THALES
Building a future we can all trust

Thales Partner Connect 2025

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SERVUS!
Welcome
to Vienna!

3 Interesting facts about Vienna

Only capital with own wine

700ha, over 320 winemakers

"Wiener Gemischter Satz" local protected wine

One of most liveable Cities

2nd 2025 after 3x 1st place

"The Economist" 173 cities,

Stability, Health system, Infrastructure and Education

"Wiener Würstelstand"

Local street food, Hot Sausages

Unesco Cultural Heritage (2024)

Source: https://www.eiu.com/
https://www.unesco.at/en/culture/intangible-cultural-heritage/national-inventory/news-1/article/wiener-wuerstelstandkultur

What's happening in the region

Wojtek Sawicki

RSM Poland

Konstantin Abramov

Sales Engineer AS & DS, CIS region

Theodoros Dorous

RSM Greece & Cyprus

New colleagues joined the team !

More focus

Open: SE to be based in Greece

Team will continue to grow in 2026

How are we doing in 2025?

Still not where we want to be, but…

- Strong AppSec Business
- Significant increase of deal sizes
- Revenue from up & cross selling
- 3rd largest region in EMEA

Some findings...

Legacy Imperva footprint very different country by country

Key is experienced channel...

Where we need to improve

Technical Support

Response times & escalations

Make it easier to work with us...!

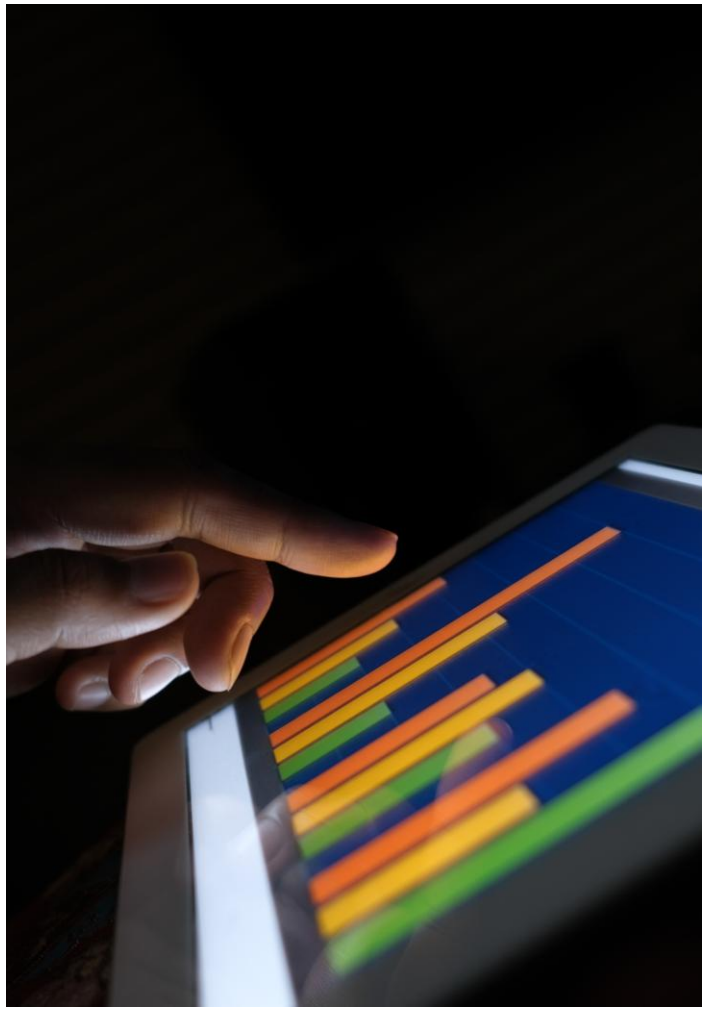
Use Cases, Stories, Sales Kits etc.

Partner Experience – better trainings, portal, PL etc.

Be more competitive esp. AppSec part, Incentives etc.

Communication

Local support from Thales



Some findings...

What is working well

- The Story is a good one...!
- Quality of the solutions is top
- Good potential for up- and cross selling
- 3rd party integrations & platform approach
- Seen as great fit to comply with regulations
- "One face" to the customer/ partner
- Thales as strongest European Cybersecurity Player
- Leading solutions in all fields

Conclusion

WE WANT AND NEED YOU!

You are at the right place at the right time!

“TRUST ME, YOU CAN DANCE.”

- VODKA

Take the opportunity today to…

- Talk with other partners and our experts
- Learn about the portfolio
- Drink wine from Vienna and eat a sausage

Celebrate with us tonight!

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Thank you

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