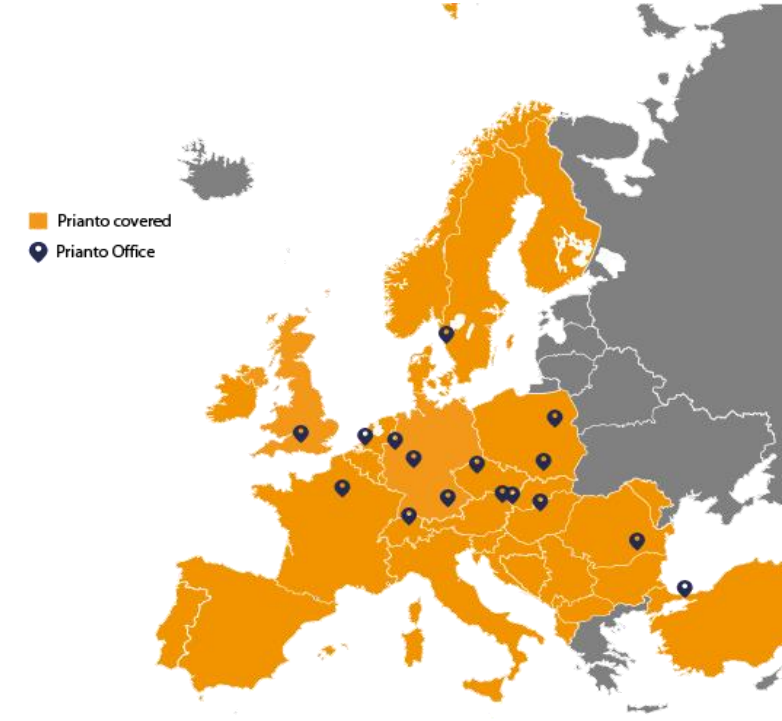
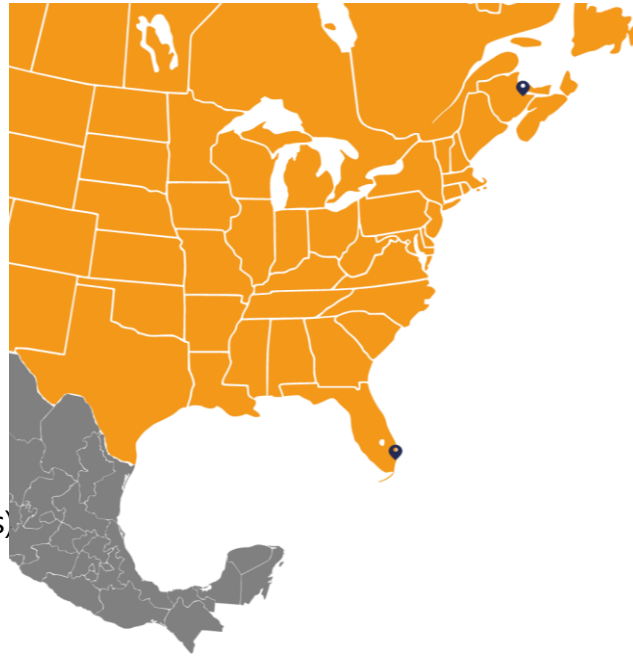


Prianto Group



Prianto Overview

- Distributor specialized in enterprise software
- Key Technologies: Security, storage, virtualization, cloud and software management
- Founded in 2009
- Turnover 2022: 136 Mio EUR
- Privately owned, equity: 4 Mio EUR
- Employees 2023: 150
- Website: www.prianto-group.com
- 100% sales to IT resellers (no end customer business)
- Headquarter located in Munich, Germany
- 17 locations in Europe and North America



Our difference from competition:

- High value distributor with strong market and solution knowledge
- Inroads to all important security resellers and system houses in the regions
- Extreme operational excellence, speed and agility

Prianto Group:

- | | |
|------------------------------|---|
| • 2011 – Prianto UK | • 2017 – Prianto Czech Republic, Hungary und Adriatics |
| • 2011 – Prianto Switzerland | • 2019 – Prianto Canada |
| • 2012 – Prianto Austria | • 2021 – Prianto USA |
| • 2012 – Prianto BeNeLux | • 2021 – Prianto Türkiye |
| • 2014 – Prianto Poland | • 2022 – Prianto Romania and Slovakia |
| • 2016 – Prianto France | • 2023 – Prianto Nordics (Denmark, Finland, Norway and Sweden) |

Why Prianto?

- ✔ **Fast, flexible and reliable**
We live by the "Yes we can" spirit and work flexibly, unbureaucratically and at high speed.
- ✔ **International sales network**
Prianto has 15 international locations for uncomplicated and competent software distribution with innovative enterprise software solutions.
- ✔ **Experienced team of professionals**
Our highly qualified and helpful staff are versed in the channel. We always go that step further for our customers!

Why Prianto?

- ✔ **Technology-comprehensive enterprise software solutions**
We know the trends of the future in the areas of virtualization, storage, security, performance management and MSP/cloud solutions.
- ✔ **Business forward**
We find profitable business opportunities for our partners: perfectly tailored to the respective objectives and business models.
- ✔ **Attractive margins for IT resellers**

Mission

"It is our mission to be a trusted partner for resellers, system integrators and Managed Service Providers and to market innovative software solutions that make digital infrastructures and corporate workplaces more efficient"

Prianto approach

We provide optimal end-user experience with new generation leading Cyber Security and Digital Transformation software technologies through our company's professional and specialised partner channel.

Motto:

Intelligible, secure digital transformation by Prianto

Our Values

- **Progressiveness** – Representing and introducing special cutting-edge cybersecurity and digitalisation technologies to the market, following the industry trends, helping our ecosystem to be more agile, secure, competitive and digitally mature.
- **Loyalty/Commitment** – Encouraged by giving our staff the power to make decisions, our team builds trustful, committed relations aiming for long-term partnerships.
- **Efficiency** – Arose from working smart, doing our work well, and using our resources effectively to serve our vendors, partners and customers with high professionalism, offering competitive commercial conditions and high turnover
- **Flexibility** – Fast, non-bureaucratic approach in the whole sales and technical lifecycle, quick professional response to requests
- **Transparency** – Working transparently, having simple straightforward communication with our vendors, partners and end customers

Our Services





BACKUP AND STORAGE

UNITRENDS

Macriumsoftware

Quest

StorMagic



IDENTITY AND ACCESS GOVERNANCE

ONE IDENTITY™

Veriato

BIOSEC

MATESO
PASSWORD SAFE



DATA PROTECTION

ENDPOINT
PROTECTOR

sealpath

litWatch
GmbH

DATADIODE



INFRASTRUCTURE MANAGEMENT

Quest

solarwinds

Runecast

FIREMON



CYBER SECURITY

ONE IDENTITY™

LOGPOINT

DFLABS
CYBER INCIDENTS UNDER CONTROL

CYFIRMA
DECODING THREATS



VULNERABILITY MANAGEMENT

RidgeSecurity

acunetix

flexera

Droplet
Computing™



COLLABORATION

TeamViewer

nitro

SMARTBEAR

sugarcrm

DIGITALIZATION

erwin

sugarcrm

nitro

Quest

SMARTBEAR

(Veriato)

TeamViewer

solarwinds

UNITRENDS
A Kaseya COMPANY

Macriumsoftware

MATESO
PASSWORD SAFE

itWatch
GmbH

SECOPS

ONE IDENTITY

ENDPOINT
PROTECTOR | by CoSoSys

sealpath
Document Security Everywhere

sumo logic

LOGPOINT

StorMagic

Droplet
Computing

CYFIRMA
DECODING THREATS

RidgeSecurity

Runecast

DATADIODE
BY FOX IT

FIREMON

TeamViewer IoT

INDUSTRY 4.0

TeamViewer
Frontline

ITSEC Ecosystem from PRIANTO



Prianto Target Customers and Services

- System houses, resellers, system integrators, managed service providers and hosters
- Prianto sells 100% via professional IT resellers (B2B Market)
- Prianto GmbH always keeps up with the entire enterprise software market
- Target customers receive sales and technical training as well as certificates for target products



PRIANTO

Value-Added Software Distribution

Prianto Serbia / Prianto GmbH
Róbert Károly Krt. 47/a.
1134 Budapest, Hungary

Tel: +36 1 769 6371
Mob: +381 63 426678
Email: contact@prianto.hu
Web: www.prianto.hu

LinkedIn: <https://www.linkedin.com/company/prianto-hungary-cee>

Facebook: <https://www.facebook.com/priantohungary>

Sales

Ljubica Hadzistevic (ljubica.hadzistevic@prianto.com)
Mario Kosztik (mario.kosztik@prianto.com)
Mariann Blaskó (mariann.blako@prianto.com)
Eszter Baté (eszter.bate@prianto.com)

Regional Manager

Olivér Urzica (oliver.urzica@prianto.com)

Marketing

Anna Birinyi (anna.birinyi@prianto.com)

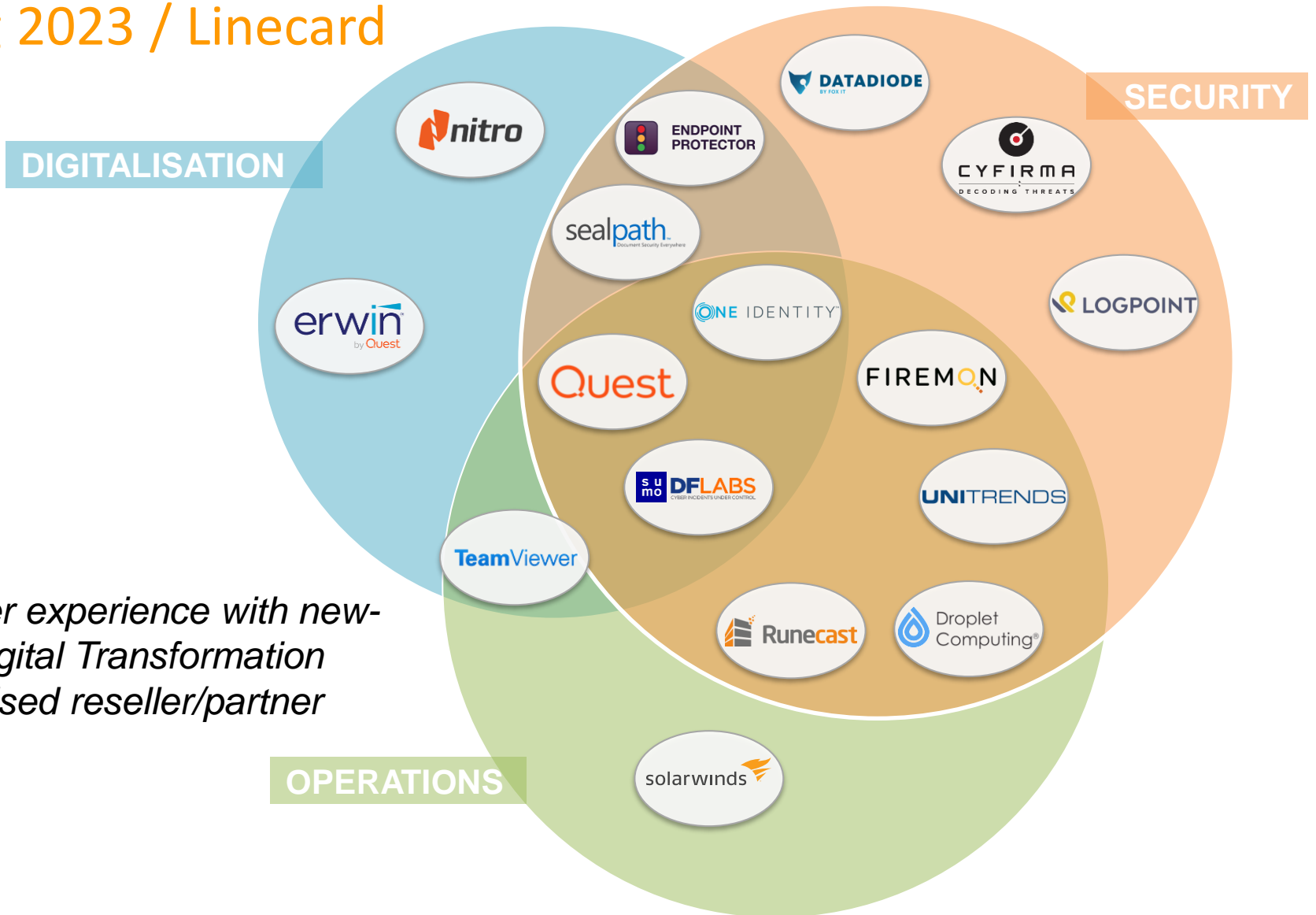
Presales

Krisztián Donner (krisztian.donner@prianto.com)

Vendor strategy planning 2023 / Linecard

1. IT Security
2. IT Operations
3. Digitalisation

„Prianto provides optimal end-user experience with new-generation Cyber Security and Digital Transformation software technologies via specialised reseller/partner network”



Vendor strategy planning 2023 / Key fields

1. IT Security

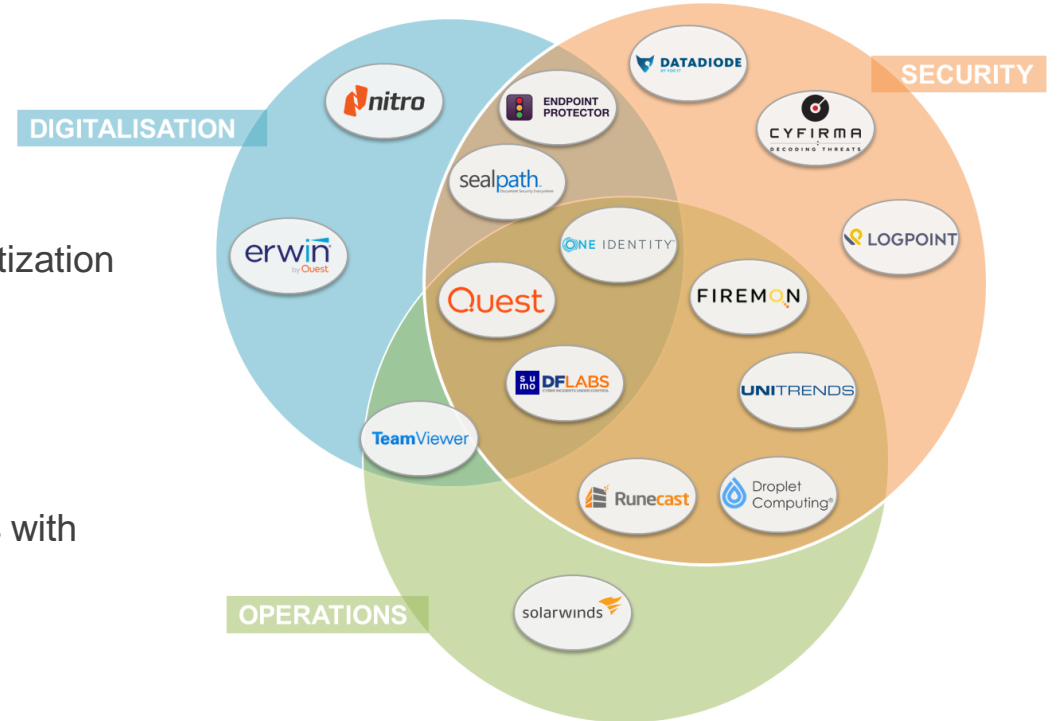
- External cyber threat intelligence management
- Log/event management and incident response management automatization (SIEM+SOAR)
- Secure one way network communication
- Identity and Access Management
- Sensitive data protection / IRM
- Agile network security and firewall policy management
- Secure legacy or modern Servers OS's as well as Client applications with containerisation
- Proactive vulnerability management and security compliance
- Securing data, neutralize ransomware risk, and quickly recover data

2. IT Operations

- Visibility, Issue Prevention and Remediation for hybrid cloud
- Running legacy applications independently on any OS
- Network policy management, monitoring and discovery
- All-in one backup and disaster recovery
- Unified monitoring, observability, and service management (ITOM)

3. Digitalisation

- Document productivity and workflow management, esignature
- Microsoft workloads migration, consolidation
- Data operations, Data protection and Data governance
- Augmented reality / IoT / Industry 4.0
- Digital customer engagement
- Secure remote access, support and management
- Identities protection while increasing functionality and access



Vendor strategy planning 2023 / Key messages

Focused products one sentence message – Positioning on the market sentence:

- Secure and fast turn-key Microsoft workload migration and consolidation without downtime by Quest Software
- Personalised predictive cyberintelligence platform, preventing any external cyberattack before happening with Cyfirma
- Onprem Automatised Incident Orchestration and Management (with the most connectors on the market) by SUMO LOGIC SOAR solution
- Unified SIEM, SOAR & UEBA Platform, with accelerated threat detection and response management with Logpoint
- Real-time, One-way data transfers with highest NATO certified IT security solution on the Globe from Fox Data Diode
- Unified Identity Security & with Identity & Data Governance, managing the complete user access rights lifecycle within the whole organization by One Identity
- Deep Learning Artificial Intelligence IRM solution to provide organizations with visibility, protection, control, and a dynamic understanding of their data as it is being created and used by anyone during it's whole lifecycle by Sealpath
- Consolidated policy and rule management for firewalls and cloud network security groups to enhance the traffic efficiency, meet compliance standards, automate policy changes, and minimize risk
- Droplet containers trust no one, blocks all inbound traffic, and helps our clients achieve Cyber Essentials Plus or NIST compliance levels running legacy or modern Servers OS's as well as Client applications. With Droplet our Clients are able to run their Legacy Applications in up to date OS without security risks

Vendor strategy planning 2023 / Key messages

Focused products one sentence message – Positioning on the market sentence:

- Powerful and affordable PDF and eSignature solutions transform the way you work with documents with Nitro
- Data Governance & Data Modeling empowers IT, data governance teams and business users with the capabilities to deliver meaningful insights efficiently, drive innovation, manage risks and drive business Digital Transformation with Quest Software
- All-In-One AR Solution Platform for a Truly Digitalized Workforce, improving manual work processes across industries on the basis of the latest wearable computing technologies with TeamViewer Frontline
- Optimize Processes. Reduce Costs. Lead with Innovation with the most secure IOT solution for remote connectivity, secure access, Managing all connected embedded devices remotely, from one place, anywhere, anytime.
- Next-gen digital customer engagement platform for online sales, digital customer service, and video consultations that empowers companies to elevate their customer experience for lifelong brand loyalty.
- TeamViewer Tensor™ is an enterprise remote connectivity cloud platform, enabling organizations to deploy a large-scale IT management framework to access, support, and control any device or machine quickly and easily from anywhere, anytime
- Protect identities while you increase functionality and access, supporting secure digital transformation
- Runecast uses AI-powered knowledge parsing and a patented rules engine to capture documented best practices, bugs, vulnerabilities and security guidelines. This enables you to be proactive and protect your services against downtime and security risk leveraging the latest most complete source of information.
- Droplet have simplified the process of containerisation. Run any application without modification. Any OS. Anywhere. Benefit from OS upgrades without impacting app functionality.
- Monitor, Alert, and Respond to Security Risk in Your Hybrid Infrastructure with Firemon

Vendor strategy planning 2023 / Key messages

Focused products one sentence message – Positioning on the market sentence:

- Keep your data secure, neutralize ransomware risk, and quickly recover your data, wherever it lives with Unitrends All-In-One Linux based Backup and recovery solution
- Unify and extend visibility across the entire technology stack supporting your modern and custom web applications to help ensure key business services meet service level objectives and deliver optimal user experience with Solarwinds Observability
- SolarWinds Observability delivers unified and comprehensive visibility for cloud-native, custom web applications to help ensure optimal service levels and user satisfaction with key business services.
- Unified, out-of-the-box, AI/ML-driven intelligence for holistic observability built to optimize performance, user experience, and business outcomes for modern, cloud-native, and hybrid distributed IT environments.
- An External Threat Landscape Management system, which helps your company to quickly identify, and address threats, by moving from reactive to PROACTIVE, with ETLM model that combines cyber intelligence with attack surface discovery, vulnerability intelligence, brand intelligence, situational awareness, and digital risk protection, and functions as the NEURO-CENTER for an organization's cyber defence.
- Runecast reveals any misconfigurations to simplify configuration management, hardware compatibility and uptime – with patented 'health check' monitoring for Vmware, AWS, Azure, GPC, Kubernetes, Windows and Linux from one platform
- Runecast automates vulnerability management and security standards compliance audits (eg. BSI, CIS, Cyber Essentials, DISA, STIG, GDPR, HIPAA, ISO27001, NIST, PCI DSS) – and no data leaves the organisation