

TEAMT5 RECEIVES THE 2023 COMPANY OF THE YEAR AWARD

*Identified as best in class in the Taiwanese
threat intelligence industry*

Best Practices Criteria for World-Class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each award category before determining the final award recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. TeamT5 excels in many of the criteria in the Taiwanese threat intelligence space.

AWARD CRITERIA	
<i>Visionary Innovation & Performance</i>	<i>Customer Impact</i>
Addressing Unmet Needs	Price/Performance Value
Visionary Scenarios Through Mega Trends	Customer Purchase Experience
Implementation of Best Practices	Customer Ownership Experience
Leadership Focus	Customer Service Experience
Financial Performance	Brand Equity

Leadership Focus: Providing comprehensive threat analysis and valuable insights to enhance better external visibility

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Director**

ThreatVision is TeamT5’s threat intelligence platform that provides alerts, technical data, and analysis to support organizations as they strengthen their cybersecurity posture.

The solution enables automatic threat analysis, which enables swift identification of potential threats and immediate action to mitigate them. Additionally, ThreatVision facilitates the download of threat indicators and provides reports online, ensuring easy access to critical information. With intelligence association and

analysis capabilities, ThreatVision offers valuable insights into the latest cybersecurity threats and trends. This powerful tool empowers organizations to stay ahead of the rapidly evolving threat landscape and effectively safeguard their critical assets.

Leadership Focus: TeamT5's experienced threat intelligence analysts specialize in malware research and APT investigations, providing leading real-world expertise from this sensitive region

TeamT5 is staffed by a skilled incident response team that possesses a solid technical background and frontline expertise. These dedicated professionals conduct thorough investigations and provide effective responses to real-world cyberattacks. They meticulously analyze intruder attacks, assess the impact and technical causes of incidents, and offer practical solutions or workarounds to aid clients in recovery and remediation.

In fact, the team specializes in cyberespionage occurring in Asia-Pacific, which positions them to leverage their language skills and cultural understanding to gain specific insights. TeamT5 analysts are recognized experts in their field and are frequently invited to speak at renowned security conferences worldwide, such as Black Hat, Code Blue/AV Tokyo, Troopers, Hack In The Box, and FIRST. Their contributions to such conferences showcase a deep knowledge and thought leadership in the realm of cybersecurity.

Due to Taiwan's location in East Asia, it must continually deal with cybercriminal networks from neighboring countries such as North Korea and China as well as South Asia. Due to the current state of geopolitical tension and cybercriminal activities, this regional expertise is vital to best support users. The team's practical experience has made them regional experts in threat tactics, techniques, and procedures, which is highly sought after by clients looking to gather the best threat intelligence from multiple sources to defend their organization.

Customer Ownership Experience: ThreatVision enables different customer usage journeys

TeamT5 has adopted a unique approach to solution ownership by designing ThreatVision to suit different customer usage journeys.

Top-down approach

Among organizations that prefer a top-down approach, the CISO first assesses threat intelligence summary reports before making requests to analysts, security operations center (SOC) teams, and IT teams for further investigation. Verified high-risk threats are then escalated to the CEO and senior management teams through the CISO.

Bottom-up approach

In contrast, other organizations may prefer a bottom-up approach, with the IT, analyst, and SOC teams making the first round of assessments based on threat hunting tools, indicators of compromise (IOC), and intelligence reports. Insights and investigation summaries are then escalated to the CISO for their concurrence before taking further reports to the CEO and senior management teams.

TeamT5 has specifically designed its tools and reports to enable both approaches, which greatly enhances the customer ownership experience by meeting customers where they are.

Implementation of Best Practices: Threat intelligence expertise enables an extended cybersecurity defense platform and managed detection and response (MDR) services to provide tailored solutions that meet specific customer needs.

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TeamT5’s threat intelligence expertise also supports its other solutions, such as ransomware and MDR service. ThreatSonar Anti-Ransomware is the company’s cutting-edge solution for combating ransomware attacks by accurately predicting threats, defending against them effectively, immediately detecting and blocking attacks, and providing actionable threat intelligence. With the power of AI, ThreatSonar Anti-Ransomware offers comprehensive ransomware protection, equipping organizations with the necessary tools to proactively safeguard their critical data. TeamT5 also provides MDR services to clients that need specific and ongoing managed services.

Brand Equity: TeamT5 is well-known for its threat intelligence expertise and works with multiple sectors and geographies

TeamT5 is the leading threat intelligence provider in Taiwan and caters to a wide range of industries, from public sector government and law enforcement to private sector organizations and service providers. These include government agencies, investigation agencies, financial institutions, telecom operators, high-tech enterprises, electronic manufacturing service companies, and managed security service providers (MSSPs). In serving customers from various industries, the vendor is dedicated to understanding the specific challenges and threats each sector experiences, which it uses to support its broader client base and enrich the threat intelligence platform.

As mentioned, one of TeamT5’s competitive differentiators is analyzing and addressing cyberthreats specific to the Asia-Pacific region. Through in-depth analysis, it provides comprehensive reports that shed light on emerging threats and their implications.

Financial Performance: TeamT5 is one of the largest and most comprehensive threat intelligence vendors in Taiwan

Based on Frost & Sullivan’s assessment, TeamT5 is one of the largest threat intelligence vendors in Taiwan, serving a stable base on local and international customers. The vendor has a wide set of customers domestically in Taiwan, where it is based, as well as around the world. Due to its successful market expansion strategy, many of its customers are from outside Taiwan, reflecting well on its overseas market penetration. Whereas most of its competitors are global cybersecurity vendors that provide threat intelligence as one of many solutions in their portfolios, TeamT5 stands out for successfully creating a focused team of experts that offer both regional coverage and global depth of experience to meet customer needs.

Conclusion

Threat intelligence is essential for organizations to proactively detect, respond to, and defend against cyberthreats. It provides a range of benefits that strengthen cybersecurity defenses and mitigate risks in today's ever-changing threat landscape.

TeamT5 has succeeded as a leader in Taiwan's threat intelligence market on the strength of four outstanding characteristics:

- Strong team of threat experts conducting analysis, response, and enriched threat intelligence for all users
- Particular expertise in the region's sensitive countries and their cybercriminal activities
- Extensive domestic customers across government, law enforcement, private organizations, and service providers
- Successful market expansion with a majority of customers now outside of its home base

With its strong overall performance, TeamT5 earns Frost & Sullivan's 2023 Taiwanese Company of the Year Award in the threat intelligence industry.

What You Need to Know about the Company of the Year Recognition

Frost & Sullivan's Company of the Year Award is its top honor and recognizes the market participant that exemplifies visionary innovation, market-leading performance, and unmatched customer care.

Best Practices Award Analysis

For the Company of the Year Award, Frost & Sullivan analysts independently evaluated the criteria listed below.

Visionary Innovation & Performance

Addressing Unmet Needs: Customers' unmet or under-served needs are unearthed and addressed by a robust solution development process

Visionary Scenarios Through Mega Trends:

Long-range, macro-level scenarios are incorporated into the innovation strategy through the use of Mega Trends, thereby enabling first-to-market solutions and new growth opportunities

Leadership Focus: Company focuses on building a leadership position in core markets and on creating stiff barriers to entry for new competitors

Best Practices Implementation: Best-in-class implementation is characterized by processes, tools, or activities that generate a consistent and repeatable level of success

Financial Performance: Strong overall business performance is achieved in terms of revenue, revenue growth, operating margin, and other key financial metrics

Customer Impact

Price/Performance Value: Products or services provide the best value for the price compared to similar market offerings

Customer Purchase Experience: Quality of the purchase experience assures customers that they are buying the optimal solution for addressing their unique needs and constraints

Customer Ownership Experience: Customers proudly own the company's product or service and have a positive experience throughout the life of the product or service

Customer Service Experience: Customer service is accessible, fast, stress-free, and high quality

Brand Equity: Customers perceive the brand positively and exhibit high brand loyalty

About Frost & Sullivan

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The Growth Pipeline Engine™

Frost & Sullivan’s proprietary model to systematically create ongoing growth opportunities and strategies for our clients is fuelled by the Innovation Generator™.

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Key Impacts:

- **Growth Pipeline:** Continuous Flow of Growth Opportunities
- **Growth Strategies:** Proven Best Practices
- **Innovation Culture:** Optimized Customer Experience
- **ROI & Margin:** Implementation Excellence
- **Transformational Growth:** Industry Leadership



The Innovation Generator™

Our 6 analytical perspectives are crucial in capturing the broadest range of innovative growth opportunities, most of which occur at the points of these perspectives.

Analytical Perspectives:

- **Mega Trend (MT)**
- **Business Model (BM)**
- **Technology (TE)**
- **Industries (IN)**
- **Customer (CU)**
- **Geographies (GE)**

