



ENJOY SAFER TECHNOLOGY™

# Cybersecurity experts on your side

Your enterprise cybersecurity partner trusted  
by customers and analysts alike





# Cybersecurity experts on your side

**Independence, integrity, insight, expertise:** these are the pillars on which ESET builds its award-winning cybersecurity solutions.

As one of very few private global IT security companies, we're proud to be owned by true security enthusiasts, the architects of our first software. Empowered by their vision, without pressure from investors, we have complete freedom to make the right choices for the ultimate protection of our customers. That freedom is one of key factors behind more than 20 years of consistent revenue growth and global expansion.

Being based in the European Union, we adhere to the strictest regulations, but the root of ESET's integrity lies in its culture. We have always believed that security cannot exist without clients' trust. We earn it with responsible industry practices, full transparency and a stubborn resistance to exploit trendy buzzwords. Our experts share their research at universities, global

conferences and via our industry-leading security blog, [welivesecurity.com](http://welivesecurity.com). Although we partner with law enforcement to combat cybercrime, regardless of its origin, we are not beholden to anyone – neither governments, intelligence agencies, powerful organizations nor individuals.

Instead of listening to self-entitled authorities, we have made it our rule to always listen to the customer. You are our inspiration. Your needs provide our direction. So, even though we are completely independent, what we create depends on **you**.

Profound insight, combined with research assembled at 13 global R&D centers and human-trained machine learning, enables our experts to create multilayered technology that sets new quality standards for the protection of even the largest organizations.

All this, because we are **always on your side**.

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# 30

For more than 30 years, we've been helping organizations and people protect their digital world. From a small dynamic company we've grown into a digital brand. Many things have changed, but our core aspirations, philosophy and values remain the same – to build a more secure digital world where organizations and people everywhere can truly Enjoy Safer Technology.

Richard Marko, Chief Executive Officer, ESET

“We believe our positioning as a Challenger is a sign of our continued progress in delivering the best in endpoint protection to businesses, without impacting on their systems or creating unnecessary overheads.”

Ignacio Sbampato  
Chief Business Officer at ESET

# ESET has been named a Challenger in Gartner’s 2018 Magic Quadrant for Endpoint Protection Platforms

The only Challenger in Gartner’s Magic Quadrant, ESET was evaluated on its ability to execute and completeness of vision in Endpoint Protection.

\* Source: Gartner, “Magic Quadrant for Endpoint Protection Platforms,” Ian McShane, Avivah Litan, Eric Ouellet, Prateek Bhajanka, 24 January 2018.

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**ESET ENDPOINT SECURITY RECEIVED THE BRONZE AWARD IN THE 2017 GARTNER CUSTOMER CHOICE AWARDS FOR ENDPOINT PROTECTION PLATFORMS.\***

The awards are a ranking of vendors by verified end-user professionals – which includes IT professionals or business users who have had experience purchasing, implementing or using the enterprise solution they are reviewing. The awards take into account both the number of end-user reviews, and the overall user ratings. 116 enterprise-grade users

awarded ESET Endpoint Security a score of 4.7 out of 5 across all criteria, praising the solution for integration and deployment, ease of deployment, service and support, timeliness of vendor response, and quality of technical support.

<https://www.eset.com/int/about/why-eset/industry-analyst-recognition/>

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Gartner Peer Insights reviews constitute the subjective opinions of individual end-users based on their own experiences, and do not represent the views of Gartner or its affiliates.

Gartner Peer Insights Customer Choice Awards are determined by the subjective opinions of individual end-user customers based on their own experiences, the number of published reviews on Gartner Peer Insights and overall ratings for a given vendor in the market, as further described here <http://www.gartner.com/reviews-pages/peer-insights-customer-choice-awards/> and are not intended in any way to represent the views of Gartner or its affiliates.

<https://www.gartner.com/reviews/customer-choice-awards/endpoint-protection-platforms>

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“Proven product, high quality but very low resource consumption.”



<https://www.gartner.com/reviews/review/view/346590?companySize=9900%7C9901%7C9902%7C9903%7C9905%7C9906%7C9904&pid=4983&reviewRating=5>

# Why customers trust ESET

(According to Gartner Peer Insights for Endpoint Protection Platforms)

“What we need is a small footprint, but also a very good anti-virus ability. It should be a complete network security solutions, not the kind of anti-virus toolbox packaged together. After trial and comparison, our department colleagues unanimously decided to choose ESET anti-virus software. In the using of ESET antivirus software, we really realized it's light: the installation process is simple and fast, the virus database update speed (each virus database update only dozen K bit), update and scan do not impact the computer speed.”

**IT Engineer in the Manufacturing Industry**  
(1 – 3 billion USD revenue)

<https://www.gartner.com/reviews/review/view/346590?companySize=9900%7C9901%7C9902%7C9903%7C9905%7C9906%7C9904&pid=4983&reviewRating=5>

“Prompt response is a key word for this vendor. Their replies to my inquiries are much faster than I expected.”

**IT Manager**  
**in the Education Industry**

<https://www.gartner.com/reviews/review/view/345576?companySize=9900%7C9901%7C9903%7C9905%7C9906%7C9904&pid=4983&reviewRating=5>

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SOME OF OUR CUSTOMERS

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**GREENPEACE**

protected by ESET since 2008  
license prolonged/enlarged 10x

**Canon**

protected by ESET since 2016  
more than 14,000 endpoints

**HONDA**

protected by ESET since 2011  
license prolonged 3x, enlarged 2x

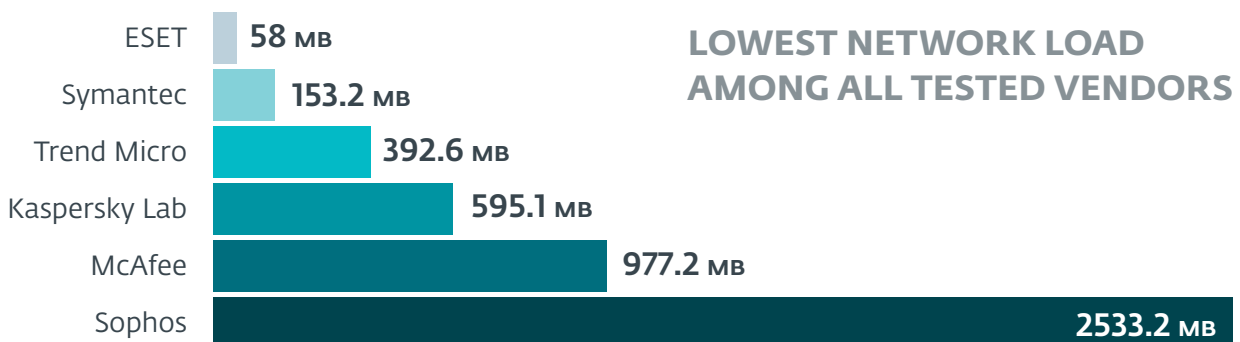
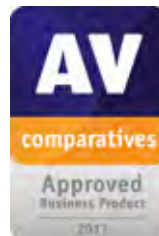
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ISP security partner since 2008  
2 milion customer base

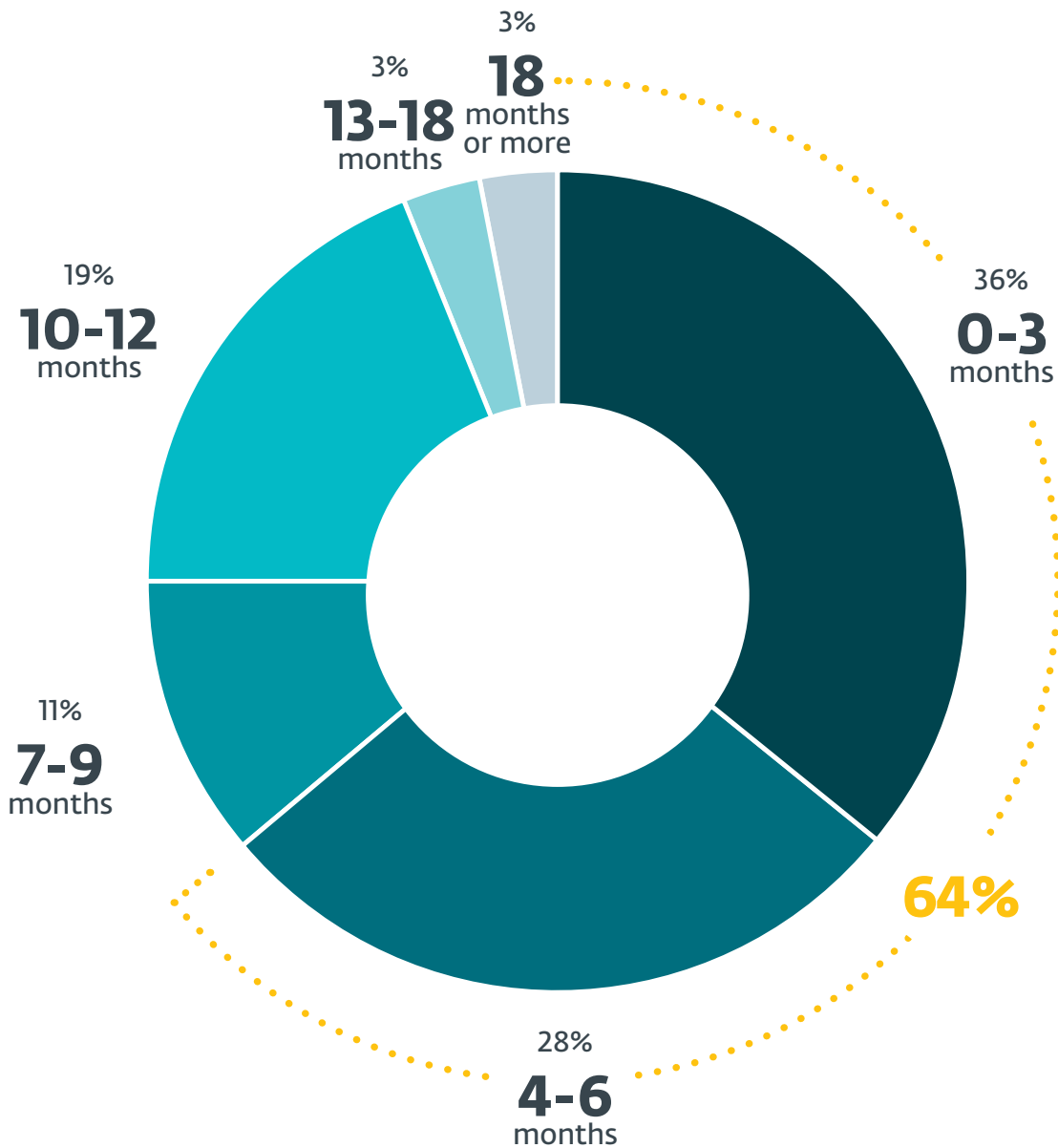
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SOME OF OUR TOP AWARDS

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Source: AV-Comparatives: Network Performance Test, Business Security Software

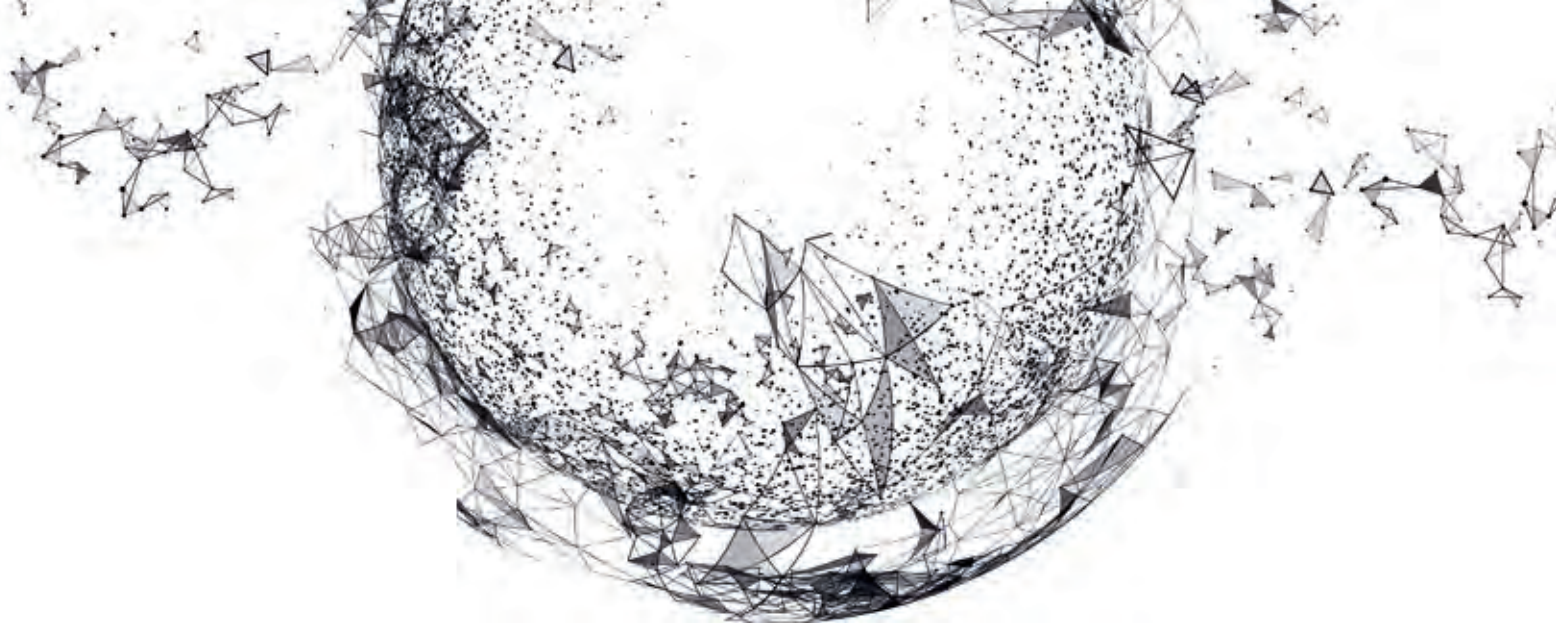


**64% of ESET customers see ROI in less than 6 months, 75% within 9 months**

Based on the results of independent, third-party surveys that asked ESET business customers to rate their experiences using ESET solutions.

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## ESET IN NUMBERS

**110m+**  
users  
worldwide

**400k+**  
business  
customers

**200+**  
countries  
& territories

**13**  
global  
R&D offices

# Proven. Trusted. Award-winning global solutions for global partners



We understand enterprises have heterogeneous environments. That is why ESET provides multiplatform solutions for all operating systems you may be running. Feature parity is crucial and we have outstanding coverage of different OSs, including macOS, iOS, Android, IBM Domino and Linux.



iOS



IBM  
Notes and Domino



KERIO



**Headquarter**



Bratislava (SK)

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**Regional Center**



San Diego (US)

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Buenos Aires (AR)

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Singapore (SG)

**Offices Europe**



Prague (CZ)

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Jablonec nad Nisou (CZ)

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Jena (DE)

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Munich (DE)

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Krakow (PL)

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Taunton (GB)

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Bournemouth (GB)

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Iași (RO)

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Žilina (SK)

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Brno (CZ)



**Offices Global**



Sao Paulo (BR)

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Sydney (AU)

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Toronto (CA)

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Montreal (CA)

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Mexico City (MX)

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Tokyo (JP)

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Melbourne (AU)

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Munich (DE)

**Research & Development**



Bratislava (SK)

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Prague (CZ)

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Košice (SK)

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Krakow (PL)

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Žilina (SK)

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Iași (RO)

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Brno (CZ)

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Taunton (GB)

San Diego (US)

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Buenos Aires (AR)

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Singapore (SG)

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Montreal (CA)

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Munich (DE)



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# Why customers want to partner with ESET

We have the freedom of action to do always what we consider best for our customers.

## SECURE

- No debts and no loans
- Not dependent on a single segment or a few big deals
- Evenly distributed revenue streams

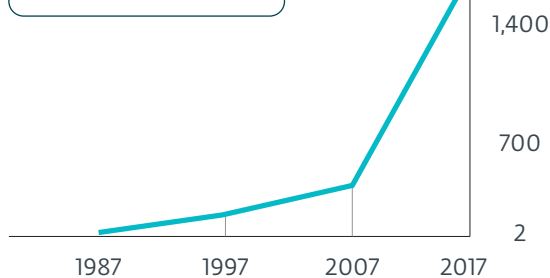
&

## PRIVATELY HELD

- Not for sale
- Neither dependent on, nor looking for investors
- No shareholder pressure to make a fast return on investment (ROI)

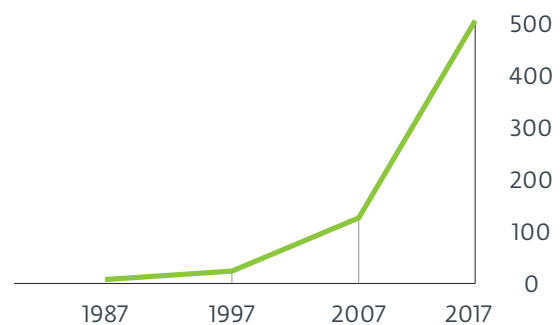
## ESET EMPLOYEES

More than one third of all ESET employees work in Research & Development



## ESET REVENUE

in million €



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# Why customers rely on ESET technology

(According to Gartner Peer Insights for Endpoint Protection Platforms)

“Low system impact on performance. Very effective detection and heuristics. Many policy configuration options. Low false positives. Our previous EPP had many false positives. Too much time was spent having to address these false positives. After a year of ESET, up to now, we have not had one false positive. We have also noticed that the system resources needed for EPP are greatly reduced. Less memory and CPU usage. Also, network performance is notably better as well.”

Workforce Technology Engineer in the Media Industry  
Firm Size: 3B – 10B USD  
Implementation Strategy: Worked with just the vendor

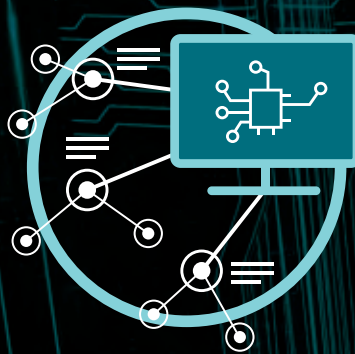
<https://www.gartner.com/reviews/review/view/393576?companySize=9900%7C9901%7C9902%7C9903%7C9905%7C9906%7C9904&pid=4983&reviewRating=5>

# Our products and technologies stand on 3 pillars



## **ESET LIVEGRID®**

Whenever a zero-day threat such as ransomware is seen, the file is sent to our cloud-based malware protection system – LiveGrid®, where the threat is detonated and behavior is monitored. Results of this system are provided to all endpoints globally within minutes without requiring any updates.



## **MACHINE LEARNING**

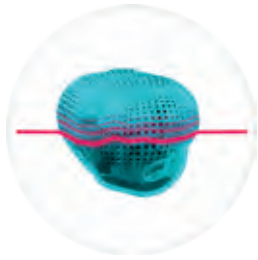
Uses the combined power of neural networks and handpicked algorithms to correctly label incoming samples as clean, potentially unwanted or malicious.



## **HUMAN EXPERTISE**

World-class security researchers sharing elite know-how and intelligence to ensure the best round-the-clock threat intelligence.

# Explore ESET world-class technologies



## ADVANCED MEMORY SCANNER

A unique ESET technology addressing heavy use of obfuscation and/or encryption. Monitors the behavior of a malicious process and scans it once it decloaks in memory.



## BEHAVIORAL DETECTION AND BLOCKING

Monitors system activity and uses a pre-defined set of rules to identify and block suspicious system behavior from carrying out potentially harmful activity.



## CLOUD MALWARE PROTECTION SYSTEM

Unknown, potentially malicious applications and other possible threats are monitored and submitted to the ESET cloud via the ESET LiveGrid® Feedback System.



## RANSOMWARE SHIELD

Monitors and evaluates all executed applications based on their behavior and reputation. Designed to detect and block processes that resemble behavior of ransomware.

For comprehensive information on ESET technology visit <https://www.eset.com/technology>

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“Excellent solution for our company.”



<https://www.gartner.com/reviews/review/view/347102?companySize=9900%7C9901%7C9902%7C9903%7C9905%7C9906%7C9904&pid=4983&reviewRating=5>

# Why customers appreciate ESET's knowledge and expertise

(According to Gartner Peer Insights for Endpoint Protection Platforms)

“ESET technical staff carefully designed a solution for our company, and rapidly deployed the Endpoint Antivirus trial version, ESET anti-virus software killing a large number of circulating virus in the one month trial period, it enhanced the speed of the network, improved our work efficiency, and ESET only takes up few system resources, running smoothly on the old computers. Good defense capabilities, efficient anti-virus ability, along with excellent small footprint, making ESET anti-virus software win out in comparing with other brands.”

Engineer in the Manufacturing Industry

Firm Size: 3B – 10B USD

Go-Live Date: 2010 or earlier

Implementation Strategy:

Worked with both the vendor and 3<sup>rd</sup> party service providers

<https://www.gartner.com/reviews/review/view/347102?companySize=9900%7C9901%7C9902%7C9903%7C9905%7C9906%7C9904&pid=4983&reviewRating=5>



### **PWNIE FOR BEST BACKDOOR**

Black Hat – USA 2017

Anton Cherepanov  
ESET's malware researcher



### **WE LIVE SECURITY BLOG AWARD**

Global #1 Security blog

Almost 2 million FB followers



### **3<sup>RD</sup> PLACE IN VOLATILITY PLUGIN CONTEST**

2017

Peter Kálnai and Michal Poslušný  
ESET malware researchers



ESET is one of the few security vendors able to provide a consistent high level of protection based on our outstanding track record of research and technical innovation.

This allows us to stay ahead of malware, constantly evolving our technologies. Our unique combination of endpoint based and cloud augmented technologies provides the most advanced protection against malware on the market.

Our software performs consistently well in real world situations. We make changes only in the quest for improvement. But as soon as we do make tested changes, they're rolled out to you. As a result our products are always the best they can be, and are updated and improved every day.

Through our cooperation with Google Chrome, ESET'S Chrome Cleanup scanner and cleaner helps countless millions browse the web safely and without interruption.

The security community around ESET has long been a breeding ground for innovative ideas about IT security. We are proud of our long tradition cooperating actively with university research departments and contributing keynote presentations at cyber industry events. For an insight into our expertise and latest cybersecurity developments, visit [welivesecurity.com](http://welivesecurity.com)



# Ground-breaking research



## OPERATION WINDIGO

Researchers assisted the FBI's investigation into Operation Windigo resulting in the arrest of the perpetrator. ESET provided the cutting edge technical expertise needed to identify affiliate networks, sharing sinkhole data to identify victims and produced a thorough technical report.

ESET's report revealed that cybercriminals behind this operation were able to infect and exploit more than 25,000 Linux servers globally in order to generate more than 35 million spam messages daily to gather millions of dollars in fraudulent payments.



## INDUSTROYER

When the Ukrainian capital Kiev was hit by a blackout and the power grid was taken down by a cyber attack, ESET® researchers were the first to react. They analyzed the sophisticated new malware behind the attack, which they named Industroyer, the biggest threat to Industrial Control Systems (ICS) since Stuxnet. According to ESET Senior Malware Researcher, Robert Lipovsky, Industroyer was “a wake-up call for those responsible for the security of critical infrastructure (systems) worldwide”.

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“We were most impressed with the support and assistance we received. In addition to being a great product, the excellent care and support we got was what really led us to move all of Primoris’ systems to ESET as a whole.”

Joshua Collins, Data Center Operations Manager  
Primoris Services Corporation, USA and Canada, 4200 seats

# Why customers choose ESET’s services

ESET services are the perfect complement to our security software solutions. Tap in to the tools and knowledge of our teams to diagnose and solve information security challenges. Our in-depth understanding of the technologies, resources and security requirements of our customers allows us to quickly identify issues, determine

corrective action and offer a complete catalog of defined services, from implementation and customization to training and support. Our goal is to ensure you get the most out of your investment in ESET information security products through professional consulting.

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“There was always a quick response to our concerns and we are frequently invited to learn more about the product management and its features.”

Head of Technology in the Retail Industry  
Implementation Strategy: Worked with 3rd-party service providers

<https://www.gartner.com/reviews/review/view/346976?companySize=9900%7C9901%7C9903%7C9905%7C9906%7C9904&pid=4983&reviewRating=5>

“For the past 7 years of being ESET user, never was there a time it failed me.”

ISA II in the Government Industry  
Implementation Strategy: Worked with both the vendor and 3rd-party service providers

<https://www.gartner.com/reviews/review/view/337461?companySize=9900%7C9901%7C9903%7C9905%7C9906%7C9904&pageNum=2&pid=4983&reviewRating=5>

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“Given the good features for both anti-malware and manageability, and the global reach of customers and support, ESET should be on the short-list for consideration in enterprise RFPs for anti-malware solutions.”



# ESET solutions trusted by customers and analysts alike

## THE RIGHT IT SECURITY SOLUTION FOR YOUR BUSINESS

Whatever your business security solution requires, ESET's goal is to ensure that, at all times our technology is on your side, so you can focus on your business and enjoy the benefits it brings. Our customers benefit from our truly global presence by receiving continually updated protection.

Contact an ESET dedicated partner in your language in more than 200 countries and territories. Our team will listen to your needs, answer all your questions, provide full support for ESET products and help you get the most out of your IT security, wherever you are.

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“With this product I found viruses and malware that other products did not detect, so I'm satisfied.”

Enterprise Architecture and Technology Innovation in the Manufacturing Industry  
Implementation Strategy: Completely internal

<https://www.gartner.com/reviews/review/view/365657?companySize=9900%7C9901%7C9903%7C9905%7C9906%7C9904&pid=4983&reviewRating=5>

# Enterprise solutions



## ESET ENDPOINT PROTECTION ADVANCED

- Security Management Center
- Endpoint Protection Platform



## ESET DYNAMIC ENDPOINT PROTECTION

- Security Management Center
- Endpoint Protection Platform
- Cloud Sandbox Analysis



## ESET TARGETED ATTACK PROTECTION

- Security Management Center
- Endpoint Protection Platform
- Cloud Sandbox Analysis
- Endpoint Detection & Response



## ESET ELITE TARGETED ATTACK PROTECTION

- Security Management Center
- Endpoint Protection Platform
- Cloud Sandbox Analysis
- Endpoint Detection & Response
- Manual Malware Analysis
- Forensic Analysis & Consulting



## ESET IDENTITY & DATA PROTECTION

- Two-factor Authentication
- Endpoint Encryption



## ESET DYNAMIC MAIL PROTECTION

- Security Management Center
- Mail Security
- Cloud Sandbox Analysis

For additional solutions for enterprises, including backup, DLP and network security, visit [www.eset.com/enterprise](http://www.eset.com/enterprise).



# ESET Services

Our highly trained cybersecurity and threat professionals are at your disposal providing immediate response and expert training to face new, unknown or advanced threats.



## ESET THREAT MONITORING

ESET experts monitoring your network and endpoint security, alerting you if something suspicious needs your attention.

## ESET THREAT HUNTING

ESET experts help customers investigate data, events and alarms generated by ESET Enterprise Inspector. This includes root cause analyses, forensic investigation as well as actionable mitigation advices.

## ESET PREMIUM SUPPORT

ESET Premium Support gives you 365/24/7 access to customer care specialists to get assistance when installing major upgrades, during migrations and with other tasks.

## IMPLEMENTATION SERVICES

Tap into the know-how of our teams to solve the unique information security challenges your business might have and ensure you are set up for success by having the solution configured properly the first time.

## ESET SECURITY PROFESSIONAL CERTIFICATION

Quickly improve the skill-set of your salesforce and customer care representatives with free online training that was developed by security experts.

## ESET MICRO UPDATES

Up-to-date security for operations with very limited internet access, e.g. via GPRS, satellite or radio.

## FEEDBACK FROM OUR CUSTOMERS

# What customers say about ESET's products

(According to Gartner Peer Insights for Endpoint Protection Platforms)

**"Spend less time removing infections from endpoints by not getting them to begin with."**

"Our goals for choosing our EPP was to improve our threat detection, add potentially unwanted software detection, and provide enough configuration options to address a highly varied environment. ESET meets all these goals.

ESET has been exceptional at not only signature based threats, but also heuristic detections. This improvement was done with a sharp decrease in false positives compared to our previous EPP as well as a reduction in system resources required to provide this protection. Due to our complex environment, application whitelisting is not a viable option.

Our previous EPP did not detect potentially unwanted software. ESET has helped us identify, remove, and prevent these unwanted applications from our devices. The management console provides a web-based method to manage all the configuration options and a dashboard view to provide a quick overview of the status of the environment.

In the two years we have worked with the ESET EPP, we have seen regular small changes to EEP features and management console options that add ongoing improvement in protections against new threats, adding new features, and optimizing the interface for both the EPP and the management console.

ESET has also been very timely with updates for new versions operating systems. In fact, ESET has the EPP ready long before we are ready to deploy new versions of the OS. With our previous EPP, we often had to wait months before new OS support was ready. We would test the new OS and eventually the support from the EPP would arrive and we had to wait to test again. Now we can test the EPP while testing the new OS version. This allows us to deploy new operating system versions more quickly."

**Workforce Technology Engineer**

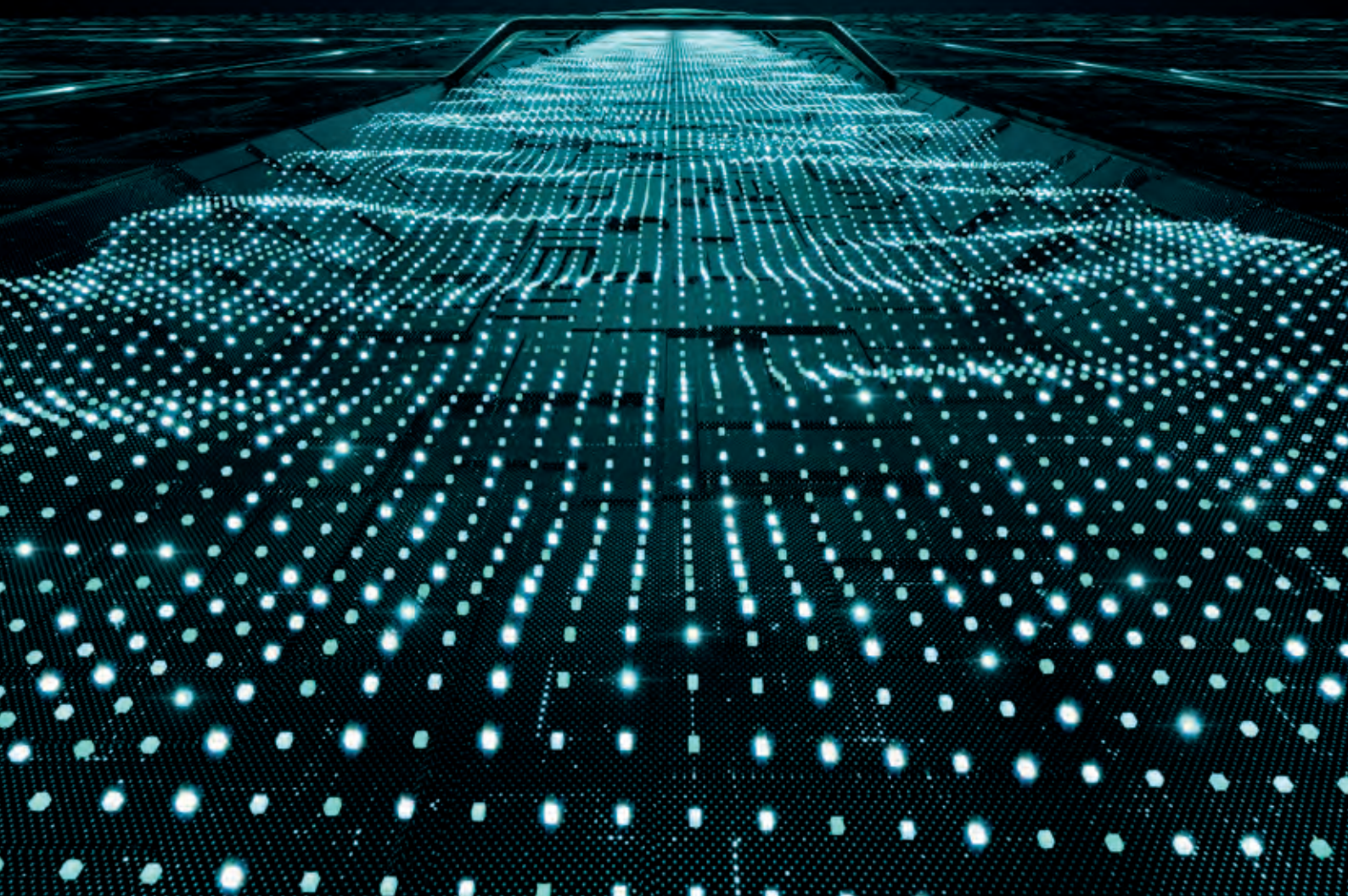
**in the Media Industry**

**Firm Size: 3B – 10B USD**

**Implementation Strategy: Worked with just the vendor**

<https://www.gartner.com/reviews/review/view/393576?companySize=9900%7C9901%7C9902%7C9903%7C9905%7C9906%7C9904&pid=4983&reviewRating=5>

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