



# Jean-Pierre Coury

***ENEA***

# Embedded Security

*CAPITAL MARKETS DAY*

*JEAN-PIERRE COURY, SVP HEAD OF  
EMBEDDED SECURITY BUSINESS GROUP*

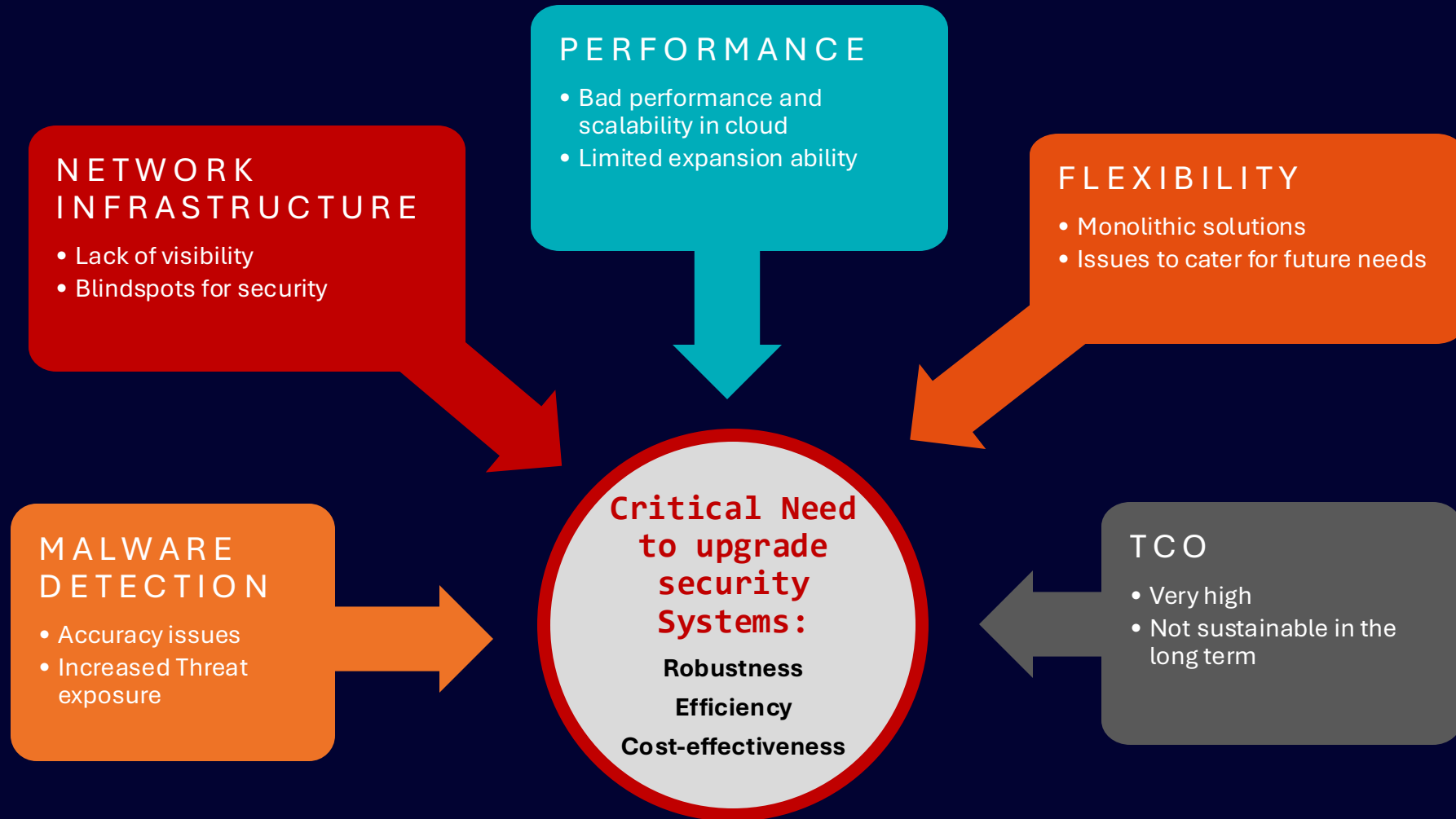
# Which Markets We Serve



Cybersecurity Vendors  
& Large Enterprises

# Project with one of the "Magnificent 7"

THE DRIVERS BEHIND THE PROJECT



# Why we are Winning!

THE SECRET BEHIND OUR SUCCESS

## IMPROVED VISIBILITY

Better coverage, precision and insight into remote areas in network.

## ENHANCED FUNCTIONALITY

Deep Packet Inspection & Threat Detection in a single solution.

## OPTIMAL FLEXIBILITY

Adapted for future requirements



## STRONG CUSTOMER SUPPORT

Excellent feedback & interactions during POCs.

## LOWER TCO

Reduced TCO thanks to mutauaized and optimized solutions.

## VALUED PARTNERSHIP

ENE A is seen as a world leader in embedded DPI and Threat detection and that very reassuring.

# Key Competition

EMBEDDED SECURITY



*in-house DPI & Threat  
Detection solutions*

**ENECA**

# <Customer Case Zscaler >

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# ENEA's Embedded Security key Differentiators



## SPECIALIZED IN DPI & THREAT DETECTION

ENEA seen as an extension of customer's R&D



## BROADEST SIGNATURE BASE

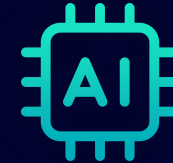
4500+ Applications  
5400+ metadata



## THREAT DETECTION SDK

Developed in collaboration with OISF (Suricata IDS)

Tightest integration with best performance available today



## SOLID AI STRATEGY

To counter rising encryption such as TLS 1.3 ECH

Also for security purposes such as detection of DGA used by malware & boost threat detection capabilities



## CUSTOMER DRIVEN & PROACTIVE ROADMAP

Multiple areas of focus:  
Gen AI  
OT/IIoT  
Cloud SaaS  
VPNs  
Instant Messengers,  
Video & Audio Streaming  
Etc.



# ***ENEAA***

Don't be Surprised.  
Be Ready.

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