

Carbon Black Endpoint Solutions

CARBON BLACK AND ACQUISITION

- Q.** When did VMware’s acquisition of Carbon Black close?
- A.** On Oct 8, 2019, VMware announced it had completed its acquisition of Carbon Black, a leader in cloud-native endpoint protection. You can read more about the announcement [here](#).
- Q.** Who is Carbon Black and what do they do?
- A.** Carbon Black is a cybersecurity company based in Waltham, Massachusetts. The company offers an endpoint protection platform (EPP) that is designed to detect malicious behavior and to help prevent malicious files from attacking an organization. The company leverages technology known as Predictive Security Cloud (PSC), a big data and analytics cloud platform that analyses customers’ unfiltered data for threats. The company has approximately 100 partners, including IBM and VMware. These partners account for approximately 125 product integrations

WORKSPACE ONE TRUST NETWORK

- Q.** What is the existing (pre-acquisition) integration of Carbon Black in Trust Network?
- A.** VMware’s [Workspace ONE Intelligence](#) can ingest threat data from [Carbon Black’s CB Defense](#) as part of the [Workspace ONE Trust Network](#) integration. Workspace ONE Intelligence can then enable IT admins to create custom dashboards to get a picture of threats and security incidents across the enterprise. Additionally, admins can set up powerful automations to remediate a security situation based on threat data coming from Trust Network partners such as Carbon Black.
- Q.** How does this acquisition change the existing (pre-acquisition) integration of Carbon Black in Trust Network?
- A.** The acquisition does not change the technical integration in any way.
- Q.** How does this acquisition change VMware’s relationship with other security partners in Workspace ONE Trust Network?
- A.** Workspace ONE has strong built-in security capabilities, but we understand that providing the best IT solution with the strongest security takes a village. VMware is committed to Workspace ONE Trust Network and will continue working with

all current partners to provide the best solutions for its customers.

- Q.** What is the nature of product integration between VMware and Carbon Black solutions (post-acquisition)?
- A.** While we have the Trust Network integration between Carbon Black Defense and Workspace ONE Intelligence, broad technical product integration between VMware and Carbon Black solutions are currently under discussion. More information will be shared as they become available

NEW PACKAGES

- Q.** Are there new products or packages being offered post Carbon Black acquisition?
- A.** Starting December, the following packages will be made available to both VMware and Carbon Black sellers.

New Packages	Editions	Capabilities
VMware Carbon Black Cloud (CBC) Endpoint	VMware CBC Endpoint Standard	CB Defense (NGAV + Behavioral EDR)
	VMware CBC Endpoint Advanced	Standard + LiveOps (Audit and Remediation)
	VMware CBC Endpoint Enterprise	Advanced + ThreatHunter (Enterprise EDR)
VMware Workspace Security	Add-on for Workspace ONE Advanced	Bundle: Workspace ONE Intelligence + CBC Endpoint Advanced Add-on for Workspace ONE Advanced ONLY

VMware Carbon Black Cloud Endpoint packages (Standard, Advanced and Enterprise) and VMware Workspace Security will be only applicable to VMware's EUC customers.

Q. Are any legacy products remaining available?

A. Yes, Carbon Black's legacy on-premises products, notably CB Protect (app whitelisting) and CB Response (EDR). These SKUs are only sellable by Carbon Black sales.

WORKSPACE SECURITY BUNDLE RELATED QUESTIONS

Q. Will add-on options be available for Workspace ONE Standard and Workspace ONE Enterprise also?

A. At this time, add-on packages are planned only for Workspace ONE Advanced. More information about additional add-ons will be shared as they become available

Q. What if I have Workspace ONE Standard or Enterprise customers?

A. Workspace ONE Standard customers must upgrade to Advanced to be eligible to purchase Workspace Security. Workspace ONE Enterprise customers already own Workspace ONE Intelligence so they should be referred to Carbon Black sellers to sell CBC Endpoint Advanced.

Q. Will there be separate Workspace Security bundles for on-prem and SaaS versions?

A. Only SaaS is available

Q. Who is the point of contact for all questions related to Workspace ONE Trust Network or its partners now?

A. All questions related to Workspace ONE Trust Network or integration with any partners should be directed to the EUC product marketing team.