

 SOPHOS

PARTNER 2026
EXPERIENCE

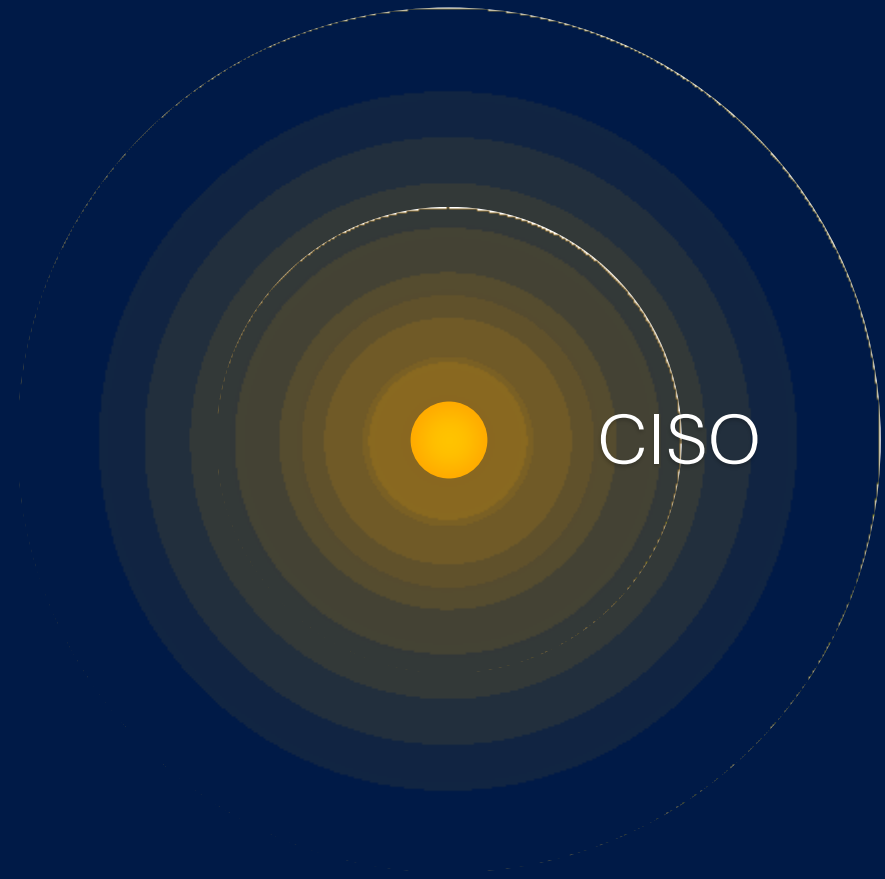
VISION AND MISSION

Why we exist.

Why Sophos

Why now

Why we win



CISO

← The Cybersecurity Poverty Line

10,000



OUR VISION

A world where the most trusted cybersecurity is also the most accessible.

OUR MISSION

Erase the cybersecurity poverty line and democratize resilience by driving advances in technology and services, AI, and global threat intelligence.

Sophos Strategy



Portfolio

Build for the most demanding environments.
Make it accessible to everyone.



Channel

Scale through partners as the operating
model, not just the route to market.



Customer

Make outcomes the product
and the system the proof.



Operating Model

AI is the multiplier. People remain
strategic and accountable.



Culture

Build things that matter. Be people worth
trusting. We are a company of builders.



Proof Point

✓	Scale that compounds into intelligence	600,000+ customers; every threat feeds the system
✓	Human judgment at the control point	MDR analysts supervise AI, own critical decisions, and preserve trust
✓	A defense system, not a stack	One architecture; detection anywhere triggers response everywhere
✓	The strongest first line of defense	Autonomous protection stops threats before they become incidents
✓	The most complete Microsoft security integration	Proprietary detection rules; surfacing threats that MSFT misses

Why Sophos

We have identified
the root cause

Why now

We have named
the inflection

Why we win

We have built
the system

