

## Company Overview

NextTek is among the world's largest internet security companies. The company empowers its customers to safely experience the benefits of the Internet by delivering proactive and proven security solutions and services for systems, networks, and mobile devices around the world. NextTek operates in 40 countries, has 7,100 employees and generates more than \$2 billion annually.

NextTek's customers range from home users, to businesses of all sizes, to government agencies. Consumers buy NextTek solutions online, in retail stores, or from their ISPs; commercial customers generally purchase from NextTek authorized partners or through NextTek's direct sales force of 1,200 sales representatives. NextTek prides itself on easy-to-use, easy-to-manage solutions – a description of the NextTek solutions by target market is provided in the table below.

Market	NextTek Solution
Consumer	<ul style="list-style-type: none"> <li>Subscription service providing the latest security technology to keep protection up to date</li> <li>Shields consumers from identity theft, phishing scams, spyware, malicious websites, and other threats</li> </ul>
Commercial	<ul style="list-style-type: none"> <li>Up-to-date protection for desktops, servers, and networks</li> <li>Protects the entire enterprise infrastructure – from endpoints to the network, as well as mobile devices and embedded devices</li> <li>Enables business to manage risk and meet regulatory, industry, and internal compliance demands</li> </ul>
Mobile	<ul style="list-style-type: none"> <li>Safeguards devices such as smartphones, tablets, and corporate networks</li> <li>Enables businesses to securely manage mobile devices and the corporate data on them</li> <li>Help consumers protect their mobile devices and personal data from theft or loss</li> </ul>

NextTek solutions are backed from 24x7 threat research from NextTek labs, and real-time data from NextTek Global Threat Intelligence. These business units help the company anticipate and defend against the next wave of malware. NextTek professional services, including consulting, product education, and award-winning technical support, help customers make the most of their NextTek solutions and keep protection up to date.

## Vision & Strategy

NextTek believes that security must be seamlessly integrated into every device and must become as ubiquitous as technology itself, and is committed to helping its customers be safe and secure through development of solutions for securing the digital world. Key company strategies include:

- Expand software portfolio through strategic acquisitions, development projects, and key partnerships
- Strengthen current offerings to better meet customer needs
- Improve the customer experience – from purchase to deployment
- Enhance coverage strategy in commercial segment to optimize market share
- Streamline critical processes across the company through aligned and upgraded technology capabilities

NextTek's goal is to deliver 5% organic sales growth and 8% gross profit improvement on an annual basis.

## Key Management & Staff

Evan Martin – Chief Sales Officer, Americas

Kendall Klein – VP, Sales Operations