

Blackfin Security Acquisition FAQ

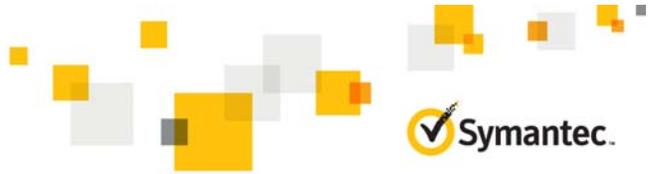
Businesses, organizations and governments globally face a critical shortage of cyber security professionals, which by recent estimates will reach a shortage of 1 – 1.5 million by 2020. The increasing pace and scale of breaches has put a spotlight on the need for continuous, hands-on preparation, a new model for skills assessment and development for professionals entering and already in the workforce. For four years Symantec has been a leader in cyber security simulation – the gamification of skills assessment and development through the use of immersive, hands-on infrastructure and situations using realistic, virtualized systems, networks and applications for attack, defense, incident response and more.

As part of Symantec’s Security Simulation solution strategy we have acquired Blackfin Security Group (“Blackfin Security,” “Blackfin”), which will enhance and accelerate innovative offerings to help improve the cyber security readiness of our customers. Symantec and Blackfin Security have strategic alignment and a multi-year track record of delivery, including Symantec’s CyberWar Games and Blackfin Security’s immersive simulation and awareness. The combined IQ and solutions will help develop the talent necessary to fill the cyber security gap, as well as enable security preparedness organization-wide. The team will contribute to the fourth pillar, Security Simulation, in Symantec’s Cyber Security Services business unit, which also includes Managed Security Services (MSS), DeepSight Intelligence (including Managed Adversary Threat Intelligence, or MATI), and Incident Response (IR).

The combination of Symantec and Blackfin Security will help enhance the collective security simulation offerings, bring new Symantec offerings to market, and leverage the combined talent and IQ to accelerate delivery and create new content to address customer needs in today’s threat landscape. By tapping into Symantec’s world leading intelligence and working alongside Cyber Security Service’s Managed Security Services (MSS) and Incident Response (IR) teams, customers will recognize value throughout the security lifecycle.

- **Changing the Game:** Symantec is investing in the future and changing the way organizations become cyber-ready. The acquisition of Blackfin Security has significant synergy with our existing strategy and expands our portfolio to offer new innovative offerings to assess and develop the security skill set of our customers. Pilots practically live in a simulated training environment before they fly. The military, doctors, and firefighters spend hundreds of hours in real-life training scenarios. Security teams need the same opportunity to safely practice and learn as they fight off and get ahead of cyber threats. We’re adding the nitrous oxide to supercharge security teams everywhere.
- **Filling the Knowledge Gap:** It’s difficult to hire, develop, and retain top security talent. Technology alone will not keep the bad guys out or critical IP in. People are equally as important as technology. Keeping security teams engaged, challenged, and versed in attacker-speak is key to the success of an organization’s security program. The innovative offerings from this acquisition will level the playing field and help develop the talent necessary to fill the cyber security gap, as well as enable security awareness organization-wide.
- **Accelerating Value to Customers:** The Blackfin Security acquisition brings talent and IP to accelerate Symantec’s ability to get organizations cyber-ready. Symantec will offer new solutions spanning multiple roles and areas of cyber skills development, from immersive live-fire attack simulation, to ethical hacking training, to anti-phishing, to organizational security awareness. By teaching how attackers act and think, Security Simulation gives security professionals the power to:
 - Reduce the duration and impact of attacks, by detecting them sooner.

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- Prevent APTs, breaches and data leakage, by recognizing and eliminating vulnerabilities in systems and applications and weaknesses in security tools.
- Improve their skills, teamwork and enthusiasm.

Security Simulation gives employers a tool to:

- Assess the cyber security skills and knowledge of their teams.
 - Identify gaps in their staffing.
 - Retain and continue to hone the skills of their top security talent.
- **Building CyberWar Games of the Future:** Symantec has a multi-year track record of success in security simulation starting with our industry-leading CyberWar Games, some of the largest annual cyber exercises held. Built on this success the Cyber Readiness Challenge has been held more than 80 times in over 30 locations worldwide, allowing individuals and organizations to participate in and better understand a cyber attack. Symantec leveraged the talent and IQ from these programs to deliver the always-on, Cloud-based Security Simulation offering and the on-demand, instructor-led Cyber Security Exercise.

Similarly, Blackfin Security has developed and delivered innovative solutions for the past several years, which have won an Interop “Best of Security” award on top of customer accolades. These have included phishing simulation and awareness, user awareness, technical security development (including the Hacker Academy brand), and assessments and challenges (ThreatForge).

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Symantec

- More than 20,000 employees in more than 50 countries. World headquarters in Mountain View, CA.
- Invests 13% of annual revenue in R&D and holds more than 1,200 global patents
- Ranked #379 on the Fortune 500 list
- Only company to offer a combination of Security Monitoring, Threat Intelligence, Incident Response and Security Simulation

Blackfin Security

- 15 employees based in the U.S. and Canada
- 50+ years experience in cyber security and simulation
- Blackfin Security solutions are purpose-built around the concept of creating a more secure enterprise through engaging simulation activities involving employees at all levels

Facts and Figures

- Over the past four years Symantec has held more than 90 CyberWar Games, Cyber Readiness Challenge and Cyber Security Exercises in over 30 locations worldwide
- Blackfin Security has a wide customer base across its offerings, including cyber security professionals
- The emerging Security Simulation market is estimated around \$200M USD with a 16% CAGR
- The global anti-phishing market is estimated at \$566M USD, with ongoing need due to the rising use of phishing in cyber attacks
- Gartner estimates the security awareness market at over \$1B USD

Frequently Asked Questions

Q What are you announcing today?

A Symantec has acquired privately-held Blackfin Security, a leading provider of solutions purpose-built around the concept of creating a more secure enterprise through engaging simulation activities involving employees at all levels. The combination of talent, experience and intellectual property between the two companies in cyber security simulation will bring new and enhanced industry-leading to market at an accelerated pace.

Q Were there any regulatory approvals for this acquisition required?

A There were no regulatory approvals required for this acquisition.

Q Why did Symantec acquire Blackfin Security?

A To address organizational needs today to minimize detection and response times, reduce operational costs, and proactively address known and emerging threats, organizations need Security Simulation solutions to become cyber ready. Security Simulation is a core pillar of the Cyber Security Services portfolio, enabling organizations to assess and continuously develop the awareness and technical skill set of their security teams and ultimately prepare them to identify and respond to a cyber attack. The acquisition of Blackfin Security has significant synergy with our existing portfolio and provides a competitive advantage for Symantec.

The acquisition of Blackfin Security will enhance Symantec's Security Simulation offering which delivers on our strategy to improve the cyber readiness of our customers. It enables us to accelerate our go-to-market strategy and more quickly make awareness and technical content available to our customers. The rich expertise and intellectual property of Blackfin Security's employees are imperative to combating today's sophisticated adversaries. Combining expertise from Symantec and Blackfin Security will help us deliver a differentiated solution to continuously prepare customers for real world cyber events.

Q How does this acquisition fit into the long-term strategy of Symantec's Cyber Security Services (CSS) group?

A Symantec continues to enhance and innovate its Cyber Security Services portfolio and deepen its commitment to enable customers to combat today's sophisticated adversaries. Symantec Cyber Security Services solutions enable organizations to detect, assess, and respond quickly to an ever-changing threat landscape. The CSS portfolio delivers global threat intelligence, real-time monitoring, incident readiness and response, and simulation all supported by a team of over 500 experienced global security professionals.

Security Simulation is a core pillar of the Cyber Security Services portfolio, enabling organizations to assess and continuously develop the awareness and technical skill set of their security teams and ultimately prepare them to identify and respond to a cyber attack. The acquisition of Blackfin Security has significant synergy with our existing portfolio while adding to it, continuing Symantec's market leading position.

Q Why did Blackfin Security pursue an acquisition by Symantec at this time?

A Blackfin Security is excited about being a part of Symantec and moving the vision forward. Blackfin Security has worked with Symantec for three years helping to deliver the CyberWar Games and Cyber Readiness Challenge, including development of innovative content. Both teams have been looking forward to working more closely together, which this acquisition will enable.

Q How big is the Security Simulation and related markets?

A The emerging Security Simulation market is estimated around \$200M USD with a 16% CAGR. The global Anti-Phishing market is estimated at \$566M USD with ongoing need due to the continued use of phishing in cyber attacks. Gartner estimates the security awareness market at over \$1B USD.

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Q What will this mean to Symantec customers?

A Symantec's customers can look forward to increasing value in the Security Simulation offering as well as several potential new offerings based on this acquisition. These offerings will help organizations globally to engage and develop employees for increased cyber readiness. Having worked together for several years the teams will be able to accelerate delivery of new and improved offerings, helping customers focus on solving their security awareness and skills issues. Specifics around offerings and roadmaps will be provided at a future date.

Q What will this mean to Blackfin Security customers?

A Blackfin Security's customers can look forward to the integration of Blackfin Security's offerings into Symantec's portfolio, and to Symantec's broader industry leading security offerings. Blackfin Security's offerings will not be available for purchase or renewal; existing customers as of close will continue to have service and support through the end of their contract terms. Blackfin's product portfolio will be moved to the Symantec portfolio, with information being announced at a later date. Specifics of the execution will be conveyed to the customers of each of Blackfin Security's offerings.

Q What will this mean to Blackfin Security's The Hacker Academy customers?

A Blackfin Security's offerings, including The Hacker Academy, will not be available for purchase or renewal; existing customers as of close will continue to have service and support through the end of their contract terms. Blackfin's product portfolio will be moved to the Symantec portfolio, with information being announced at a later date. The Hacker Academy customers will be notified of this change. Specifics around offerings and roadmaps, including The Hacker Academy, will be provided at a future date.

Q How will this new company be integrated into Symantec?

A The development, product management, and product marketing teams from Blackfin Security will become part of the Symantec Cyber Security Services (CSS) business unit led by Samir Kapuria. Following the announced split of Symantec and Veritas the CSS business unit will remain part of Symantec.

Q You already partnered with Blackfin Security, why acquire them at this point?

A The businesses of Blackfin Security and Symantec are strategically aligned with complementary offerings. This acquisition creates an additional competitive advantage and accelerates the go-to-market strategy for Symantec's Cyber Security Simulation Service. Blackfin Security's employees and offerings represent skills, experience, and aligned vision to accelerate the cyber readiness for customers. The combined team will be able to accelerate delivery of products and content, helping to fill the gap in cyber security skills and changing how skills are approached through hands-on assessment and development.

Q Will you keep the Blackfin Security brand?

A No. Blackfin Security's brand will be integrated in accordance with Symantec's global brand strategy.

Products

Q What products did Blackfin Security offer?

A Blackfin Security provided a fully integrated security assessment and development platform that delivered high quality assessment and simulation to IT and Security professionals. This is a complementary service to Symantec Security Simulation. Offerings included:

- **Phishing Simulation and Awareness:** Effectively prepares employees to act as the first line of defense through simulated mock phishing emails. This service successfully conditions them to recognize and report potential phishing emails through unlimited targeted campaigns.
- **User Awareness:** Blackfin Security's engaging solution is designed to meet compliance mandates as well as the security standards of specific roles in a customer's organization. This equips teams with the knowledge they need to keep the network and systems secure.

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- **Technical Security Development:** Technical, hands-on security development for the practitioners and technical experts.
- **Assessments and Challenges:** Blackfin Security has developed the world's first fully integrated platform that delivers high quality awareness, skills assessments and simulation to information technology and security professionals.

Q Will Symantec continue to offer Blackfin Security's products as standalone products?

A No, our intention is to discontinue Blackfin Security's offerings. Symantec will be integrating Blackfin Security's products into the Symantec portfolio. Blackfin Security's offerings will not be available for purchase or renewal; existing customers as of close will continue to have service and support through the end of their contract terms. Blackfin's product portfolio will be moved to the Symantec portfolio, with information being announced at a later date.

Q Where are the synergies between Symantec's and Blackfin Security's product offerings? How does Blackfin Security's technology complement Symantec's Security Simulation offerings?

A There is significant alignment between Symantec and Blackfin Security's strategies as well as product offerings. Both teams have been developing separate, yet complementary offerings. This acquisition turns this synergy into a competitive advantage, leveraging the combined talent and intellectual property to accelerate going to market. This will allow Symantec's Security Simulation to deliver on our goal to enable customers to combat today's sophisticated adversaries and be cyber ready.

Q How was the Blackfin Security product set delivered?

A Blackfin Security's products are delivered as cloud services.

Q Where were Blackfin Security's data centers located?

A Blackfin Security leverages global public cloud providers.

Q When will you provide details on your integrated product roadmap?

A We will provide details on the product roadmap at a future date.

Q Did Blackfin Security have any industry or government certifications?

A No. Blackfin Security does not have any industry or government certifications.

Q Did Blackfin Security have any issued patents?

A Blackfin Security does not have any issued or pending patents.

Q What does this acquisition mean for your Symantec's CSS offerings

A The acquisition of Blackfin Security will enhance Symantec's Security Simulation offering which delivers on our strategy to improve the cyber readiness of our customers. Symantec and Blackfin Security have strategic alignment in this space focused on helping our customers to better assess and develop their cyber security skills.

Customers

Q Who were Blackfin Security's customers?

A Blackfin Security has worked with hundreds of customers over the past several years, including several in the Fortune 500.

Q Did Blackfin Security have a global presence – sales, partners, customers, employees?

A Blackfin Security operated primarily in the US.

Q Will Symantec continue to support Blackfin Security's existing customer base?

A Symantec will continue to support Blackfin Security's existing customer base during the life of their contracts at close for each of the offerings.

Q In which regions will Blackfin Security's products be available?

A Symantec plans to discontinue Blackfin Security's product sales and incorporate their product portfolio into Symantec's portfolio at a later date. Blackfin Security's offerings will not be available for purchase or renewal; existing customers as of close will continue to have service and support through the end of their contract terms. Blackfin's product portfolio will be moved to the Symantec portfolio, with information including regional availability being announced at a later date.

Q Blackfin Security had customers outside of the U.S. Are there any export compliance issues with this acquisition that could impact customer support?

A No.

Q Blackfin Security offered its products and services outside the U.S. Will Symantec still be able to export Blackfin Security's products and services following the acquisition?

A Symantec plans to discontinue Blackfin Security's product sales and incorporate their product portfolio into Symantec's portfolio at a later date. The roadmap will not be disclosed at this time.

Q Was Blackfin Security a Symantec customer and/or is Symantec a Blackfin Security customer?

A Symantec currently is a customer of Blackfin Security. By owning the technology, Symantec will be able to better direct and enhance the solution to meet customer needs and facilitate accelerated customer adoption. This existing relationship provides an already-established culture of collaboration and will better position us to more quickly integrate the Blackfin Security team and together enhance the solution.

Pricing, Licensing, Ordering and Renewals

Q Will I need to sign a new contract after the acquisition closes?

A No, not with respect to Blackfin Security's existing customers during the life of their contracts for Blackfin Security's offerings purchased before closing. Blackfin Security's offerings will not be available for purchase or renewal; existing customers as of close will continue to have service and support through the end of their contract terms. Blackfin's product portfolio will be moved to the Symantec portfolio, with information being announced at a later date. However, customers will need to execute new contracts with Symantec for Symantec offerings following integration and availability.

Q Will I be able to consolidate my Symantec and Blackfin Security contracts into a single contract?

A No. Customers should work with their account team or partner to execute new contracts or add offerings to their existing contracts with Symantec for Symantec offerings following integration and availability.

Q Will I be able to purchase Symantec and Blackfin Security solutions on a single purchase order?

A Customers will not be able to purchase Blackfin Security solutions following acquisition, but will be able to purchase Symantec's solutions following integration and availability of the offerings. During the integration into Symantec's portfolio Blackfin Security's services and support will remain available to existing customers through their contract terms, but will not be available for purchase or renewal.

Q Will there be a change in Blackfin Security's pricing?

A Customers will not be able to purchase Blackfin Security solutions following acquisition. Blackfin Security's offerings will not be available for purchase or renewal; existing customers as of close will continue to have service and support through the end of their contract terms. Blackfin's product portfolio will be moved to the Symantec portfolio, with information being announced at a later date. We are not disclosing Symantec pricing at this time.

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Q How is the renewal process changing after the acquisition?

A Blackfin Security customers will not be able to renew contracts following the acquisition. Customers will need to execute a new contract for Symantec offerings following integration and availability.

Support / Services

Q Will there be a change in Blackfin Security's support contacts or services?

A Existing Blackfin Security customers should continue to use their current Blackfin Security support contacts and processes. The existing Blackfin Security support team will continue to support these customers. We will advise of any changes to support in advance.

Partners

Q What will this mean to Symantec partners?

A For now, there will be no impact to Symantec partners. As Blackfin Security's product portfolio is integrated into Symantec's portfolio partner access will be announced. Any changes to channel programs or availability will also be communicated in advance.

Q What will this mean to Blackfin Security channel partners?

A Blackfin Security Channel partners are welcome to contact Symantec regarding opportunities to join Symantec's Channel Partner Program; however, Blackfin Security's offerings will not be available for purchase or renewal following close. Blackfin Security channel partners will be notified.

Q Will the Blackfin Security products be available through Symantec's channel?

A Symantec plans to discontinue Blackfin Security's product sales and incorporate their product portfolio into Symantec's portfolio at a later date. Blackfin Security's offerings will not be available for purchase or renewal; existing customers as of close will continue to have service and support through the end of their contract terms. Blackfin's product portfolio will be moved to the Symantec portfolio, with information being announced at a later date. As the portfolio is integrated partner access will be announced. Any changes to channel programs or availability will be communicated in advance.

Q What does this acquisition mean for Blackfin Security's current strategic relationships?

A Blackfin Security's strategic partners are invited to join Symantec's partner community. During the integration into Symantec's portfolio Blackfin Security's offerings will remain available to existing customers through their contract terms, but will not be available for purchase or renewal.

Facilities

Q Where was Blackfin Security based?

A Blackfin Security is incorporated in Nevada, and Blackfin Security employees are located throughout the US and Canada.

Q How will the Blackfin Security facilities be integrated into Symantec?

A There are no Blackfin Security facilities to integrate.

Employees

Q How many employees did Blackfin Security have?

A Blackfin Security has approximately 13 full-time employees and 2 full-time contractors.

Q How will the Blackfin Security executives be affected?

A The roles and responsibilities of the Blackfin Security executives are not being disclosed at this time.

Q What is Symantec's intent with regard to the Blackfin Security employees?

A One of the main reasons Symantec is acquiring Blackfin Security is because of the knowledge and experience in engaging simulation and awareness activity solutions possessed by Blackfin Security's employees. With years of experience in the space, such as their leading Hacker Academy and ThreatForge offerings, Blackfin Security is recognized in the market and has won awards from Interop. Blackfin Security employees will be joining Symantec.