



October 20, 2020

Bill Jones
121 SW Port St Lucie Blvd
Building A
Port St. Lucie
FL 34984

Dear Bill,

This letter serves as a sole source document for products manufactured by Varonis Systems, Inc. ("Varonis"). Varonis DatAdvantage software products are manufactured and distributed solely by Varonis. Varonis has registered a number of patents for the technologies employed in these solutions, including U.S. Patent Office applications 20060277184, 20070094265 and 20070244899.

Varonis has been working with City of Port St. Lucie during a Proof of Concept (POC) to provide access related event logging, user behavior analysis, security principle change modeling and reporting on file servers.

Varonis has written its own file system filters to capture audit activity on the Windows File Servers that City of Port St. Lucie has requirements to monitor.

Varonis also provides a framework for Data Governance that covers the following:

1. Group membership information from Active Directory, SharePoint file systems, LDAP repositories and NIS authentication mechanisms.
2. Permissions Data from Windows, EMC, Exchange and SharePoint
3. Audit Information from all file servers and repositories covered in #1 and #2
4. File Content Analysis Data from its own Classification as well as from 3rd Party Classification vendors from a single user interface

To our knowledge, no other vendor is able to capture this information from more than 2 of the above data types. In addition, the Varonis Solution combines these permissions and audit information with bi-directional clustering and machine learning algorithms to identify where these permissions can be reduced without introducing business disruption by utilizing proprietary analytical engine parameters. These parameters allow for analysis of data across all permission and data access activity to perform behavioral analysis and make extremely accurate recommendations as to who really "should" have access to all data.

Please let me know if you have any further questions.

Sincerely,

James P. O'Boyle
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