Shavlik. Simply Secure.
ARMing The Enterprise

January 2008
Agenda

• Shavlik Technologies History
• Innovation in Technology
  – Aligning IT with the Business
• Evolution to Active Vulnerability Management
• Why are we different?
  – Simplicity and Security
Shavlik
Leader in Security and Compliance

• Founded: 1993; Headquarters: Minneapolis

• Recognized leader in the Patch Management Industry
  – Unmatched time-to-patch; “Any Patch, Anywhere”

• Today we deliver easy to use solutions for most direct route to compliance

• 10,000+ customers worldwide

• Award winning solutions

• Shavlik technology is built into numerous leading security products
Intimate knowledge of Microsoft platform security requirements

Mark Shavlik
CEO
• Former Windows NT Kernel Team
• Defined and developed what is known today as the Microsoft Baseline Security Analyzer – MBSA- the world’s most downloaded security tool
• Acknowledged as founder of patch industry

Eric Schultze
CTO
• Inaugural member of MSFT’s Trustworthy Computing Team
• Was secure@microsoft.com drafting MSFT’s own security bulletins and issuing patches
• Deemed “Mr. Patch” by Redmond Magazine
• Founded patchmanagement.org
Founded on Security

- Established in 1993
- Builds industry’s 1st security assessment technology for Microsoft and Secure Computing
- Creates MBSA, the world’s most widely used security scanning tool
- Perfects agentless security scan approach – WHY?
  - Security must be easy to deploy and manage
  - Goal is to make the admin’s job easier

Founded as Security Company

1993
- Builds InspectorScan for Secure Computing

1996
- Inspectorscan

1999
- Develops first patch scanner for Microsoft

2001
- Industry’s first automated remediation solution for patch

2003
- Shavlik & MSFT release MBSA to 2 million customers

2004
- Shavlik becomes industry standard platform
- Shavlik delivers enterprise AVM solutions

2006
- New MSFT Agreement
- UpdateEXPERT acquired

2007
- New NAC partnerships
- SSI Released

2008
- Shavlik becomes industry standard platform

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Shavlik Philosophy

**Simplicity**
- Easy to deploy/manage
- Direct route to compliance
- Fully automate vulnerability lifecycle
- Operationalize security/free up critical IT staff

**Accuracy**
- Best coverage
- Best in class scanning
- Used to audit other solutions for mistakes
- First to market with patch data

**Flexibility**
- Multiple deployment options
- Non-intrusive
- Agent management not required

**Scalability**
- Distributed architecture
- Centralized management
- Agent/Agentless to address myriad connectivity options
Shavlik Philosophy: Drives our solutions

Simplicity + Accuracy + Flexibility + Scalability = EQUAL

These basic tenets are driven into our products
- Easy to deploy and manage
- Comprehensive view of network health
- Most direct route to policy/audit compliance
- Architectural flexibility and customizability
- Low cost to implement
How Do We Simplify?
By ARMing the enterprise

Assess

• Continuously and automatically examine and compare the compliance of every machine in the network to policies

Active
Vulnerability
Management

Manage

• Automatically report changes in policy compliance:
  • New machines
  • Configuration changes
  • Applications
  • Services

Remediate

• Secure and patch all approved software to policies and regulations
• Eliminate and/or disable any unapproved applications, malware and spyware
Shavlik Focus: Simplifying and Automating for Sustained Vulnerability and Compliance Management

Easy to implement solutions that ensure and demonstrate compliance with policies and standards
"An organization that has implemented vulnerability management is well-positioned to implement risk and compliance management technology.”

- Gartner 2007
Risk & Compliance Mgmt

- IT Risk & Compliance Management Solution
- Improve an organization’s external audit posture
- Reduce Compliance reporting costs
- Improve organization’s ability to analyze IT risk
World-leading companies trust Shavlik

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……… and 10,000 more!
Shavlik Differentiators

• Ease of deployment - Roll out any of our solutions in an hour!
• Ease of Use - Our interface takes the complexity out of managing security. Additionally, each product works through a similar work flow.
• Agentless technology ensures seamless integration/deployment and network-wide detection
• Accurate and reliable scanning technology
• Architectural Flexibility
• Extensive reporting capabilities
• Strong customizability
• Broadest application coverage
• Integrated application control

Most frequently heard customer comment: “It Just Works!”
Shavlik. Simply Secure.
ARMing The Enterprise

Backup Slides
January 2008
Premier Partner Objectives

• Make it easy for our partners to sell and support Shavlik industry-leading solutions

• Support the growth of our partners through significant program benefits, such as:
  – Dedicated sales, technical, and marketing contacts
  – Co-marketing support
  – Partner Portal

• Increase revenue and margin ongoing, through sales of Shavlik products and ownership of maintenance renewals
Customer Support

• Highly Qualified Seasoned Staff of True Security experts
• MCSE + Security certification
• Network and System Administration

• **Hours of Operation**
  – 7 a.m. to 7 p.m. Central Time, Monday through Friday. Offices closed for the following United States holidays: New Year’s Day, Memorial Day, Fourth of July, Labor Day, Thanksgiving, and Christmas.

• **Online Support & Knowledgebase**
  – Available 24 hours a day, 7 days a week:
  – Shavlik Product: [http://forum.shavlik.com](http://forum.shavlik.com)

• **Email Support:**
  – Shavlik Products: [support@shavlik.com](mailto:support@shavlik.com)
  – UpdateEXPERT Products: [ue.support@shavlik.com](mailto:ue.support@shavlik.com)
  – Migrating Questions: [ue.info@shavlik.com](mailto:ue.info@shavlik.com)

• **Telephone Support:**
  – Toll Free: 866-407-5279
Customers choose Shavlik for:

- Comprehensive coverage
- Rich targeting
- Rich reporting
- Mobile laptop coverage
- "Anytime" assessment and remediation

For a complete list of supported products, please see [http://www.shavlik.com/tech/supportedproducts59.htm](http://www.shavlik.com/tech/supportedproducts59.htm)
Why Customers Choose Shavlik

• “We brought in the Shavlik solution to better meet our internal service level targets. A few of our business units were not hitting our required ‘95% compliant’ requirements, and Shavlik brought them back”

• “We no longer have to pull operational resources to gather data for upcoming audits. Shavlik’s solution has provided us with a push-button audit capability”

• “So many compliance solutions available are too complicated to implement - Shavlik’s solution gave us the ability to report on compliance levels within days (or hours) after implementation”

• “Shavlik’s Security Intelligence module allows us to report on compliance levels over time, rather than only snap shots in time”
Training

• Sales training provided for new partners
  – Additional training upon request

• Regularly scheduled product training Webinars –
  registration available at www.shavlik.com

• Class room training options available throughout 2008