

# FAQ

## Why did Netwrix acquire CoSoSys?

CoSoSys is an endpoint data loss prevention software vendor that provides deep visibility into employee workstations and laptops to protect data from accidental loss, unauthorized sharing, and malicious exfiltration. The company's flagship product Endpoint Protector uses content inspection, contextual scanning, and granular USB and peripheral control to identify and secure at-risk data, both in motion and at rest, on all user endpoints regardless of location. This addition expands Netwrix's capabilities related to the Identify and Protect functions of the NIST framework and enables organizations to:

- Gain deep insight into how sensitive data is being shared, stored and processed from a single console.
- Discover and protect critical and sensitive data equally across all Windows, macOS and Linux endpoints without sacrificing employee productivity.
- Control sensitive data movement to and from endpoint peripherals, such as USB drives and Bluetooth-connected printers.
- Reduce their attack surface to avoid the operational disruption, financial loss and reputational damage that results from data leakage on endpoints.

## Will there be any organizational changes?

While there will be some initial high-level changes to the CoSoSys organizational structure to align with Netwrix, the CoSoSys business will continue to operate as a cohesive unit within Netwrix. CoSoSys CEO, Kevin Gallagher, will continue to manage CoSoSys and work with the Netwrix executive management team to fully integrate CoSoSys into the broader Netwrix business over the coming months.

## What will happen to company and product brands?

In the near term, both companies will continue to operate as separate, standalone brands with the exception that CoSoSys will be known as "CoSoSys, now part of Netwrix." The CoSoSys product brand will remain Endpoint Protector. Beyond that, the combined leadership teams will determine the long-term business brand, vision, and strategy. This information will be communicated in a transparent and timely manner.

## What are the financial details of the merger?

Financial details of the merger are not being disclosed.

## Will Netwrix customers be notified about the acquisition?

Yes, customers and partners of both Netwrix and CoSoSys will be notified via email after the public announcement on **February 1, 2024**. Additionally, both [www.netwrix.com](http://www.netwrix.com) and [www.endpointprotector.com](http://www.endpointprotector.com) will be updated with a news flash announcement with links to the press release.

## How will the acquisition affect Netwrix's partners?

Partners and the channel are critical to our success and the success of our customers. Netwrix and CoSoSys will continue to focus on our joint commitment to the channel going forward.

## How do I register deals with the combined company?

If you are working with both Netwrix and CoSoSys, please register deals for their respective products exactly like you did before. If you are interested in learning more about selling CoSoSys products, please stay tuned for further updates.

## What if I am a Netwrix partner but not a CoSoSys partner?

Once CoSoSys fully integrates into Netwrix's Salesforce, you won't need to sign any addendums to resell CoSoSys products - the agreement you already have with Netwrix will be enough. Until then you will need to have a signed affiliate addendum with CoSoSys supplementing your agreement with Netwrix. Please reach out to your Netwrix channel account executive if you wish to sign the addendum and the rest will be arranged by personnel from Netwrix and CoSoSys.

## What are the benefits to CoSoSys customers?

The Netwrix product portfolio offers complementary security and compliance solutions which will help customers to identify and detect data security risk, as well as protect, respond and recover from cybersecurity attacks. This combination presents an opportunity for strategic vendor consolidation, simplifying the procurement process for related and integrated security and compliance products.

## What are the benefits to Netwrix customers?

Netwrix customers will benefit from Endpoint Protector's ability to protect sensitive data from unauthorized sharing and loss with full functional parity across Windows, macOS and Linux endpoints. From a single administrative console, they will be able to see how their business-critical data is being shared, stored and processed so that they will be able to reduce their attack surface and avoid any damage that results from data leakage.

Additionally, Netwrix customers can extend sensitive data discovery already available from Netwrix for data in on-premises servers and cloud repositories to user workstations and laptops across all Windows, macOS and Linux endpoints.

## How will the acquisition impact partner support?

Our commitment to supporting our partners does not change. Netwrix partners will continue to receive the high-quality support they receive today through the resources they currently use.

## Who should I call if I have a sales or support question?

You should continue to use the same Netwrix contacts that you have used previously. We will notify you if the contact details change.

## Who should I contact if I have further questions?

For additional information, please contact your account representative.