



Press release

Tobania first Belgian reseller to sign partnership with Exabeam

Exabeam and Tobania go hunting for hidden cyber threats

Brussels, 21 June 2017 – Tobania, a leading IT system and security integrator in the Belgian market, and Exabeam, a provider of security intelligence and management solutions, announced a strategic partnership today. This makes Tobania the first Belgian reseller to sign a partnership with Exabeam.

Security Information and Event Management (SIEM) solutions seek to provide a holistic approach to an organization's data and IT security management. Exabeam's solution succeeds in doing so like no other. From a helicopter perspective, this security solution screens customer IT environments for possible cyber threats, either from inside or from outside, to counter these in an automated, intelligent, user- and data-centric way. This is critical for Belgian organizations, which are or will be under cyber attack on a regular basis.

Best of breed solution

In June 2017, Tobania signed a partnership with Exabeam to be the first reseller to offer this solution to the Belgian market. The Exabeam solution is a valuable addition to Tobania's growing solutions portfolio.

Wim Kretzers, business unit manager of Tobania's Security & Infrastructure Services, says: "Hackers typically love to steal user credentials because these give them full access to everything the user can see. In addition, detecting those compromised accounts can be challenging. Exabeam allows our customers to quickly identify and disarm suspect user accounts by means of artificial intelligence and user behavior analytics, without continuously building and modifying complex correlation rules in their SIEM."

Complementary technologies

On top of the Exabeam partnership, Tobania signed a partnership with SentinelOne, a complementary endpoint technology that can support Exabeam by providing security against cyber threats at the front line, on the device level. With SentinelOne, Tobania aims to replace the 'old guard' of legacy antivirus software by offering organizations a unique, new-generation standalone approach to endpoint security. SentinelOne offers behavioral-based detection of both known and unknown threats, a revolutionary technique that out-performs traditional security options.

The behavior-based cyber security approach challenges the traditional market offer, with automation enabling a reduced TCO.

About Exabeam

Exabeam provides security intelligence and management solutions to help organizations of any size protect their most valuable information. The Exabeam Security Intelligence Platform uniquely combines unlimited data collection at a predictable price, machine learning for advanced analytics, and automated



incident response into an integrated set of products. The result is the first modern security intelligence solution that delivers where legacy SIEM vendors have failed.

Built by seasoned security and enterprise IT veterans from Imperva, ArcSight, and Sumo Logic, Exabeam is headquartered in San Mateo, California. Exabeam is privately funded by Norwest Venture Partners, Aspect Ventures, Icon Ventures, Lightspeed Venture Partners, Cisco Investments, and investor Shlomo Kramer.



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About Tobania

Tobania is a full IT system integrator specializing in the digitization of companies and organizations. As a total provider of front-end enterprise solutions, Tobania's services include the construction and implementation of platform solutions, the development of customized solutions, and the integration of complex IT applications. In addition to analysis, development and testing, Tobania supplies specific software solutions for web development and staff planning, among others. As a one-stop-shop IT partner, it also provides supplementary hybrid infrastructure, security and management solutions, as well as all necessary support. Tobania is able to deliver all of these services and solutions by collaborating with more than 600 IT specialists and consultants. It achieved an annual turnover of 65 million euro in 2016.

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