



Buzzwords

- Compliance
- Security
- Integration
- Transformation
- File Sharing
- Privacy
- Encryption
- Data Integrity
- Digital Experience

What Is Progress MOVEit?

For organizations that rely on managed file transfer (MFT), Progress® MOVEit® is a leading MFT solution in the Cloud, on-premises or as-a-service. MOVEit is easy to deploy, maintain and scale, offering encryption for data at rest and in transit and visibility over file transfer activity, without the need for expensive customization.

MOVEit Products

MOVEit Transfer

A Windows Server application for encrypting your sensitive files at rest and in transit, while providing an auditable activity log for greater control and visibility over file transfer activities. MOVEit Transfer can be deployed on-premises or in the Azure Cloud where it's managed by you.

MOVEit Cloud

A version of MOVEit Transfer hosted by Progress in the Azure Cloud and provided to you as-a-service.

MOVEit Automation

An application for automating tasks and complex workflows. It can be used with MOVEit Transfer, MOVEit Cloud, SFTP and a wide array of endpoints, including AWS S3, Azure Blobs and more—all without the need for programming.

Value Proposition

- 1) **Drive efficiency and productivity** by enabling teams of any size with programming-free automation of multi-step, logic-based workflows.
- 2) **Better address regulatory compliance** through the easy implementation of security controls and audit trail establishment.
- 3) **Reduce human error by automating tasks** and workflows without scripting.

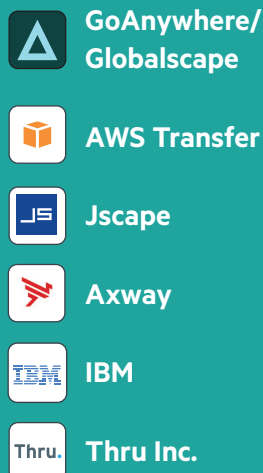
Top Business Benefits

- Increased operational control and visibility over environment, including networking and security.
- Improved customer confidence in data security, integrity and confidentiality.
- Reduced exposure to legal liability related to data management practices.
- Auditable management of secure file transfers.
- Security capabilities built in at every layer, ingress and egress to and from the internal environment.

G2 Grid® for Managed File Transfer (MFT)

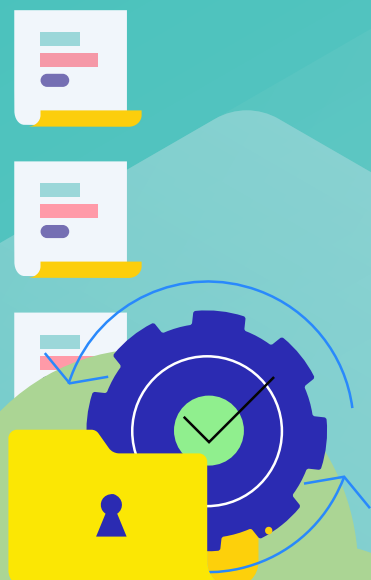


Top Competitors



Demand Types

- Current MFT users looking for better supported/more affordable alternatives
- New awareness of security gap
- Response to a cybersecurity incident
- Desire for improved operational efficiency/scalability



Discovery Questions

- How do you keep track of your file transfer activities now?
- Do you need help securing the transfer of PII with customers, providers, insurers or vendor partners?
- Which cloud services does your company already use on a regular basis?
- Have you thought about how you would recover from a security breach?
- Have you ever had to deal with an internal or external audit of your file transfers?
- Do you currently have a managed file transfer software solution?

Who Buys It and Why?

BUYING GROUPS

Enterprise, Mid-market, SMB

Healthcare, BFSI, Government, Manufacturing

Compliance-sensitive organizations

Organizations recovering from a cyber attack

Organizations requiring significant improvements in operational efficiency and/or scalability

Organizations where file security is related to a core business process or requirement that is foundational to the organization

BUYING SCENARIOS

- Cybersecurity event as catalyst for improving file and infrastructure security
- Non-negotiable requirement to help meet new and/or existing cybersecurity standards governing file security, information security and/or protection of PII/PHI

NEEDS

- Free up IT and development resources to focus on core organizational functions
- Better secure files at rest and in transit with industry-leading cryptography
- Standardize on a single MFT solution
- Manage and automate complex workflows without the need for programming
- Gain visibility over file transfer activities
- Reduce the burden on IT
- Facilitate compliance with essential cybersecurity standards
- Make it simple to track and audit file transfer activity
- Integrate with common storage options
- Help put enhanced security and compliance standards in place

BUYING PROCESS

- Evaluation + decision averages ~ 30–90 days for presale process (most deals)
- Larger deals can take > 1 year
- Decision is made in a committee or consensus depending on org size
- Need is often identified by CISO, Compliance Officer or VP of IT
- High engagement by IT Team during evaluation – champion, influencer or both
- Demo, followed by up to 30-day trial
- Process involves supporting functions (ops, procurement, etc.)

MESSAGING STRATEGY

- Leading managed file transfer solution
- Cloud, on-premises or hybrid: MFT your way
- Easy to deploy, maintain and scale

Competitive Positioning

- MOVEit has world class capabilities and features.
- MOVEit is a modern, reliable platform suitable for a broad range of use cases.
- MOVEit helps organizations meet compliance standards.
- Progress is a better long-term partner based on our commitment to be an industry leader, continuously investing in complementary solutions.