FROST & SULLIVAN

2024 COMPANY OF THE YEAR

IN THE TAIWANESE THREAT INTELLIGENCE INDUSTRY

FROST & SULLIVAN

2024 BEST PRACTICES AWARD

TEAMT5
Persistent Cyber Threat Hunters

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 threat intelligence space.

AWARD CRITERIA	
Visionary Innovation & Performance	*Customer Impact*
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

Organizations worldwide contend with major threats from a wide array of bad actors. While threat intelligence solution providers aim to gather, contextualize, and analyze these threats to protect their clients, many solution providers lack the ability to monitor regional adversaries and incidents deeply and effectively. Furthermore, language barriers and cultural differences make understanding regional threat landscapes even more difficult. Organizations' in-house security teams have many tools to consider, and the cost to increase the number of tools can be prohibitive, in terms of time and monetary investment. For analysts to be the most effective, they need customized tools that save them time.

Established in 2017, Taiwan-based TeamT5 leverages security skills in-country to provide clients with cyber threat intelligence reports and anti-ransomware solutions. The insights gathered by TeamT5 are especially important for regional organizations that are often targeted with advanced persistent threats (APTs) and malware by near neighbors. With offices in Taiwan and Japan, TeamT5 provides in-depth localized threat intelligence, especially for organizations targeted by Chinese adversaries.

Filling the Gap for Native and Localized Threat Intelligence

Many global threat intelligence solution providers cannot grasp the nuance of Chinese adversaries' communication. Codes and communication disguised based on language and culture can slip under the radar of non-native analysts. TeamT5, with its native Chinese-speaking analysts, can effectively understand the threat landscape and provide insights localized for countries and companies that face these threats daily. This ability is especially important in TeamT5's home country of Taiwan, where attacks

originating in China are the most common occurrence. TeamT5 regularly updates clients on 40 identified Chinese adversaries, as well as North Korean, Vietnamese, and other adversaries in the region. This proactive approach to localized threat intel makes TeamT5 especially attractive for organizations, such as those in Taiwan, that are targeted by regional actors.

Flexibility Creates User Value

With too many tools, in-house security analysts can feel overwhelmed by alerts and information to consider. TeamT5's ThreatVision integrates with other solutions, such as ThreatQuotient's ThreatQ, with an application programming interface (API) to enable organizations to customize how the solution is integrated into their workflows. This flexibility enables organizations to use ThreatVision to support their efficient workflows.

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>
> ***-Georgia Edell, Consultant***

Moreover, TeamT5 provides features that companies require, such as a clear and intuitive information layout on the dashboard and comprehensive reports at various intervals, in addition to adding small touches that enhance the user experience, such as unique badge icons designed for each adversary group.

IT and security teams continually seek more information that is customized to their industry. The ThreatVision dashboard provides localized intelligence for 10 regions, 8 industries, and 9 countries. TeamT5 is actively adding localized dashboards, with the latest additional geographies being Thailand, Singapore, India, Mongolia, and Australia and the latest additional industries being media, healthcare, gambling, and military. Plans for additional countries and industries indicate the company's commitment to serving customers' needs based on feedback.

Additionally, TeamT5 recognizes that analysts are always strapped for time and that even though the most frequent reports are easily digestible, the ThreatVision platform can cater to those with the most limited time. For those that do not have time to read all the reports, TeamT5 provides indictors of compromise (IoC) for download that are directly related to each report; therefore, users can export and integrate the IoC with their security information and event management (SIEM), firewall, or other relevant tool, even if they do not have time to examine the reports thoroughly. This flexibility and understanding of varying customer needs make TeamT5 an exceptional partner for threat intelligence.

Exceptional Service to Support Client Needs

Security analysts want information as quickly as possible about incidents and attacks but require in-depth analysis for certain queries to contextualize and understand the impact for their organization. TeamT5 has multiple types of reports to provide the most relevant information at the right time for customers. APT reports arrive twice a week, monthly, and quarterly with the most up-to-date news on adversaries. The Cyber Affairs Report provides bi-weekly updates on Chinese affairs, while 2 other bi-weekly reports offer updates on patch management and vulnerabilities.

Beyond receiving extensive and localized reports and dashboards, customers can obtain even more information through automatic analysis and assistance hours. TeamT5's ThreatVision uses a credit system for requesting more information. Users can upload samples to check for malicious content and request additional details in exchange for automatic analysis points, while further information can be obtained using assistance hours. This system allows organizations to manage their expenditures based on their resources and the depth of analysis required.

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TeamT5 recognizes customers' current and future requirements. While some reports are already available in Japanese and Chinese, the company is working on adding more Japanese-language content based on client feedback. Expanding language capabilities, however, does not detract from the company's focus, which is providing Chinese threat intelligence for a global audience.

Conclusion

TeamT5 excels in its ability to provide regular updates on regional adversaries, especially from China, which is the largest threat source for Taiwan. Users can be highly flexible in how they integrate and utilize the service, mitigating unnecessary spending while receiving the most useful insights for analysts. By continually innovating and considering customer feedback, TeamT5 is an attractive partner for many organizations.

With its strong overall performance, TeamT5 earns Frost & Sullivan's 2024 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

Frost & Sullivan is the Growth Pipeline Company™. We power our clients to a future shaped by growth. Our Growth Pipeline as a Service™ provides the CEO and the CEO's growth team with a continuous and rigorous platform of growth opportunities, ensuring long-term success. To achieve positive outcomes, our team leverages over 60 years of experience, coaching organizations of all types and sizes across 6 continents with our proven best practices. To power your Growth Pipeline future, visit Frost & Sullivan at http://www.frost.com.

The Growth Pipeline Engine™

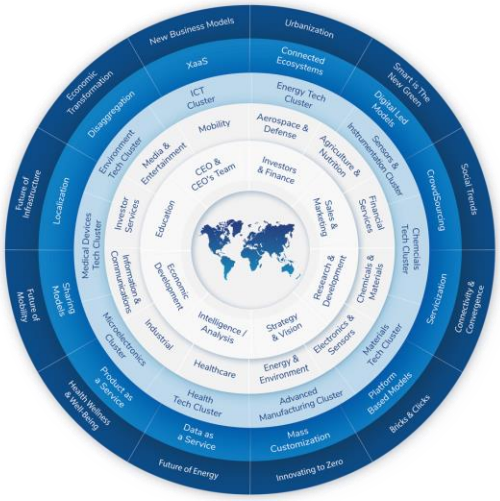
Frost & Sullivan's proprietary model to systematically create ongoing growth opportunities and strategies for our clients is fuelled by the Innovation Generator™.
Learn more.

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)