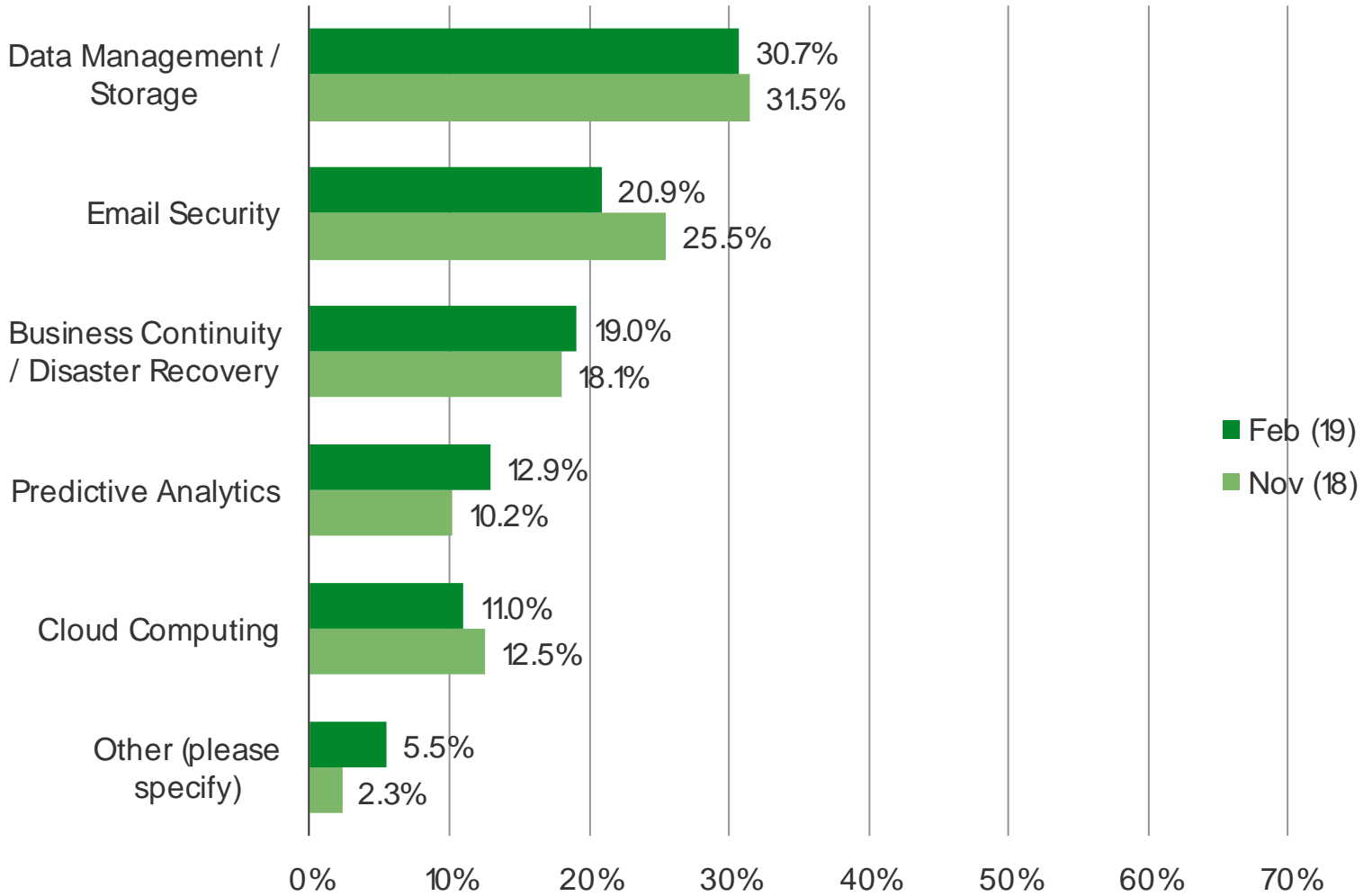


SECURITY SOFTWARE

WHICH OF THE FOLLOWING WOULD YOU SAY HAS BEEN YOUR TOP PRIORITY FOR 2018?

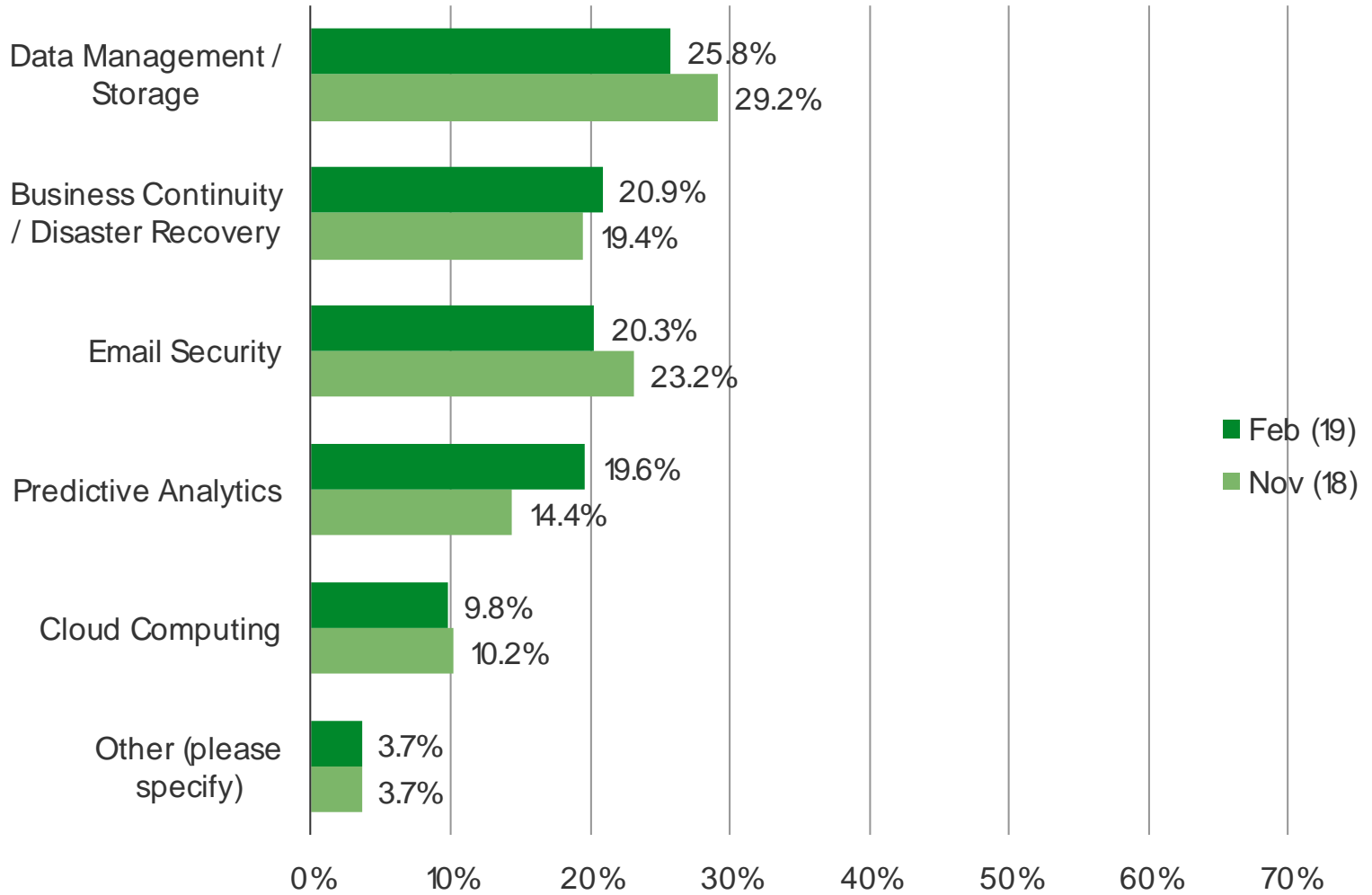
Posed to respondents who have visibility into software purchase decisions



*n = 163

WHAT DO YOU EXPECT TO BE YOUR TOP PRIORITY IN 2019?

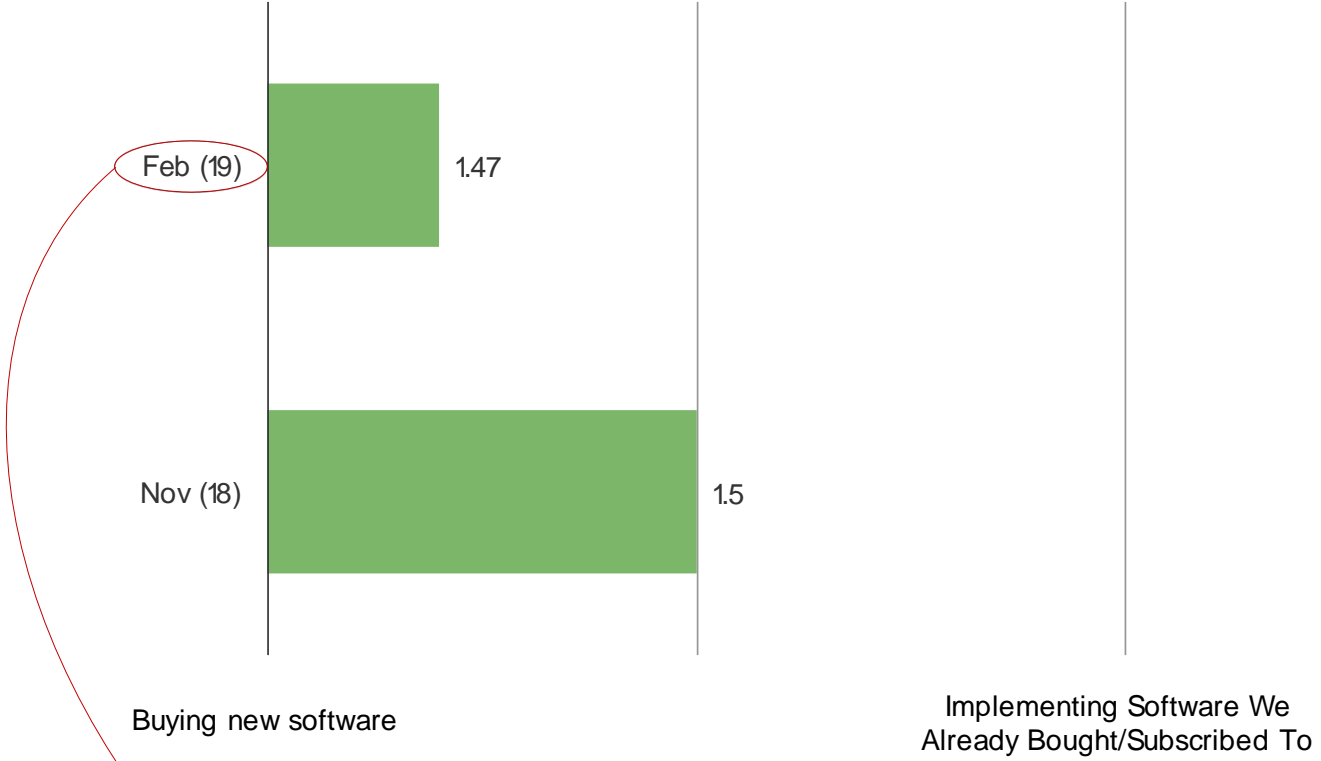
Posed to respondents who have visibility into software purchase decisions



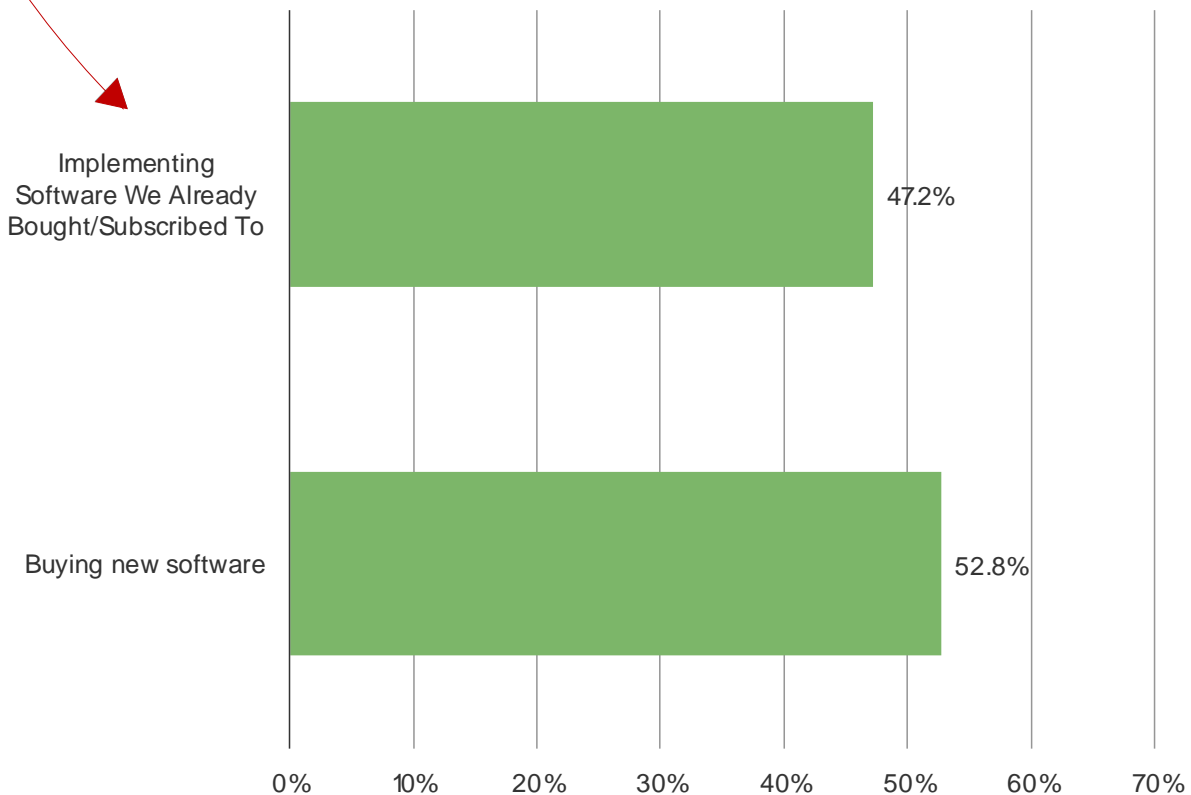
*n = 163

WHAT WOULD YOU SAY YOU ARE MORE FOCUSED ON RIGHT NOW?

Posed to respondents who have visibility into software purchase decisions

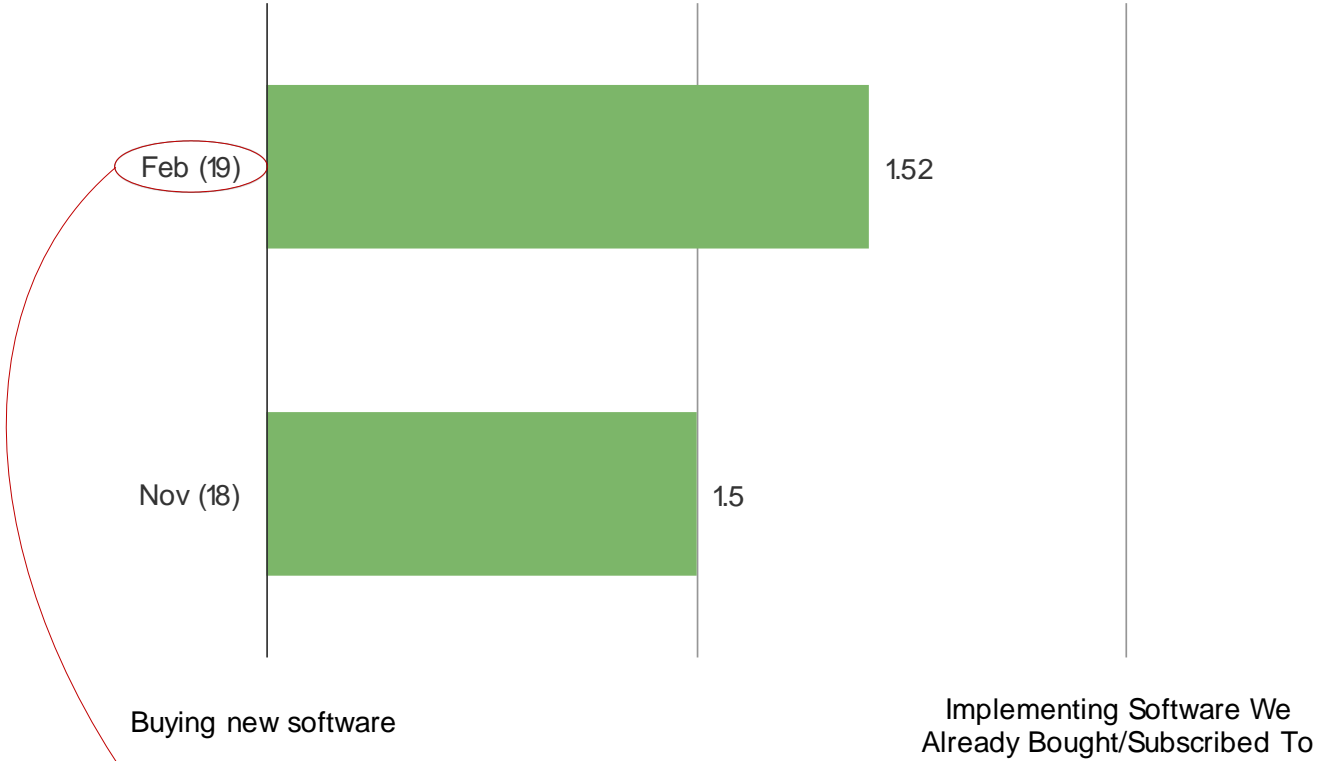


*n = 163

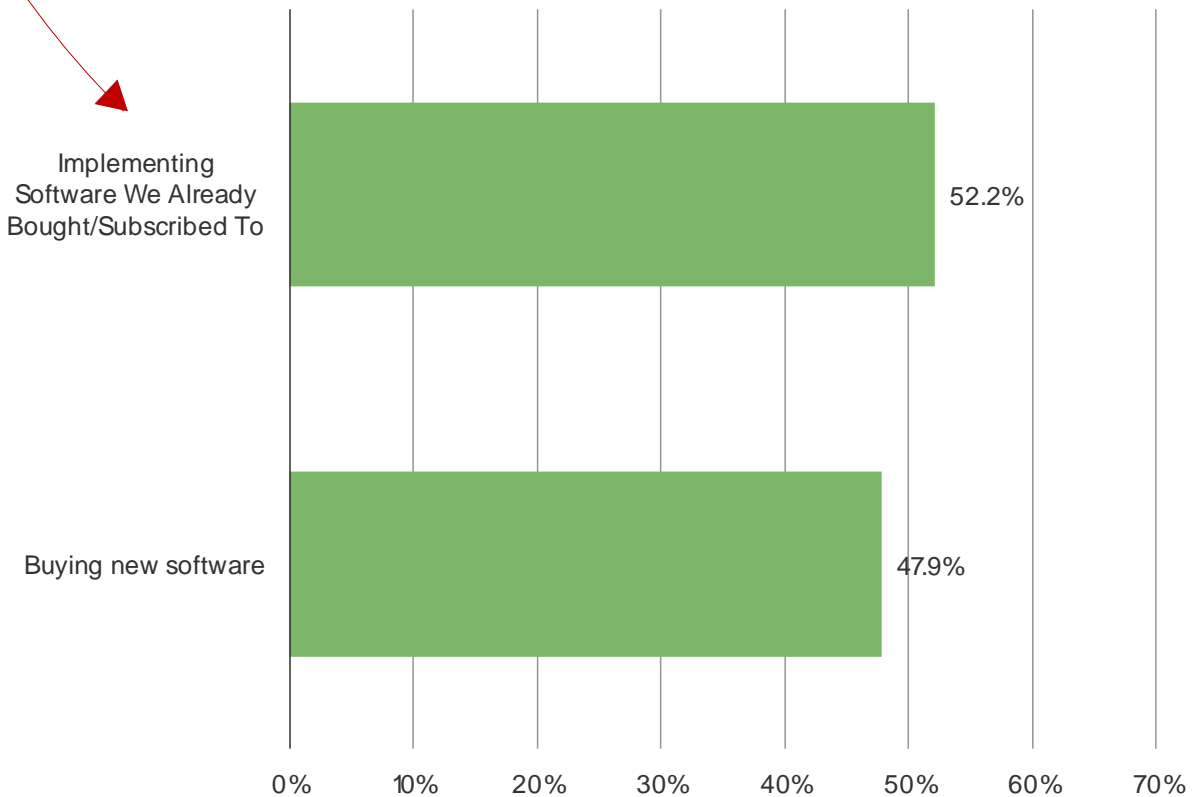


IF WE ASKED YOU THIS QUESTION A YEAR AGO, WHICH WOULD YOU HAVE SAID YOU WERE MORE FOCUSED ON AT THE TIME?

Posed to respondents who have visibility into software purchase decisions

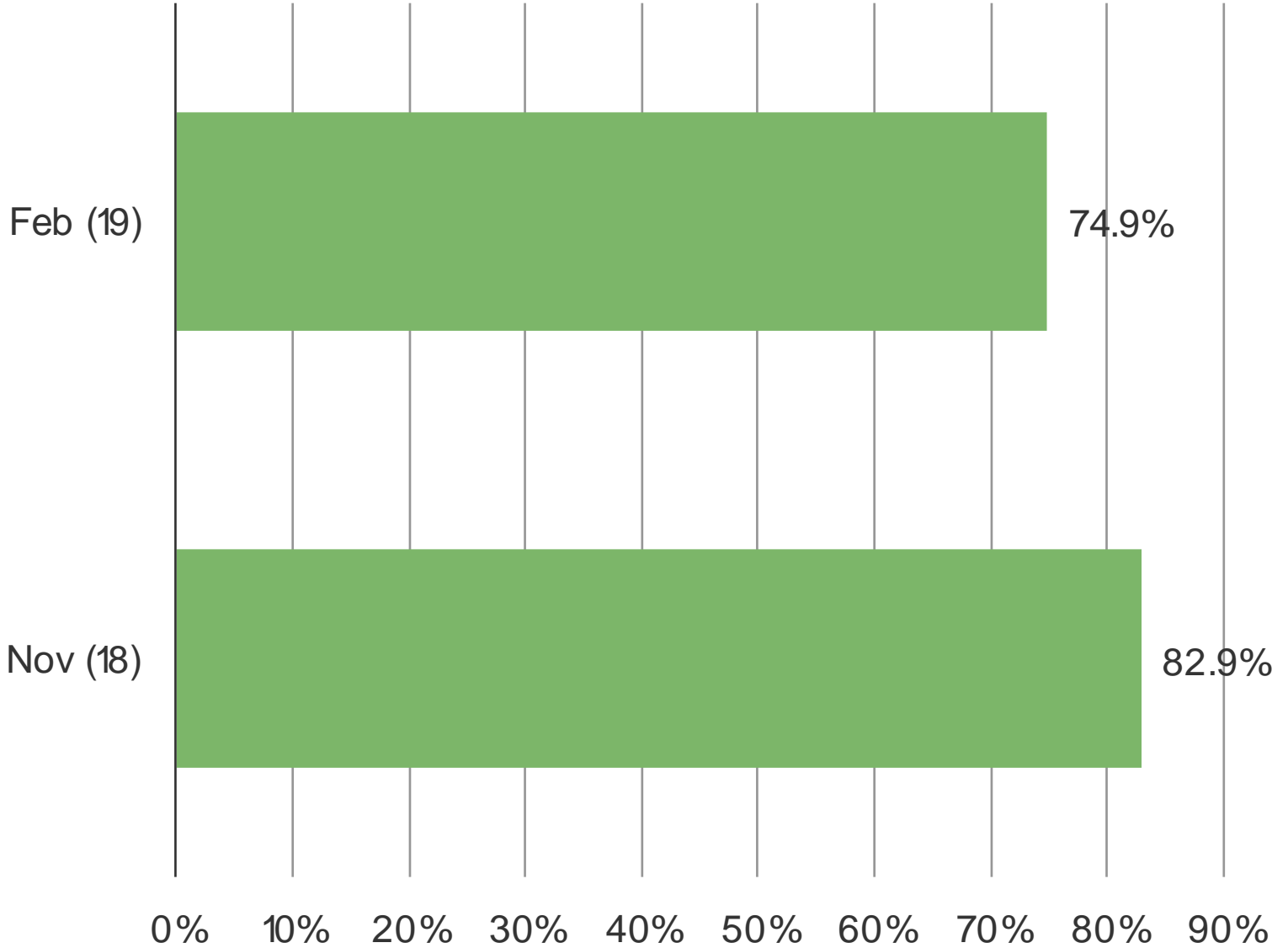


*n = 163



DOES YOUR COMPANY CURRENTLY USE EMAIL SECURITY/MANAGEMENT SOFTWARE APPLICATIONS?

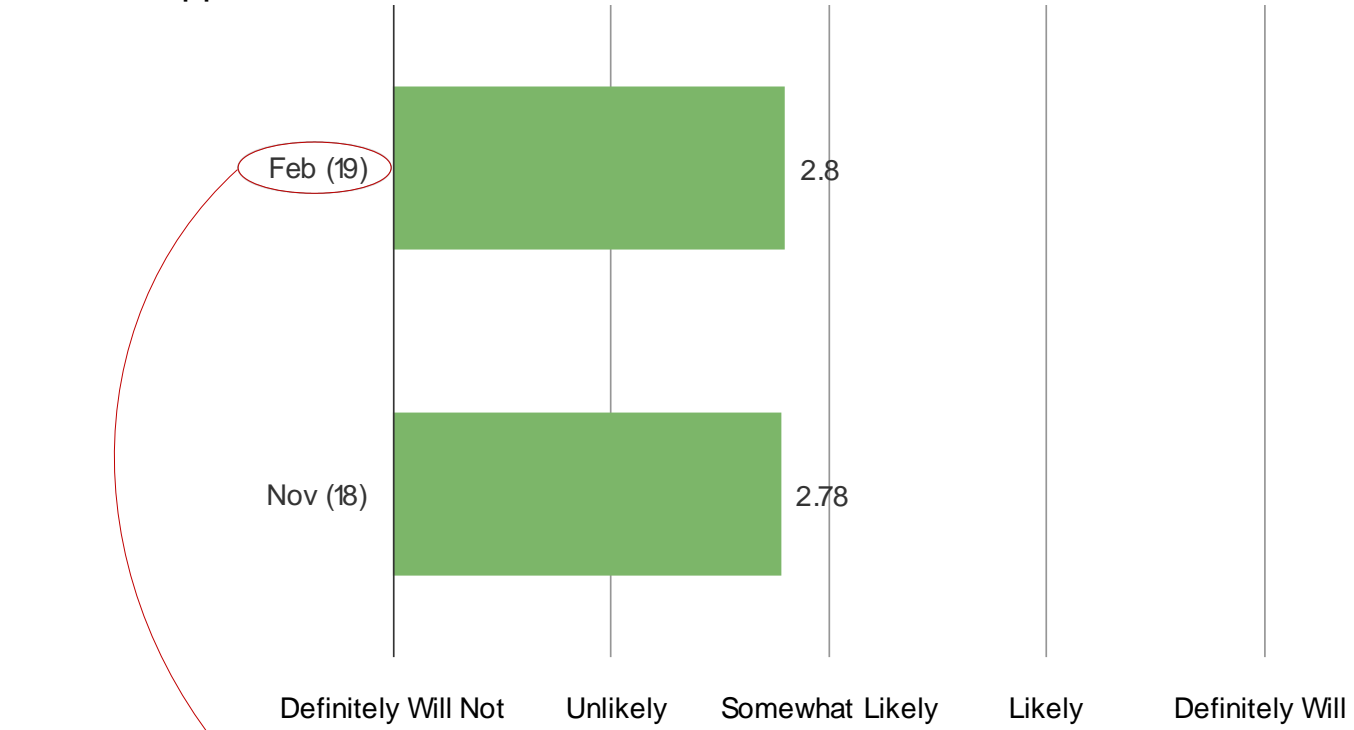
Posed to respondents who have visibility into software purchase decisions



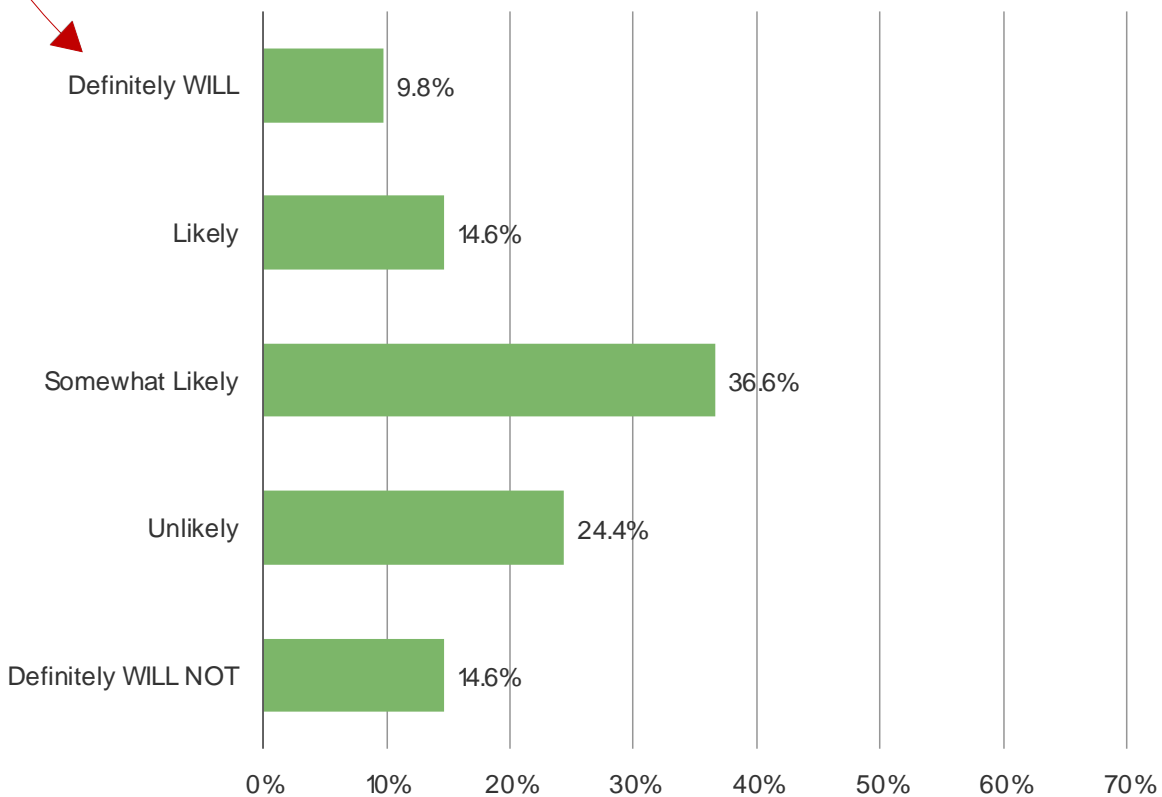
*n = 163

HOW LIKELY ARE YOU TO PAY TO ADD EMAIL SECURITY/MANAGEMENT APPLICATIONS IN THE NEXT YEAR?

Posed to respondents whose company DOES NOT currently use email security/management software applications



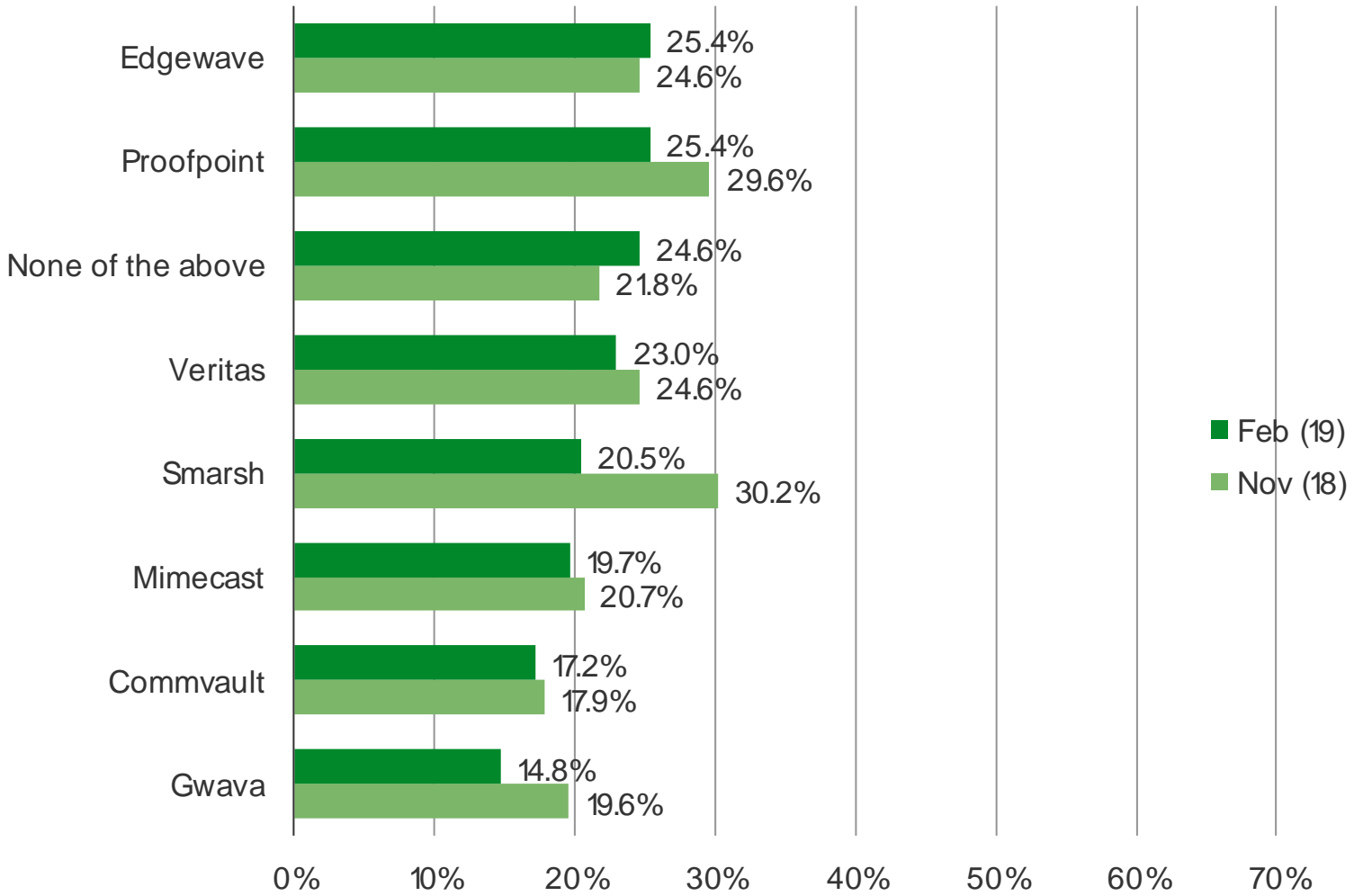
*n = 41



Security Software

DOES YOUR COMPANY CURRENTLY HAVE A CONTRACT/PAYD RELATIONSHIP WITH ANY OF THE FOLLOWING? (SELECT ALL THAT APPLY)

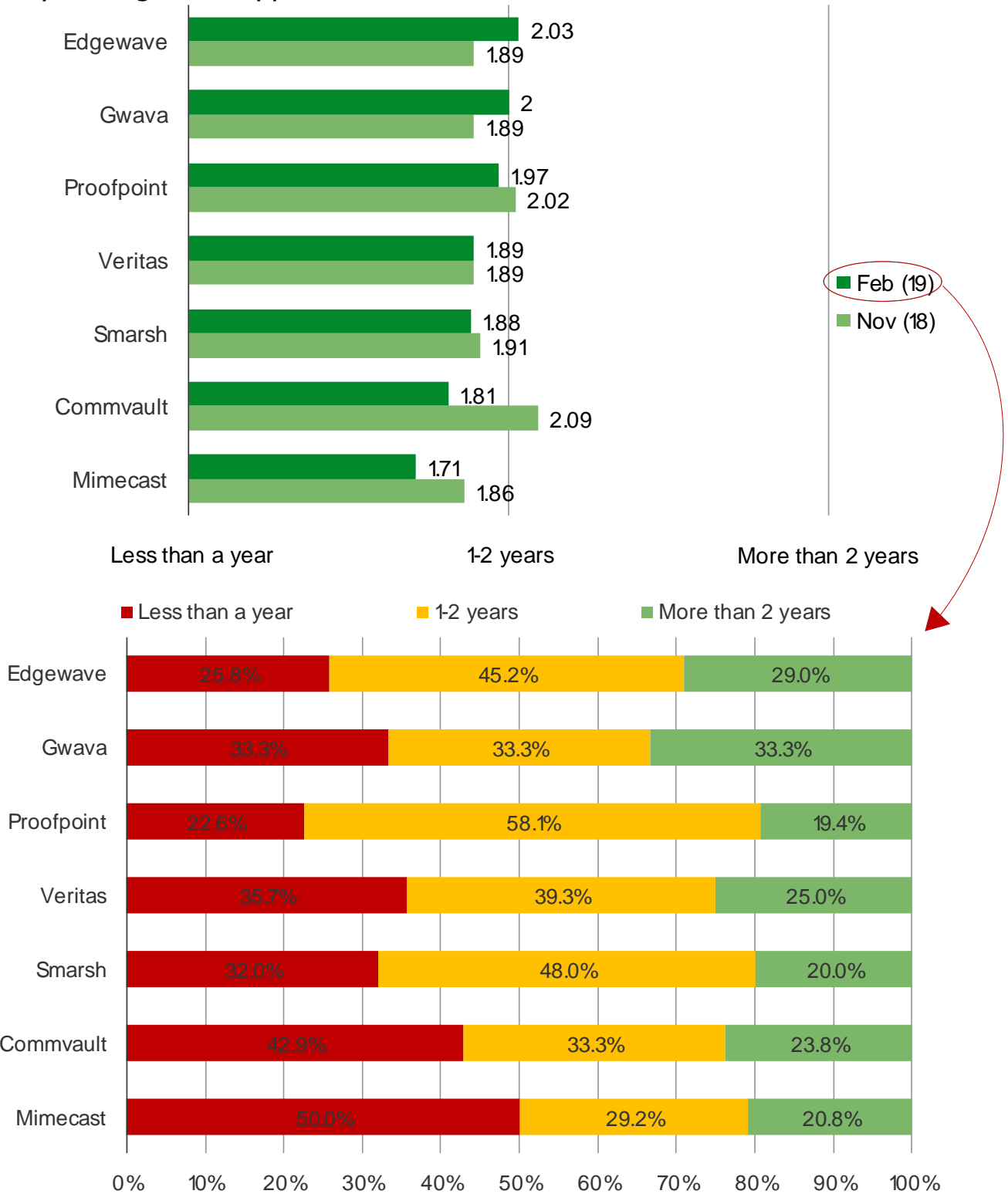
Posed to respondents whose company DOES currently use email security/management software applications



*n = 122

FOR HOW LONG HAVE YOU BEEN USING THIS SOFTWARE?

Posed to respondents whose company has a contract/paid relationship with any of these email security/management applications



WHEN YOU GET TO THE END OF YOUR CONTRACT/SUBSCRIPTION PERIOD, WHAT DO YOU PLAN TO DO?

Posed to respondents whose company has a contract/paid relationship with any of these email security/management applications

