

VENZA Competitor Comparison Guide

Statement on Fair Competitive Comparisons

Best practices dictate that data protection and regulatory compliance require what is widely termed a "multi-layered approach." Selecting the right data protection layer and the right supplier takes time. With everything we do, our Product Marketing Team strives to achieve four goals: (1) Be Transparent, (2) Be Collegial, (3) Be Concise, and (4) Be Informative.

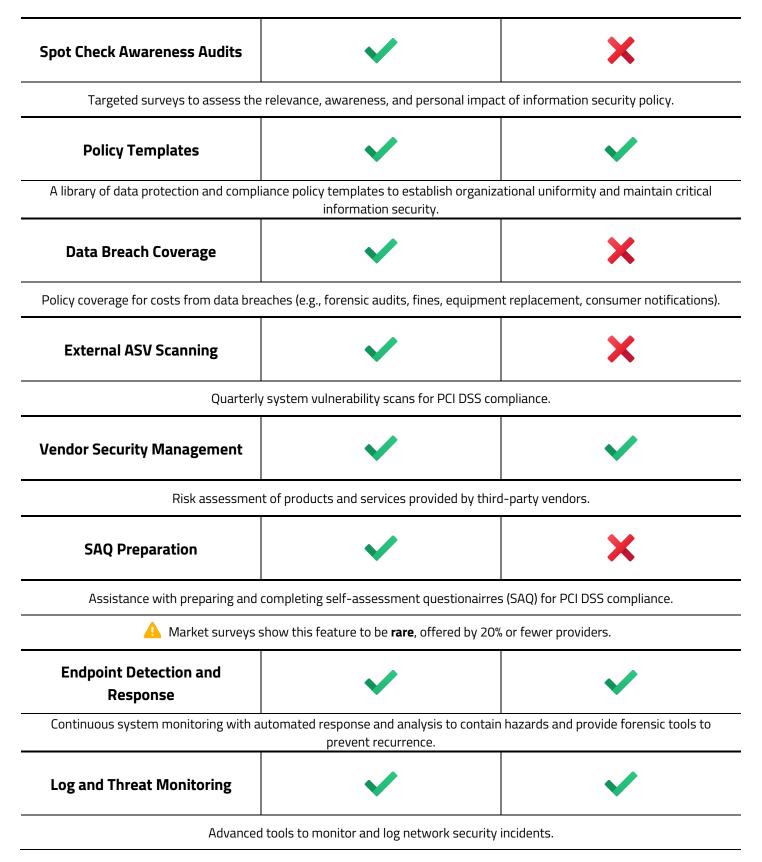
We hope that the following comparison assists you in your search for the data protection program that best suits you.

Program Fea	ature	VENZA® Everest™	Average Leading Competitor*		
Program Coa	ching	~	×		
Dedicated Cus	tomer Success T	eam to guide users through implementatior	n of VENZA/CyberTek products.		
4	Market surveys	show this feature to be rare , offered by 20%	or fewer providers.		
Training	5	\checkmark	\checkmark		
Learnin	Learning interventions including modules, games, and exams. All interactive and up to date.				
🔔 Market sur	rveys show this fe	eature to be universal among providers, ind	icating that it is a must have .		
Ir	nfoSec Basic Courses				
Pro	octored Training				
Hos	spitality-Centric Scenarios		×		
Gue	st Relations HR Module	\checkmark	×		
Ηοι	Front Desk, usekeeping and od & Beverage Posters	~	×		



Training (Cont.)					
	Multiple Languages		×		
	Average Run Time	~4 Minutes	~8 Minutes		
	Cost Structure	Unlimited Users	Per User		
Tracking, Metrics, Analytics & Compliance Certification			~		
Access to and tracking of learning content via a Learning Management System (LMS).					
	Reporting at Property Level	~	×		
Hospitality Webinar Series			×		
I I I I I I I I I I I I I I I I I I I					
🛕 Market surveys show this feature to be rare , offered by 20% or fewer providers.					
Phishing Campaigns		\checkmark	~		
Simulated examples of real-world social engineering attempts to identify and assess cybersecurity vulnerabilities.					
	Remediation Courses	~	~		
	Phishing Alarm Plug-In	×	~		
	Targeted Phishing by Property	\checkmark	×		







Security Services Help Desk	\checkmark	\checkmark			
24/7 remote system support from expert IT staff.					
Firewall Management	~	 Image: A set of the set of the			
Create, maintain, and manage firewall for network protection.					
Remote Monitoring and Management	\checkmark	\checkmark			
Dashboard for securing, maintaining, and improving IT systems.					
Disaster Backup and Recovery	\checkmark	\checkmark			
Backup and Incident Response Planning for network disruptions.					
Attestation	\checkmark	\checkmark			
QSA attestation of compliance upon SAQ/ROC completion.					
Email Security	\checkmark	\checkmark			
Email s	Email security services, including encryption and archiving.				
Field Services	\checkmark	\checkmark			
On-site support from expert MSSP staff.					
Privacy Management		\checkmark			
System support for documenting privacy measures to demonstrate regulatory compliance.					

*Assessment of average leading competitor offerings is generated by VENZA's internal research. It represents a generalization of typical available offerings and may vary by competitor.