Billion revenue in FY21
- $1+ Billion
- 150+ TD security associates
- 75+ security vendors
- 75+ security vendors in FY21
- 500+ TD resellers active in Practice Builder
- 5 new security vendors in FY21
- enterprise security growth 7%
- 7% world class
Tech Data NA Strategy for FY22

Security Partner Acceleration
- Partner recruitment & retention
- Security field sales investments
- Upsell vendor offerings with services
- Solution aggregation
- Digital Practice Builder growth

MSP Route to Market
- Partner acceleration w/2+ vendor technologies
- Partner recruitment
- MSP Practice Builder and other targeted enablement
- MSP expert virtual sessions

Enhanced Partner Enablement Offerings
- Investment in SPI Tool automation
- Creation of end-user solution kits
- Security marketing content
- Demand generation
Our Value to our Partners

Security Vendor Solutions
- Cloud, Mobile, Network, and Web
- Data & Applications
- Endpoint/Perimeter
- Identity & Access Mgmt
- Intelligence & SIEM

Partner Enablement
- Digital Security Practice Builder
- MSP Evolve
- SPI Tool

Cyber Range
- Training
- Demonstration
- Enablement
- Services

Security Services
- Assessments
- Compliance
- Implementation
- Incident Response
- Managed Security Services
Our People

leverage the Tech Data Security Team

expert resources
access to essential cybersecurity skills
deep vendor knowledge
Security Vendor Solutions

Commercial

Public Sector

Areas of Security

- Advanced Fraud
- Application Security
- Cloud Security
- Data Security
- End Point Security
- GRC
- Identity and Access
- IoT Security
- Managed Security Service
- Mobile Security
- Network Security
- Security Intelligence
- Security Strategy
- Web Security
Digital Security Practice Builder

Our award-winning Digital Security Practice Builder helps partners rapidly build a profitable security practice that enables them to:

- Expand market share with IT Security vendors
- Enhance security offerings with assessments, consulting services, managed services and education
- Deliver scalable solutions that support customer demands

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https://practicebuilder.techdata.com/security
MSP Evolve

MSP Evolve targets high-growth managed service providers to support their security practice growth

MSP Evolve includes:

- expert (virtual) sessions
- digital practice builder tools
- demand generation
- social media support

Contact your TD Security rep to learn when the next MSP Evolve event is happening!
Position new security solutions with your customers

Leverage the SPI tool

Features include:

- an easy-to-use keyword search
- searchability by vendor, product, category, sub-category, MSP readiness, and geographic region

https://recon.techdata.com/spitool
Tech Data Security Services

Assessments
- Penetration Testing
- Vulnerability Assessments
- Security Risk Assessments
- Physical Security Assessments
- Security Profile Assessments
- Physical Penetration Testing
- Cisco Cloud (POV)
- GDPR Assessments

Compliance
- CCPA
- CMMC
- DFARS
- GDPR
- GLBA
- GRC
- HIPAA
- HITRUST
- ISO 27001
- NIST
- NYDF/NYCRR
- NERC CIP
- PCI-DSS
- SOC 1
- SOC 2

Incident Response
- Plan Development
- Readiness Review
- IR Experience (Simulation)
- IR Emergency

Managed Security Services
- ISAO Threat Feed
- Fractional CISO
- SOC-as-a-Service

Implementation

SECURITY SERVICES
Incident Response (IR) Services

Helps ensure your customers have the right capabilities in place to effectively respond to cyber security threats

**IR plan development**
- minimize the cost and damage of a breach
- integrates seamlessly with existing people and processes
- quickly recover and resume operation with minimal impact

**Readiness assessment**
- validate effectiveness of existing incident response plan
- strategic guidance on suspected incidents limiting impact on the business
- testing for specific scenarios

**IR emergency**
- quickly and effectively respond and recover from cyber threats
- access to highly skilled experts with incident management and security intelligence experience
- rapid response to contain overall impact of security incident
ISAO Threat Feed

Our ISAO collects threat intelligence data from over 500 entities globally, which can be fed into most any SIEM solution.

This data is anonymized and shared with all member organizations – benefits include:

- annual subscription service
- Cost-effective threat intelligence
- real-time threat intelligence
- select the attack type of threat intelligence you wish to receive
- select the geography location of threat intelligence feed (country, state, zip)
- threat feed in syslog or STIX/TAXII protocol

ISAO = information sharing and analysis organization
Tech Data Cyber Range

An interactive and immersive environment to train, test, demonstrate and engage partners and their customers using the best technologies, processes and most advanced techniques in cybersecurity.

first Cyber Range in distribution
Resources

Leverage the following valuable resources to help grow your business:

- Digital Security Practice Builder: [https://practicebuilder.techdata.com/security/](https://practicebuilder.techdata.com/security/)
- SPI Tool: [https://recon.techdata.com/spitool/](https://recon.techdata.com/spitool/)
- Tech Data’s Security Website: [https://www.techdata.com/security/](https://www.techdata.com/security/)

For assistance with specific vendor or services requests, reach out to: SecurityServices@techdata.com

Don’t forget to find us on LinkedIn and Twitter
Tech Data Security Solutions... in 30 seconds or less

1. get engaged with our Talent
   leverage team of experts to help grow your business

2. sell more Security Vendor Solutions
   Tech Data offers a robust portfolio of security vendors

3. grow your business with our Enablement tools
   Utilize the Digital Security Practice Builder, SPI tool and MSP strategy to sell more

4. sell more Security Services
   develop your own capability or leverage Tech Data for extra bench

5. take full advantage of our Cyber Range
   train, demonstrate and engage customers using the most advanced techniques in cybersecurity
Questions?

for more information email us at

securityservices@techdata.com