

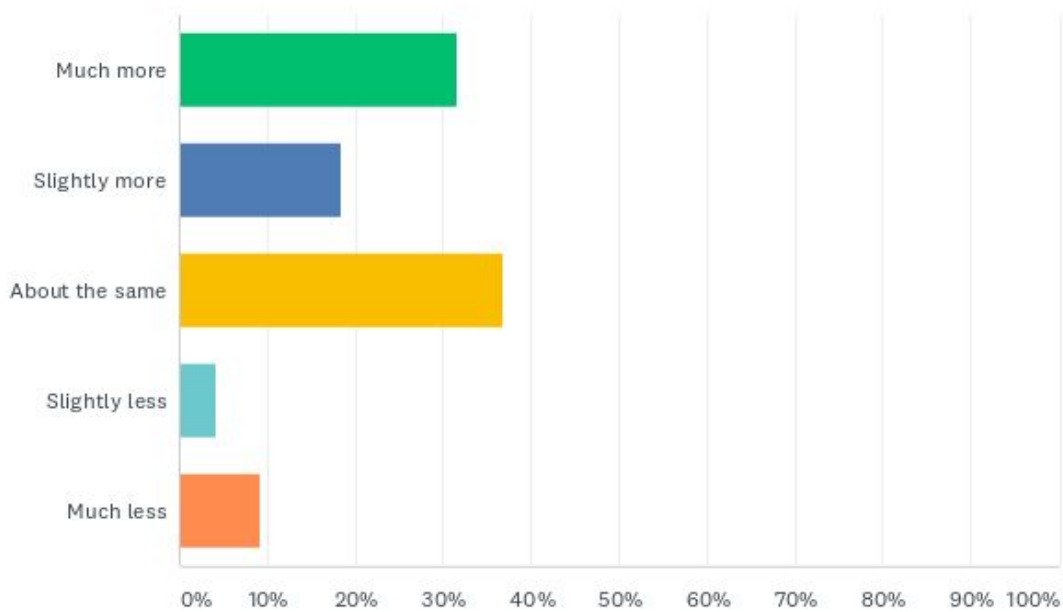
# Cybersecurity Approval Poll

Q1



How much do you trust Frankie Keyes compared to other cybersecurity vendors and experts?

Answered: 294 Skipped: 0



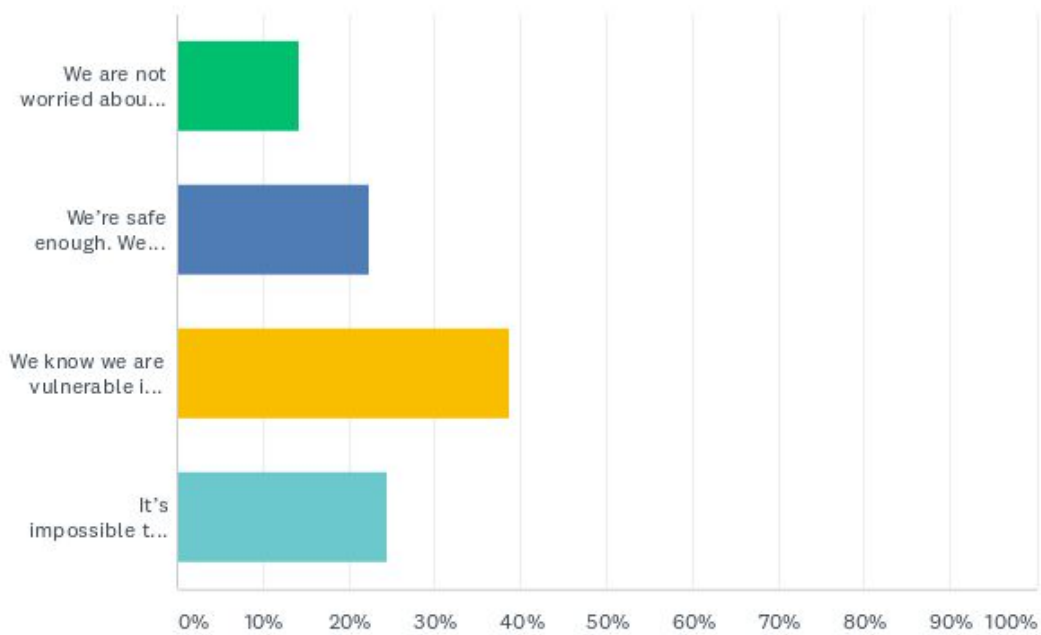
ANSWER CHOICES	RESPONSES	
Much more	31.63%	93
Slightly more	18.37%	54
About the same	36.73%	108
Slightly less	4.08%	12
Much less	9.18%	27
<b>TOTAL</b>		<b>294</b>

Q2



Which statement most accurately describes how you feel about the security of your enterprise? (Choose One)

Answered: 294 Skipped: 0



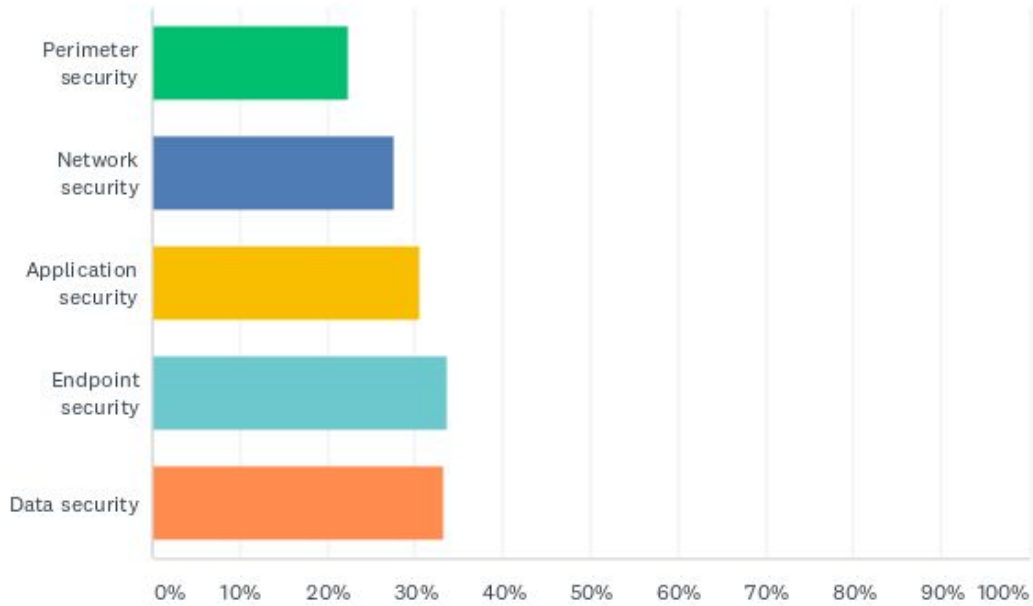
ANSWER CHOICES	RESPONSES
We are not worried about a breach. Our security vendors deliver true security.	14.29% 42
We're safe enough. We deploy the same core solutions as our peers, which is the best we can do.	22.45% 66
We know we are vulnerable in key areas, but we respond quickly to close the gaps as they become known.	38.78% 114
It's impossible to secure a modern enterprise, but we do a good job at security theater.	24.49% 72
<b>TOTAL</b>	<b>294</b>

Q3



## Where are you most exposed and vulnerable?

Answered: 294 Skipped: 0

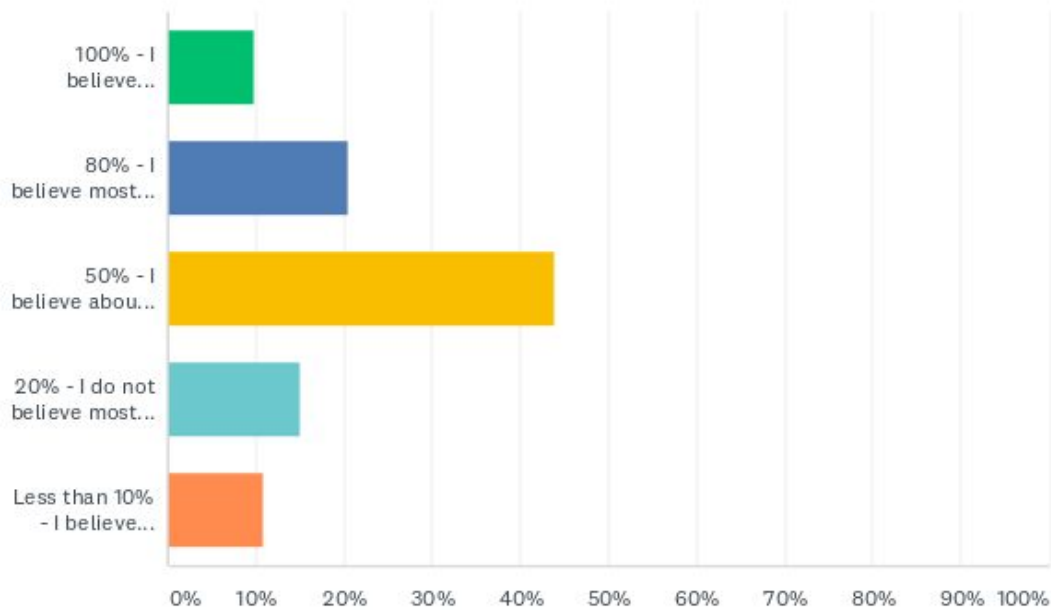


ANSWER CHOICES	RESPONSES	
Perimeter security	22.45%	66
Network security	27.55%	81
Application security	30.61%	90
Endpoint security	33.67%	99
Data security	33.33%	98
<b>Total Respondents: 294</b>		



In general, what % of security vendor claims about the capabilities and effectiveness of their products do you believe?

Answered: 294 Skipped: 0



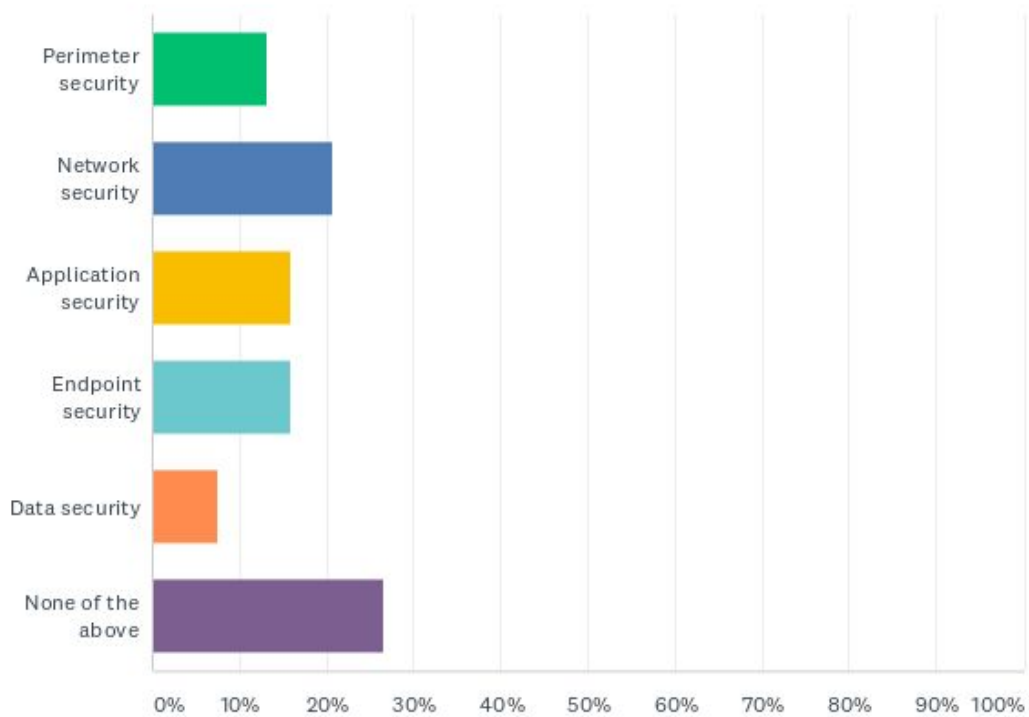
ANSWER CHOICES	RESPONSES	
100% - I believe everything they claim	9.86%	29
80% - I believe most of what they claim	20.41%	60
50% - I believe about half of what they claim	43.88%	129
20% - I do not believe most of their claims	14.97%	44
Less than 10% - I believe almost nothing of what they claim	10.88%	32
<b>TOTAL</b>		<b>294</b>

Q5



## Which products are the best in terms of delivering on vendor promises?

Answered: 294 Skipped: 0



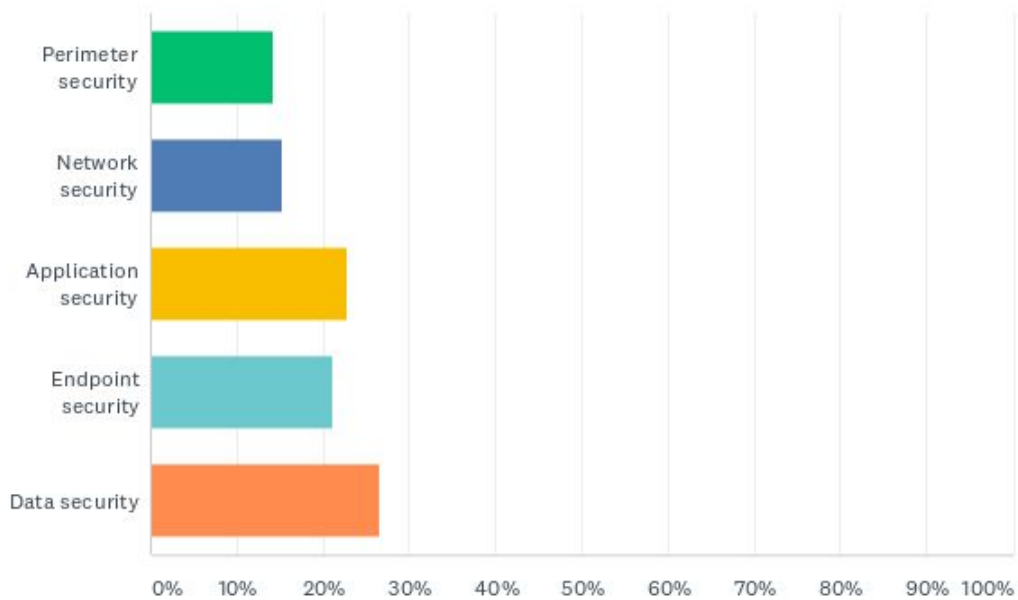
ANSWER CHOICES	RESPONSES	
Perimeter security	13.27%	39
Network security	20.75%	61
Application security	15.99%	47
Endpoint security	15.99%	47
Data security	7.48%	22
None of the above	26.53%	78
<b>TOTAL</b>		<b>294</b>

Q6



## Which products are the worst in terms of delivering on vendor promises?

Answered: 294 Skipped: 0



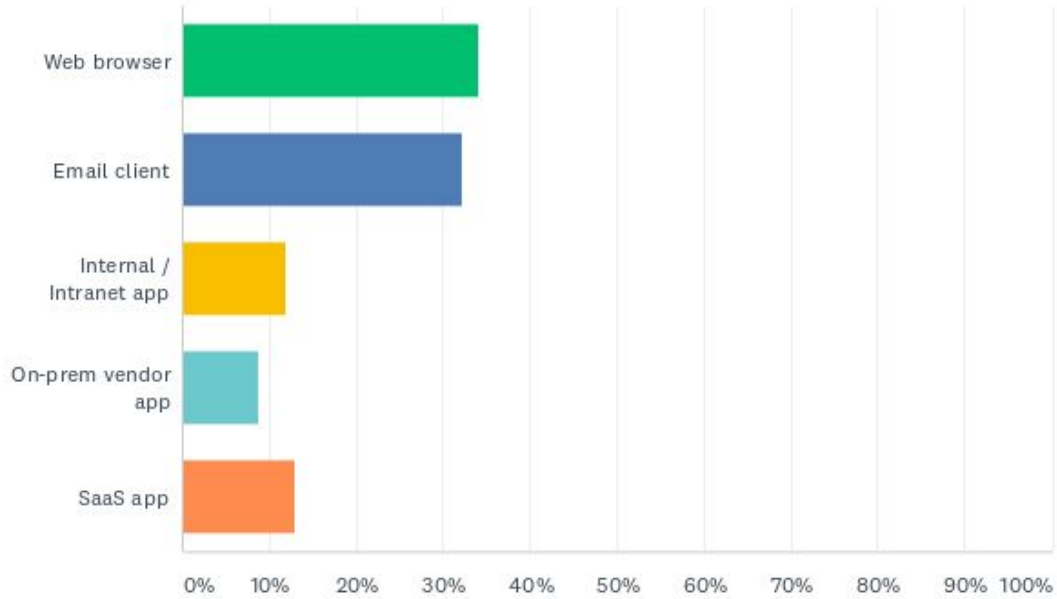
ANSWER CHOICES	RESPONSES	
Perimeter security	14.29%	42
Network security	15.31%	45
Application security	22.79%	67
Endpoint security	21.09%	62
Data security	26.53%	78
<b>TOTAL</b>		<b>294</b>

Q7



## Which application puts your organization most at risk?

Answered: 294 Skipped: 0



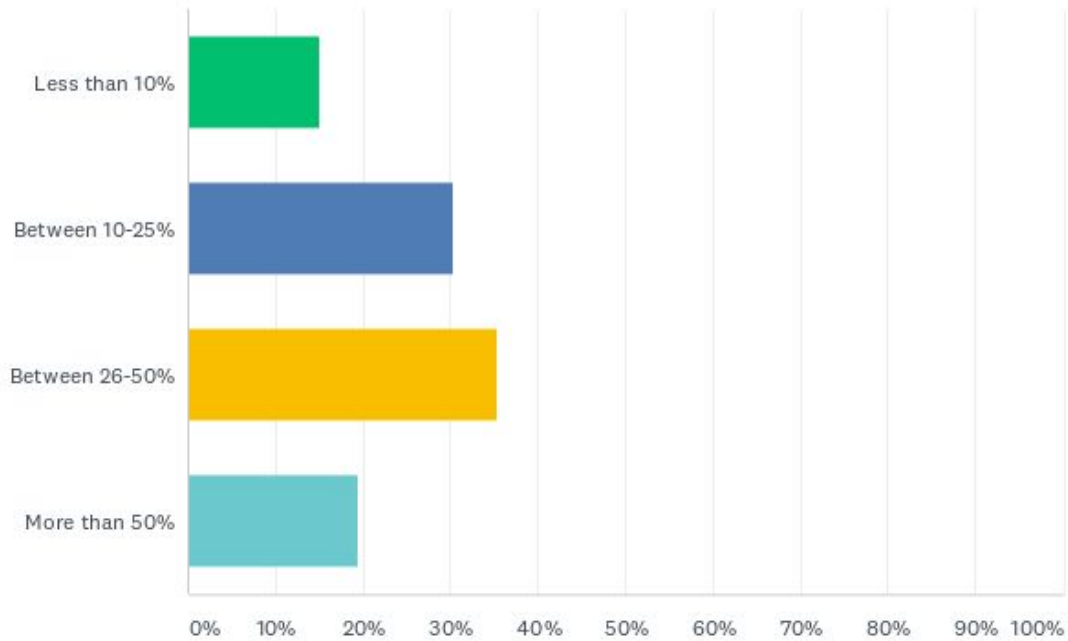
ANSWER CHOICES	RESPONSES	
Web browser	34.01%	100
Email client	32.31%	95
Internal / Intranet app	11.90%	35
On-prem vendor app	8.84%	26
SaaS app	12.93%	38
<b>TOTAL</b>		<b>294</b>

Q8



# How much of your security resources are designed to prevent attacks versus discover them after the fact?

Answered: 294 Skipped: 0



ANSWER CHOICES	RESPONSES	
Less than 10%	14.97%	44
Between 10-25%	30.27%	89
Between 26-50%	35.37%	104
More than 50%	19.39%	57
<b>TOTAL</b>		<b>294</b>

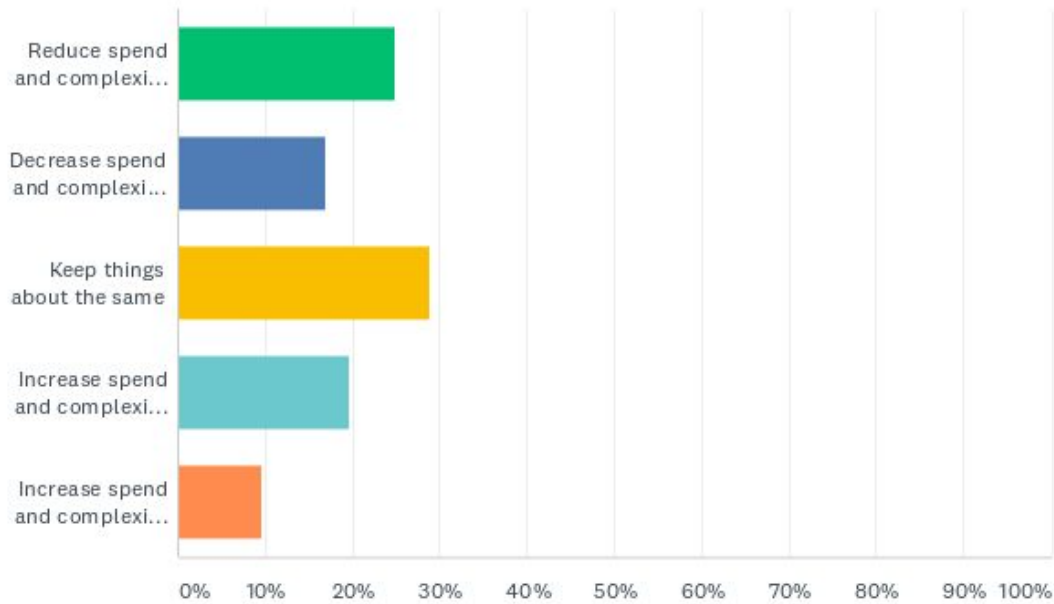


Q9



Industry surveys show companies have more than 70 different security vendors and spend up to 10% of their total IT budget on security. Which statement describes how you want to change your company's security stack?

Answered: 294 Skipped: 0



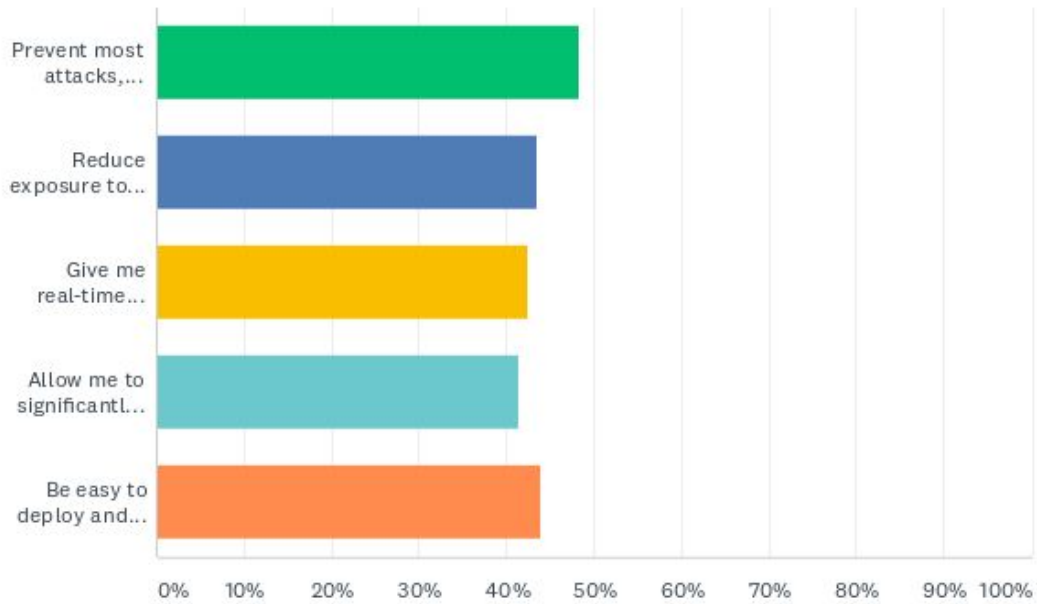
ANSWER CHOICES	RESPONSES
Reduce spend and complexity significantly	24.83% 73
Decrease spend and complexity slightly	17.01% 50
Keep things about the same	28.91% 85
Increase spend and complexity slightly	19.73% 58
Increase spend and complexity significantly	9.52% 28
<b>TOTAL</b>	<b>294</b>

Q10



For me, a real “ultimate cybersecurity toolkit” would...  
(Select all that apply)

Answered: 294 Skipped: 0



ANSWER CHOICES	RESPONSES
Prevent most attacks, threats, and malware from ever reaching our endpoints or network in the first place.	48.30% 142
Reduce exposure to threats against my user population (e.g. phishing, viruses, ransomware).	43.54% 128
Give me real-time insight into what's going on with my network.	42.52% 125
Allow me to significantly lower my complexity, vendor count, and costs.	41.50% 122
Be easy to deploy and integrate with my existing systems.	43.88% 129
<b>Total Respondents: 294</b>	