

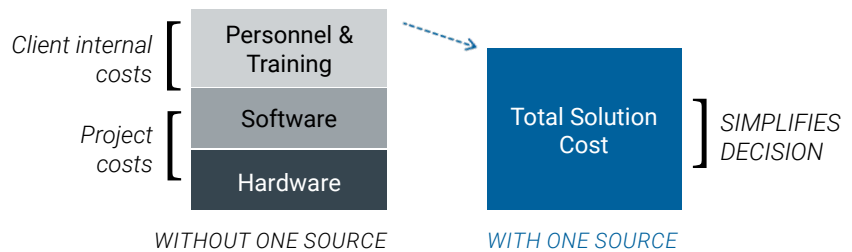
# HELPING YOU CLOSE MORE COMMERCIAL SECTOR DEALS

Through Trellix's partnership with One Source Communications

## 1 FULLY MANAGED OFFERINGS

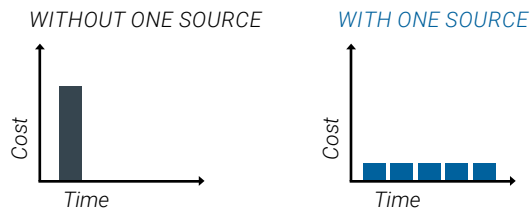
A simpler and cheaper total solution

### CUSTOMER VIEW: MANAGED TRELLIX AS A TOTAL SOLUTION



## 2 INCREASE DEAL SIZE

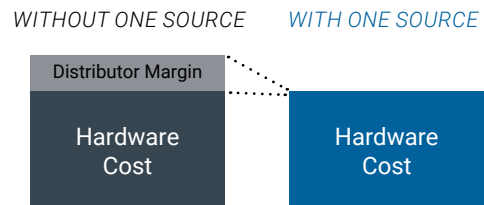
More Trellix services without more capital



CUSTOMER VIEW: CAPEX VS OPEX DEAL STRUCTURE

## 3 ACCELERATE DEALS WITH AGGRESSIVE PRICING

One Source buys direct from Trellix



CUSTOMER VIEW: COST SAVINGS WITHOUT DISTRIBUTOR

### CUSTOMER VIEW: OPTIMIZED SUPPORT COST



WITHOUT ONE SOURCE



WITH ONE SOURCE

## 4 ADDING VALUE THROUGH PARTNERSHIP

Lead with Trellix and Managing Customer Tech Debt