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 Feature	VENZA® Everest™	Average Leading Competitor*
Program Coaching	✔️	❌

Dedicated Customer Success Team to guide users through implementation of VENZA/CyberTek products.

⚠️ Market surveys show this feature to be **rare**, offered by 20% or fewer providers.

	VENZA® Everest™	Average Leading Competitor*
Training	✔️	✔️

Learning interventions including modules, games, and exams. All interactive and up to date.

⚠️ Market surveys show this feature to be **universal** among providers, indicating that it is a **must have**.

	VENZA® Everest™	Average Leading Competitor*
InfoSec Basic Courses	✔️	✔️
Proctored Training	✔️	✔️
Hospitality-Centric Scenarios	✔️	❌
Guest Relations HR Module	✔️	❌
Front Desk, Housekeeping and Food & 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		✔	✖

Monthly webinars featuring external experts and the VENZA/CyberTek team, covering critical issues in hospitality.

⚠️ Market surveys show this feature to be **rare**, offered by 20% or fewer providers.

Phishing Campaigns		✔	✔

Simulated examples of real-world social engineering attempts to identify and assess cybersecurity vulnerabilities.

	Remediation Courses	✔	✔
	Phishing Alarm Plug-In	✖	✔
	Targeted Phishing by Property	✔	✖

![Venza logo - Better Visibility. Better Defense.]

Spot Check Awareness Audits	✅	❌
Targeted surveys to assess the relevance, awareness, and personal impact of information security policy.		
Policy Templates	✅	✅
A library of data protection and compliance policy templates to establish organizational uniformity and maintain critical information security.		
Data Breach Coverage	✅	❌
Policy coverage for costs from data breaches (e.g., forensic audits, fines, equipment replacement, consumer notifications).		
External ASV Scanning	✅	❌
Quarterly system vulnerability scans for PCI DSS compliance.		
Vendor Security Management	✅	✅
Risk assessment of products and services provided by third-party vendors.		
SAQ Preparation	✅	❌
Assistance with preparing and completing self-assessment questionairres (SAQ) for PCI DSS compliance.		
⚠️ Market surveys show this feature to be **rare**, offered by 20% or fewer providers.		
Endpoint Detection and Response	✅	✅
Continuous system monitoring with automated response and analysis to contain hazards and provide forensic tools to prevent recurrence.		
Log and Threat Monitoring	✅	✅
Advanced tools to monitor and log network security incidents.		

Security Services Help Desk	✔	✔
24/7 remote system support from expert IT staff.		
Firewall Management	✔	✔
Create, maintain, and manage firewall for network protection.		
Remote Monitoring and Management	✔	✔
Dashboard for securing, maintaining, and improving IT systems.		
Disaster Backup and Recovery	✔	✔
Backup and Incident Response Planning for network disruptions.		
Attestation	✔	✔
QSA attestation of compliance upon SAQ/ROC completion.		
Email Security	✔	✔
Email security services, including encryption and archiving.		
Field Services	✔	✔
On-site support from expert MSSP staff.		
Privacy Management	✔	✔
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.