



Darktrace Business Proposal for City of Oregon City

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Darktrace Partnership City of Oregon City

With more than 4,000 customers worldwide, Darktrace has been at the cutting edge of innovation, with its Cyber AI technology, for over seven years. Companies from every sector and of all sizes rely on our world-class technology to identify and contain cyber-threats across their dynamic workforce – from email, and cloud and SaaS environments, to IoT and endpoint devices, and industrial control systems.

We are the only technology with the capability to detect, investigate, and respond in real time, learning on the job to protect every user, device, and digital system within your business – wherever and whenever a threat strikes. Darktrace's Cyber AI augments and uplifts security teams, providing a tangible return on investment by reducing time to triage by 92%, allowing you to focus your time and energy where it really matters.

We have been delighted to demonstrate to you the power of our Cyber AI Platform in Oregon City the past few weeks. The following proposal outlines a business wide deployment scenario for your organization based on the needs and challenges outlined in our conversations thus far, including visibility into your internal network. Additionally, with a lean IT team, we believe City of Oregon City would find added value in Antigena's autonomous response feature, providing valuable time for your organization to detect and respond against high severity threats.

This document also provides an overview of Darktrace's technology and value proposition, as well as selected examples of customer feedback and independent analyst recognition. Industry experts and customers agree that Darktrace is unmatched when it comes to Cyber AI capabilities, ease of set-up and usability, and flexibility. Darktrace's proven ability to identify and autonomously respond to sophisticated attacks within seconds has revolutionized cyber defense and dramatically enhanced risk mitigation for our customers.

We look forward to partnering with City of Oregon City and are excited to continue the conversation around how our technology will add value to your business.

I am happy to discuss this proposal and associated commercials in more detail at your convenience.

If you have any questions about this proposal document, please do not hesitate to contact me.

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Company Background

Founded in 2013 by mathematicians from the University of Cambridge and government cyber intelligence experts from the US and the UK, Darktrace was the first to apply unsupervised machine learning to the challenge of cyber security – pioneering developments such as Autonomous Response technology and Cyber AI Analyst. Darktrace has experienced meteoric growth over the past seven years and is today recognized as the world’s leading AI company for cyber security.

Headquartered in San Francisco and Cambridge, UK, Darktrace has over 1,300 employees across 44 offices worldwide. The company chairman is Robert Webb QC, former General Counsel of British Airways and Rolls-Royce, and our world-class advisory board comprises of experts in mathematics, computer science, security, and intelligence-gathering, including:

- Lord Jonathan Evans KCB, the former Director General of MI5
- Alan Wade, the former CIO of the CIA,
- Professor Nick Jennings, Chair in Artificial Intelligence at Imperial College, London.
- Rt Hon Amber Rudd, former Home Secretary of the UK

Darktrace is relied on by over 4,000 customers globally, protecting and defending some of the most sensitive IP, digital data, and mission-critical infrastructure in the world.

Our self-learning technology:

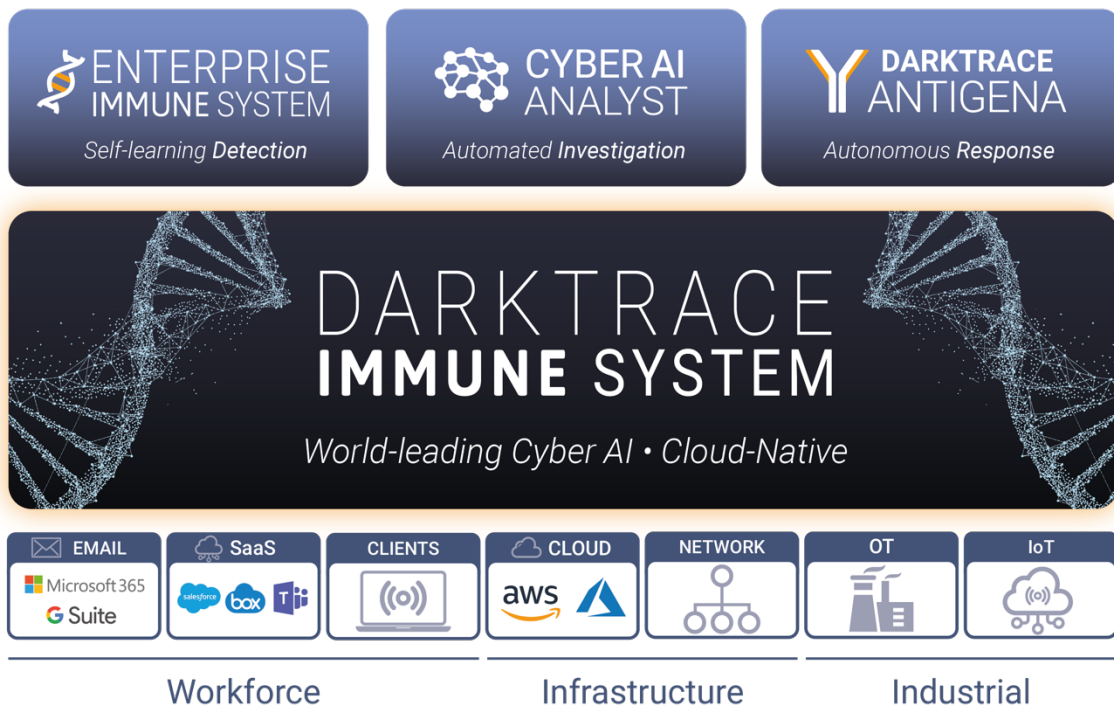
- Safeguards the **IP behind the world’s fastest SSD**
- Protects one of the **world’s first 5G smart cities**
- **Defeated a world-leading red team** on day 0 of their operation
- **Shielded the CFO** of a large financial services provider from a personalized phishing attack
- Protected the UK healthcare system from the **Wannacry ransomware**
- Defends the **leading provider of cloud-based travel services** in 230 countries
- Protects the **world’s second largest sports league**
- Monitors **supply chain risk** from world-leading ICT communications and smart devices companies
- Protected global organizations from **nation-state attackers exploiting a zero-day vulnerability**
- Defeated **fearware attacks** across global organizations in email environments



Darktrace Immune System Platform

The Darktrace Immune System is a self-learning technology. Analogous to the human immune system, the technology identifies otherwise unknowable threats that have got inside your digital business and contains them in real time.

Because Darktrace learns ‘on the job’ about its environment, it is uniquely capable of uncovering rare and previously unidentifiable patterns in information, amid the noise of everyday activity across an organization’s dynamic workforce.



Darktrace’s AI can then take the right action, at the right time, to contain a threat in seconds – a unique Autonomous Response capability hailed by Prof Nick Jennings, Chair in Artificial Intelligence at Imperial College London, as a “significant engineering innovation ... essential for dealing with the volume, novelty, and speed of modern cyber incidents.”

The core of Darktrace’s Immune System Platform consists of three tightly-integrated AI systems: the Enterprise Immune System, Darktrace Antigena, and Cyber AI Analyst. Darktrace’s AI is operative across the entire dynamic workforce, including cloud and SaaS environments, email, IoT, endpoint devices, industrial control systems, and traditional networks. This breadth of coverage for the digital business enables organizations to rely on Darktrace’s AI to defend against all threat types no matter where or when they emerge.

By continuously learning ‘on the job,’ Darktrace’s AI is able to evolve with your business – facilitating digital transformation in a secure manner and protecting your dynamic workforce even through times of change. With a number of seamless integrations, Darktrace can also help you expand on your existing investments, for a comprehensive security strategy that covers your entire digital business.

Enterprise Immune System

Darktrace's flagship product, the Enterprise Immune System, detects all threat types, including novel attacks and insider threats, before they become destructive or damaging. The AI learns and understands a sense of 'self' for every user and device in a business, and can spot the subtle signals of an attack within seconds of it emerging.

Powered by unsupervised machine learning, the Enterprise Immune System doesn't rely on training data, pre-conceived ideas of 'bad', or fine-tuning to teach the AI what to look for. Instead, Darktrace's technology learns 'on the job', developing a rich understanding of the 'DNA' of your business. This means that Darktrace's technology identifies threats that are missed by legacy solutions, evolves as your organization does, and never goes out of date.

Key benefits

- Learns 'on the job' and adapts continually
- Detects novel threats and insiders
- Complete visibility across digital business
- Cloud-native
- Fast install – no manual configuration

Darktrace Antigena

Darktrace Antigena is the world's first and only Autonomous Response technology. This multi-award-winning solution takes action on behalf of security teams to contain cyber-threats within seconds, wherever they occur, and before they can escalate to a crisis. Like a digital antibody, Darktrace Antigena neutralizes threats in a highly targeted and precise way, allowing normal day-to-day activity to continue uninterrupted.

For example, if your organization was hit by a ransomware attack, Darktrace Antigena would understand exactly where the virus had first hit and forcibly drop malicious connections that the malware was attempting to make. Critically, employees need not experience any disruption to their work, as only the out-of-character behaviors would be stopped. All this happens in seconds, buying the security team time to catch up.

Autonomous Response technology has today become a critical part of the security stack, and can generate responses against insider threat, automated attacks, cloud vulnerabilities, advanced spoofing campaigns, and more. While human teams are out of the office or simply unable to respond to a threat fast enough, Darktrace Antigena will calculate the best action to take in the shortest period of time to effectively react to a cyber-attack – wherever and whenever it strikes.

Every 3 seconds, Antigena responds to a cyber-threat somewhere in the world.

Key benefits

- Reacts in seconds – stops threats in their tracks
- Surgical response – no disruption to your business
- Customizable – you choose how and where Antigena acts
- Full oversight with Darktrace Mobile App

Cyber AI Analyst

The Cyber AI Analyst is Darktrace's AI investigation technology, which automatically triages, interprets, and reports on the full scope of security incidents targeting your dynamic workforce. Pioneered by former government intelligence officials, it is the culmination of a 3-year research project which involved observing over 100 of Darktrace's most skilled security analysts as they investigated threats - from novel strains of ransomware and industrial sabotage, to compromised SaaS credentials, cloud misconfigurations, and insider threat.

Using deep learning, the technology contextualizes security events, adapts to novel techniques, and translates its findings into a digestible security narrative that can be actioned in minutes. Mimicking human thought processes to delve into and investigate attacks, Cyber AI Analyst combines the expertise and intuition of human analysts with the speed and scale of AI, reducing the time to triage threats by 92%. It currently performs over 1.4 million security incidents per week.

Key benefits

- Automates investigation, triage, and reporting
- Continually investigates 100% of threats Darktrace detects
- Generates detailed, natural-language incident reports
- Prioritizes security events
- Integrates seamlessly with third party alerts
- Reduces time-to-meaning by 92%



Pricing

Working with Darktrace is more than a subscription – it’s a partnership. As a customer, you’ll receive:

- A dedicated account team
- Expert integration support
- Regular training
- Customer Support Helpline, open 24/7
- Access to the Darktrace Customer Portal, providing regular updates, exclusive analyst blogs and more
- Access to Darktrace Tech Meetups and other exclusive customer events
- A free 30-day activation of a component of the Darktrace Immune System Platform every quarter

Pricing details

The pricing below is for a 6 month bridge + 36 month software license, with a **40% discount offered** for a signature in December. Payment terms are annually.

Product	List Price	End of Year Pricing 40% discount
Enterprise Immune System		
<i>Network</i>	1200 Devices @ \$5,344 per month	1200 Devices @ \$3,206 per month
<i>Darktrace Cyber AI Analyst</i>	Included with Enterprise Immune System	Included with Enterprise Immune System
Darktrace Antigena Response		
<i>Network</i>	1200 Devices @ \$2,299 per month	1200 Devices @ \$1,379 per month
Deployment	\$278 per month	\$167 per month
TOTAL SOLUTION COST	\$95,052 per year	\$57,024 per year

NOTE: This quote has been updated for July 1, 2021 pricing, see attached.

Pricing models

We understand that introducing new technology requires additional budget which can be challenging to obtain.

To help secure budget, we have the following option to help align with security budgeted for July 2021:

January 2021 – June 2021: 6 month bridge, Enterprise Immune System only = \$20,238

July 2021 – June 2022: Enterprise Immune System + Antigena Network = \$57,024

July 2022 – June 2023: Enterprise Immune System + Antigena Network = \$57,024

July 2023 – June 2024: Enterprise Immune System + Antigena Network = \$57,024

Darktrace Services

Darktrace offers additional service options. In order to best support you, these options can be customized to augment and extend your security and IT teams. Services can be delivered by Darktrace's Cyber Analysts, our in-house experts in threat analysis and cyber intelligence, or Darktrace Certified Partners. Most importantly, these offerings are crafted based on our experience across all sizes of companies and sectors, to give you a custom fit.

Ask the Expert

Available from within the Threat Visualizer or Customer Portal, Darktrace's Ask the Expert (ATE) service allows you and your security team to send queries during live threat investigations to one of our world-class cyber analysts sitting in Darktrace's SOCs in Cambridge (UK), San Francisco, and Singapore. Using Ask the Expert, customers can drag and drop graphics and traffic flow data directly into queries, allowing your team to work collaboratively with Darktrace analysts on any question you may have when new or advanced threats appear in your environment.

Key Benefits

- Rapid feedback from Darktrace's world-class analysts around the globe
- Expert remediation advice when you encounter new or sophisticated threats
- Collaborative analysis with the ability to share graphics and data
- An unlimited resource for your team, no matter how many questions you have

24/7 Proactive Threat Notification

Darktrace's Proactive Threat Notification (PTN) service provides you with around-the-clock monitoring by expert cyber analysts sitting in Darktrace's global Security Operation Centers (SOCs). These analysts' triage and respond to high-fidelity, in-flight security incidents to determine whether your organization is under immediate attack, in addition to providing critical analytical support. If an in-progress cyber-attack is detected, Darktrace experts instantly alert your organization's security team. This alert can take the form of an encrypted email, automated phone call, or SMS – or even a combination of all three, as configured by each customer.

Crucially, security teams are not only notified of the threat and its urgency, but they are also provided with actionable intelligence ascertained from the investigative process. Darktrace's cyber analysts will work with you to ensure the correct technical diagnosis is reached.

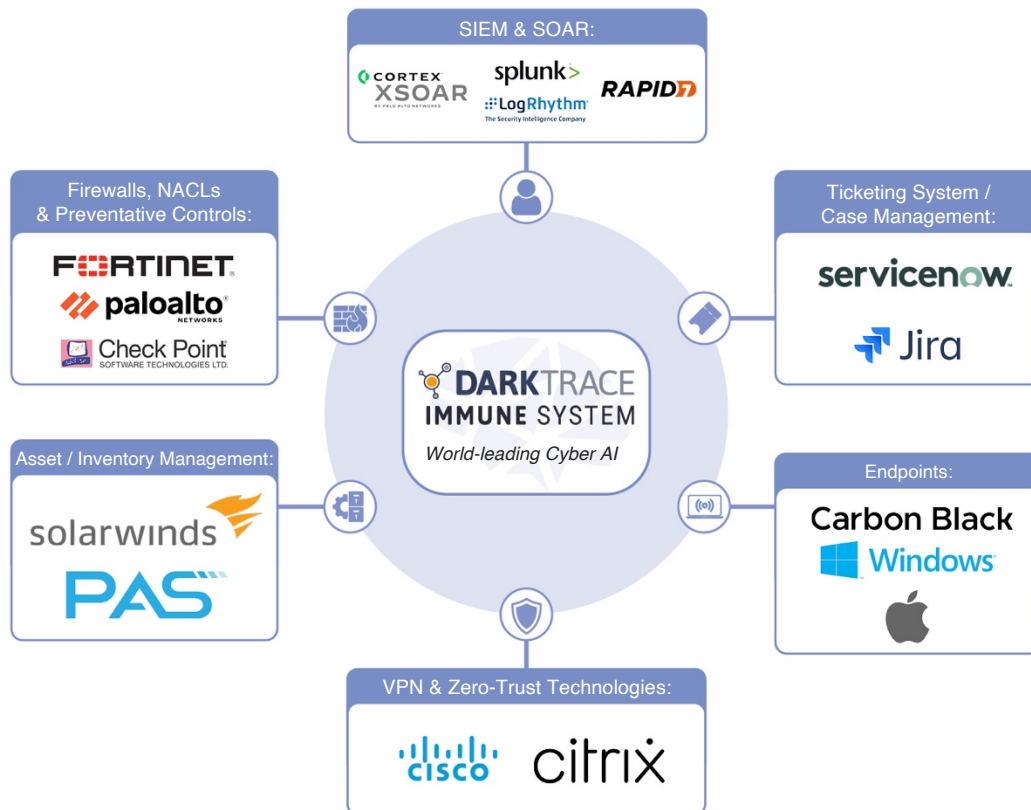
Key Benefits

- 24/7 additional monitoring provides an extra pair of eyes on your business at all times
- Expert-level investigation from Darktrace's world-class threat analysts
- Saves critical time in understanding the nature of a high-priority alert
- Jump-starts remediation with crucial support for strained security teams
- Monthly SOC report identifying serious security incidents, including top threat trends across the customer base

One-Click Integrations

Darktrace is committed to ensuring that you receive the maximum value from our world-class technology – which is why our AI seamlessly integrates with active integrations, telemetry data, and automated workflows, with customized integrations able to be built out to meet your bespoke needs.

As today’s digital business becomes increasingly characterized by distributed users, diverse applications, and disjointed point solutions, unifying security defenses is critical. To achieve this, Darktrace integrates with SOAR and SIEM tools, firewalls, endpoint security, data lakes, as well as archiving and forensics solutions. It can integrate with existing SOCs and use data surfaced by tools already deployed in an environment for enriched data correlation.



Through the Darktrace Customer Portal, your organization will be able to activate our one-click integrations. This extension to your deployment is free of charge, and enables Darktrace’s AI to instantly ingest new forms of telemetry, share bespoke AI insights across established workflows, and interoperate with a wide range of technologies to deliver Autonomous Response across email systems, client devices, and collaboration platforms. This automates your security processes – enabling teams to focus on more strategic tasks.

Darktrace Innovation Series

As we saw in 2020, everything can change in an instant. But few areas have had to pivot as quickly as cyber security. In a matter of days, CISOs and CIOs had to facilitate the transition to a dynamic mode of working, ensuring high levels of employee productivity while keeping their data and digital systems secure. Making this possible was innovation – Darktrace’s lifeblood. To help your organization stay ahead of the latest challenges and secure the future of work, we are offering all customers an exclusive 30-day free activation of any part of the Cyber AI Platform. This opportunity will renew every quarter, allowing you to protect the latest digital development in your organization, with new platform updates continually being rolled out.

The Darktrace Innovation Series enables you to participate in our latest innovations as they develop, with exclusive access to our technology ahead of public release. As part of this program, we will provide you with a concise update of our innovations every quarter with the Innovation Series Brochure. You will also receive an invitation to the Darktrace Innovation Series Summit – a live streaming event exclusive to the Darktrace Customer Community, where you’ll hear from Darktrace technologists and customers about how they are getting value from deploying these innovations.

Most importantly, you will have the opportunity every quarter to try out any component of our technology or service offerings free of charge for 30 days, by simply activating a deployment on our Darktrace Innovation Series page on the D Customer Portal. Throughout your 30-day free activation, you will receive a dedicated account team and access to a range of resources, including technical training materials and regular Threat Intelligence Reports.



Industry Analyst Reviews



“The need for skilled analysts is increasing and outstripping the supply, even with all of the educational programmes available. Tools like the Darktrace AI analyst add power to the elbow; they’re a force multiplier for our scarce resource of human analysts.”

- Jonathan Care, Gartner



"This is probably the best use of visuals I've seen. I can see how somebody who doesn't necessarily have the experience or the knowledge can really quickly look at the Threat Visualizer and say, Well that's where my problem is."

- Chase Cunningham, Forrester Research



“Darktrace thrives in complex digital environments, as the technology is adaptive and continues to revise its understanding of ‘normal’ in light of new evidence, enabling it to detect and respond to threats that other tools miss, while providing complete visibility across the digital infrastructure.”

- Jonas Knudsen, IDC



"Darktrace is the clear leader in anomaly detection"

- Dan Cummins, 451 Research



“The incorporation of unsupervised, supervised, and deep learning into its product offering puts Darktrace well ahead of the game and makes it a compelling candidate for any enterprise’s cyber security tooling plans.”

- Mike Sapien, Omdia



“Darktrace’s ability to see and autonomously respond to the known knowns and unknowns is unparalleled by any other product out there and, with its expanded capabilities [in email] has ushered Darktrace to the leader of the pack in the network threat analysis team of rivals.”

- Alissa Knight, Aite Group



“Darktrace’s autonomous response solution Antigena takes action against in-progress cyber-threats...The automatic quarantine response provides security teams valuable time to avoid major damage, especially when they can’t be on guard 24 hours a day.”

- Jamie Snowdon, HFS Research

Customer Reviews



“Darktrace is helping us stay abreast of the changes that are happening in the digital space.”

- – Karen McElhatton, CIO, McLaren Group



“We’re confident that Darktrace is able to evolve with our organisation during this time of uncertainty.”

- – Ali Khan, CISO, Better.com



“The fact that AI Analyst can investigate data and then tell a story about the wider incident is incredible, exactly what my team want to have at their fingertips.”

- – Gabe Cortina, CTO, Bunim/Murray



“Darktrace is the single most valuable security tool my team uses today.”

- – Jason Barr, CISO, Aptean



“Darktrace gives our team complete real-time coverage across our SaaS applications and cloud.”

- – Michael Sherwood, CIO, City of Las Vegas



“When Antigena Email caught a spear phishing campaign that the Leader in the Magic Quadrant missed, we were convinced. The trial was over.”

- - CIO, Numeris



'With the phishing emails that are coming in, having an artificial intelligence engine to provide a defensive umbrella was huge for us.'

- - Irving Bruckstein, CIO, Salve Regina



“Cyber AI can detect cyber-threats before damage is done – whether they arise from an employee or from the industrial systems on our production floor. You need AI in place to quickly identify and respond to threats – you truly can’t put a dollar value on Darktrace.”

- - Qadir Nawaz, Director of Infrastructure and Technical Services, King’s Hawaiian



"Antigena can autonomously and precisely contain in-progress attacks far quicker than our human team can, and ensures our operations stay on track. Darktrace is fundamentally transforming how we defend our systems."

- – Shane Silcox, Information Systems Manager, Layton Construction

Selected Customers



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Selected Awards

