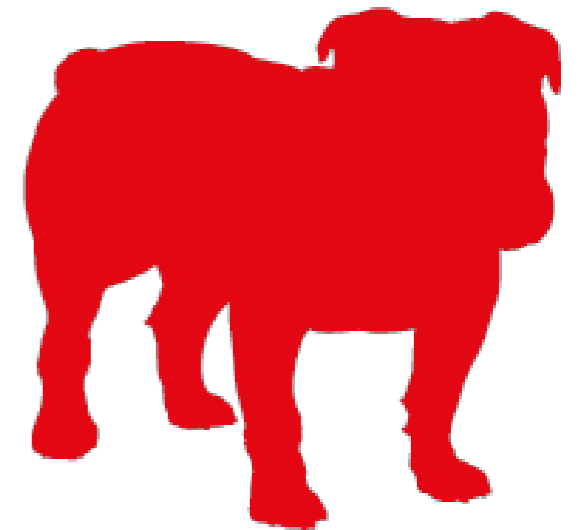


Small Office Security

Overview Presentation
to Reseller Partners



The Need for Small Office Security

Many small office owners think they're too small to attract the attention of hackers, when in fact they are often exactly the type of company that hackers are looking for.

Smaller companies are vulnerable because they tend to have weaker online security and hackers can use them as a link into larger companies that are connected to them.

54%
OF COMPANIES
IN THE UK WERE VICTIMS OF
RANSOMWARE ATTACKS
THE HIGHEST RATE IN THE WORLD

EVERY
19
SECONDS
A BUSINESS IS HACKED

Introduction

Your business customers need advanced protection they can trust from online threats like viruses, hackers and ransomware. And they need it to be easy to manage with instant resolution when security issues arise.

BullGuard's Small Office Security is now an option:

- Online protection tailored specifically for the small office to cover up to 50 devices – PC, Mac and Android
- A simple, single-point cloud administration portal
- Set up and deployment within minutes
- Real-time commands and notifications
- Detailed reporting (for devices, tasks and threats)
- Antitheft commands for mobile devices
- Light software footprint



Powerful, Simple and Reliable Cybersecurity for Small Offices



Outstanding protection

Multi-award winning, triple-layered protection flags up malicious email phishing links, stops ransomware in its tracks and blocks all types of threats, keeping your customers safe – always.

Exclusively simple

Your customers have a business to run. Do they really want to get bogged down in cybersecurity management? BullGuard Small Office Security couldn't be simpler to set up, deploy and manage.

Protects all their devices

Protects workstations and laptops against malware and safeguards your customers smartphones and other mobile devices when their team are based on location, hotdesking or travelling.

Simple management from a cloud based portal

We want your customers to be simply secured, not entangle them with levels of complexity. Our Small Office Security allows centralised management of all computing devices from a beautifully simple cloud portal.

BullGuard[®]

Product Format

Small Office Security is sold exclusively through our network of approved partners.

- The standard pack contains a license which covers up to 10 devices – PCs, Macs and Android Smartphones & Tablets.
- Extend coverage up to 50 devices (in blocks of 5 devices at a time) from the administration portal, at anytime.
- License renewals can be set by the end-user to auto-renew, alternatively customers can elect to renew online or have their BullGuard reseller manage their subscriptions for them. In all cases BullGuard will be rewarding reseller partners with a share of license renewals as normal.



Key Features and Operating System Compatibility

 Partnership in Protection

Antivirus



Our Antivirus uses multiple scan engines with a high update frequency and includes real-time scanning and on-demand scanning.

Safe Browsing



We monitor your online activity and warn you if you are about to visit websites created by cybercrooks to access your computer or data.

Firewall



The Firewall component includes an 'intrusion detection system' designed to protect each endpoint computer against network attacks.

Content Filtering



The administrator can set blocked-content categories preventing endpoints from visiting websites in those categories.

Antitheft



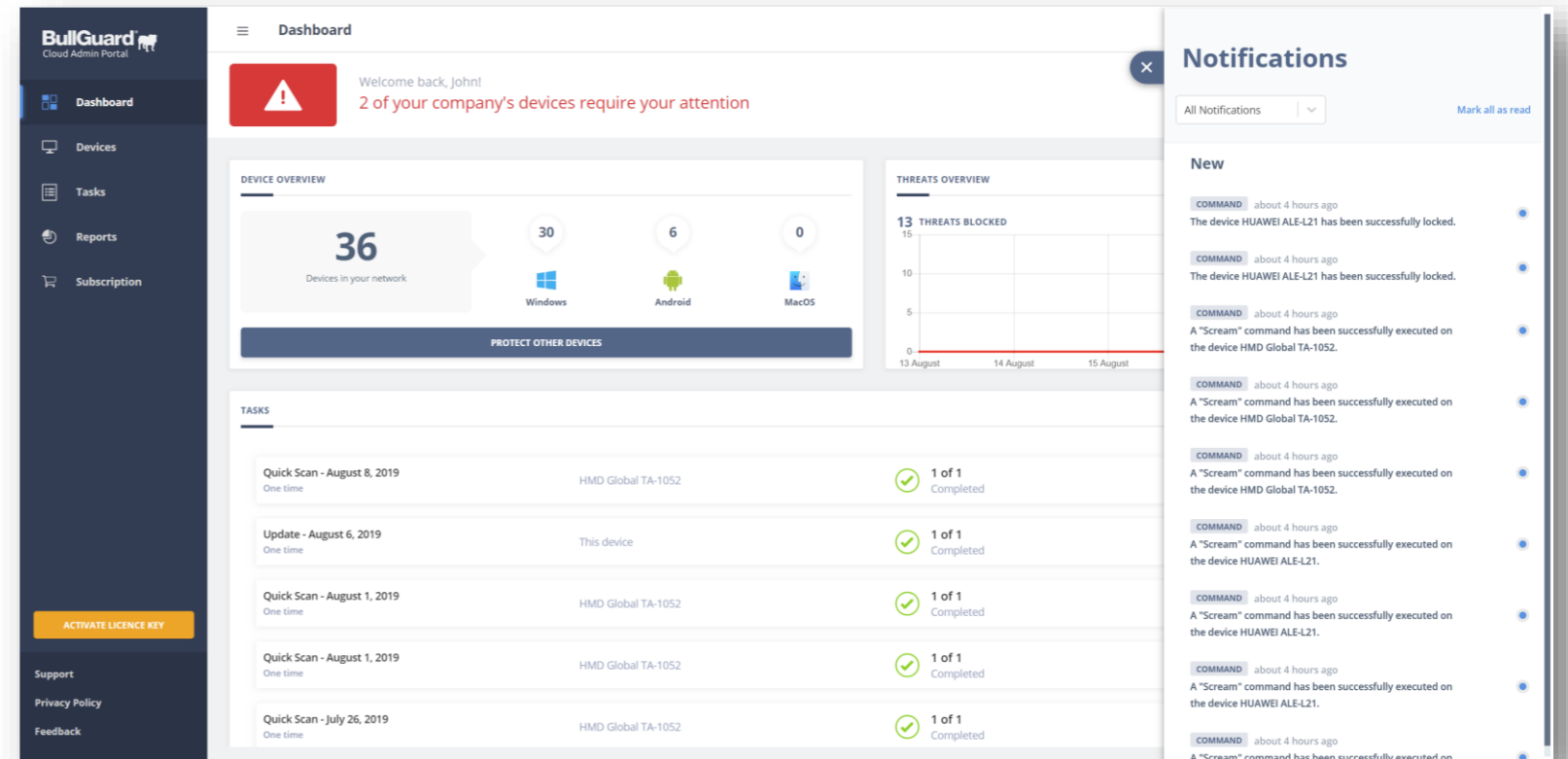
The Antitheft components allows the administrator to send locate, scream, wipe commands when the mobile device is lost.

A Simple, Single-Point Administration Portal

 Partnership in Protection

The real beauty of Small Office Security is its user interface. It's a simple to use cloud-based portal designed specifically for small offices.

The portal provides a clear and simple overview of the real-time security of all your devices and alerts you to any possible problems. It'll suggest remediation which you'll action and the problem can be resolved in seconds.



The screenshot displays the BullGuard Cloud Admin Portal dashboard. The interface is clean and modern, with a dark blue sidebar on the left containing navigation options: Dashboard, Devices, Tasks, Reports, and Subscription. A prominent red alert banner at the top right of the main content area reads "Welcome back, John! 2 of your company's devices require your attention".

The main dashboard is divided into several sections:

- DEVICE OVERVIEW:** Shows 36 devices in the network. It includes a bar chart for device counts by OS: Windows (30), Android (6), and MacOS (0). A "PROTECT OTHER DEVICES" button is visible below the chart.
- THREATS OVERVIEW:** Displays 13 threats blocked, with a line graph showing the trend over time (13 August to 15 August).
- TASKS:** A list of recent tasks, all completed. Examples include:
 - Quick Scan - August 8, 2019 (One time) for HMD Global TA-1052, 1 of 1 Completed.
 - Update - August 6, 2019 (One time) for This device, 1 of 1 Completed.
 - Quick Scan - August 1, 2019 (One time) for HMD Global TA-1052, 1 of 1 Completed.
 - Quick Scan - August 1, 2019 (One time) for HMD Global TA-1052, 1 of 1 Completed.
 - Quick Scan - July 26, 2019 (One time) for HMD Global TA-1052, 1 of 1 Completed.
- Notifications:** A panel on the right showing a list of recent notifications, all marked as read. Examples include:
 - COMMAND - about 4 hours ago: The device HUAWEI ALE-L21 has been successfully locked.
 - COMMAND - about 4 hours ago: A "Scream" command has been successfully executed on the device HMD Global TA-1052.
 - COMMAND - about 4 hours ago: A "Scream" command has been successfully executed on the device HUAWEI ALE-L21.

A Simple, Single-Point Administration Portal

 Partnership in Protection

Application Deployment

Simply email the employees from the portal. They click on a link and register without the need for any credentials to be entered. This includes work devices as well as those personal devices that the company wants to protect.

Subscription and Installation Management

The administrator can disable existing installations from the portal and invite new employees to take up slots as needed.

Network Security Status

The portal provides a clear and simple overview of the security of the company's endpoints and alerts the administrator to any unprotected endpoints, infections and missing updates.

Main Remote Commands

The administrator can remotely scan, update, disable, enable, restart and manage quarantined files as well as send lock, locate, scream and wipe commands to the company's mobile endpoints.

A Simple, Single-Point Administration Portal

 Partnership in Protection

Group Settings

The administrator can define the settings for groups of users.

Notifications

The administrator is informed real-time about security and device management events.

Account Management

Company and user details can also be updated by the administrator through the portal.

Channel Benefits

- ✓ Channel Focused – Small Office Security is launched exclusively through the Channel and only through authorised partners
- ✓ Trust - You can trust BullGuard to deliver Small Office solutions which are well designed, simple, easy to deploy and manage, leveraging the experience gained from our Consumer portfolio
- ✓ Margin – We aim to deliver the best up front and downstream renewal margins making BullGuard Small Office Security the perfect opportunity to drive additional revenue and margin
- ✓ Flexibility of products – Products will be available from distribution partners and will be fully customizable in terms of device count and extendibility
- ✓ Customer retention – We want to protect your investment with your clients, we want our Channel partners to own the renewal process year after year...
- ✓ Dedicated local Partner Account Manager – we want to work with you and support your business
- ✓ Demand generation and resource tools available to help you grow your business
- ✓ NFR licenses and dedicated trial links
- ✓ Opportunities to gain additional discount and margin for cross-selling a client from a competitors solution

The Channel's Favourite Software Vendor

 Partnership in Protection



+ It's not just award-winning products you get with BullGuard. Our Partner programme is also second to none and acknowledged as the best in the industry.

BullGuard

We've been voted **Best Software, Services and Support Vendor** for the past two years by PCR. And our Advantage partner programme has been voted **Best Partner Programme 2019** by CRN.



Voted Best Software, Services and Support Vendor 2018 and 2019 by PCR



Voted Best Partner Programme 2019 by CRN

Partner Qualification

Only authorised partners will be able to sell our Small Office Security suite.

We want to select partners who are a focused and dedicated to selling and supporting BullGuard Small Office Security.

In order to participate the following need to be in place and maintained:

- Small Office Security partner agreement signed by both parties
- Provide a company profile so we know more about your business
- Minimum opening order quantity of 5 licenses to be placed with your distribution partner of choice
- Annual requirement of 20 license activations, may include both new and re-seller renewed licenses in subsequent years
- Active participation in training Webinars as and when required

Product Installation and Deployment

Create your Administrator Account

1. Open your Internet browser and go to <https://businessportal.bullguard.com/account/register>
2. Fill in the registration details and click on the “CREATE ACCOUNT” button.
3. An email will be sent to verify the provided email address. Click on the “VERIFY MY EMAIL” button from the email. This will validate your account, add a 30 day 10 device trial to it and it will log you into the Cloud Admin Portal.
4. When prompted, enter the licence key

Product Installation and Deployment

Deployment across office devices

Installing BullGuard on Windows® 7 and higher. Mac OS X El Capitan and higher.

Android 5.0 Lollipop and higher.

1. Once logged into the Cloud Admin Portal, you can invite company employees to download and install BullGuard Small Office Security on their Windows, MacOS and Android devices.
2. Click on the “SEND INVITATION” button displayed on the Dashboard. Enter the email addresses of the employees in the “SEND INVITATION” window and then click “SEND”.
3. The company employees will then receive the invitation you sent to download and install the BullGuard Small Office Security on their devices.
4. Employees need to open the invitation on the device on which they wish to install the application, click on the “DOWNLOAD” button and proceed with the installation. There are no login credentials necessary – the application logs in automatically.
5. After the employees have installed BullGuard Small Office Security, the installations will appear in the Cloud Admin Portal and you will be able to manage them (create groups for devices, change settings, send tasks and commands).

Support & Feedback

Technical issues

Should you encounter any technical issues with the Small Office Security product, our Support team will be on hand to answer any questions that you might have.

You can contact them in the usual way through our live chat facility or by emailing goldsupport@bullguard.com

Feedback

There is a feedback form that is accessible either from the “Feedback” button in the Cloud Admin Portal, or from the “Feedback” button available in the Small Office Security application for Windows.