FRESCHE

Trinity Guard Acquisition FAQ

For our valued customers, partners & suppliers

March 2022

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FAQ

1. What are we announcing?

- Fresche Solutions is announcing that it has acquired Trinity Guard.

- This acquisition further builds on our mission to help the IBM i market by adding advanced security, compliance and intrusion detection products to our capabilities - the #1 threat to companies today.

- Trinity Guard is a global provider of security products and services that help protect organizations against cyber threats like ransomware to secure business critical IBM i and Linux servers and achieve compliance with regulations like SOX, PCI DSS, and GDPR.

- Trinity Guard brings to Fresche some of the world's most talented professionals in IBM i security in addition to an extensive suite of simple and easy to use products including: TGSecure, TGEncrypt, TGAudit, TGDetect and a dashboard/control centre that is provided with the products called TGCentral.

- Trinity Guard has been in business for more than 10 years. During that time, the company has gained tremendous knowledge and a deep understanding of both the IBM i platform as well as the security challenges, risks and threats facing organizations today. They have turned this knowledge into the most powerful tools in the market that address these challenges and safeguard critical data for their customers.

2. What does this mean?

- The acquisition of Trinity Guard deepens our commitment to clients, partners, and organizations that have invested in IBM i. Additionally, we will continue to support the growth and investment into the TG Suite of products to enable even more success for our customers.

- Combined, Fresche + Trinity Guard is now the *world's leading source* of IBM i expertise, security, compliance, application development, modernization, infrastructure and managed services. Companies that rely on IBM i and adjacent systems now have a partner who can provide them with end-to-end solutions that support the full IBM i lifecycle—including strategy, development, modernization, cloud hosting, transformation, ongoing management, and now security & compliance.

- For companies with a strategic investment in IBM i and adjacent systems, Fresche represents how IT should be—modern, agile, flexible, dependable, innovative, secure and without compromise.

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The acquisition is an excellent fit for many reasons:

Strong market opportunity

- Security is the #1 concern with IT professionals.

- The IBM i market, as it relates to security, is growing. Market dedication to the platform is also strong, stable and highly relevant within the IT landscape.

- There is considerable IP and business value within IBM i+ environments. Fresche and Trinity Guard provide unparalleled products, services, support and expertise for companies that rely on these applications and infrastructure.

Natural business fit

- Trinity Guard extends Fresche's product and services portfolio in key areas that are top challenges for our customers – namely addressing compliance, auditing, ransomware, malware, hacking, data theft, fraud detection and intrusion.

- Fresche extends Trinity Guard's products with a full suite of application modernization and development solutions that enable digital transformation for companies that continue to rely on their IBM i and adjacent systems.

- The acquisition reinforces Fresche's desire to help our customers and the IBM i community address challenges and take advantage of opportunities.

Cultural fit

Both Trinity Guard and Fresche:

- Are obsessively focused on customers and employees.

- Have full recognition of the value that every employee brings to our customers, and to our company.

- Are focused on providing technically superior and market leading products and services that solve customer challenges.

- Share the same business philosophy and values with strong beliefs in collaboration, accountability, integrity, and relationship building.

3. **Is this a merger or an acquisition?**

This is an acquisition. We are integrating two successful companies with similar cultures to help our customers and the market to develop, manage, modernize, transform and secure business-critical systems and deliver results!

4. **Will Trinity Guard keep its name?**

   Trinity Guard will continue to operate as Trinity Guard. We will leverage Fresche's strong brand and extensive global reach.

5. **Why is this good for our customers?**

   No other organization in the world can do what we do. Our customers now have one partner for end-to-end IBM i software, hardware, services and support that is *unrivalled* in the industry. We are experts who can provide customers with unparalleled value—helping them leverage their IBM i investments, overcome their IT skills shortage, protect their critical systems and their business from cybercrime and modernize to grow their business.

   Some examples:

   - Fresche customers now have access to security and compliance products offered through flexible licensing and subscription models. Additionally, customers can obtain security consulting and implementation services as needed.

   - Trinity Guard customers can now achieve more value than ever before with end-to-end application support, development, modernization, managed services, cloud hosting and transformation services direct from Trinity Guard.

6. **How does this impact our customers, partners, and suppliers?**
   Fresche and Trinity Guard customers will not see any disruptions. It will be business-as-usual. Customer touchpoints for both companies will not change. All our customers will experience the same excellent support and relationships they had prior to the acquisition.

7. **Is this change immediate?**
   Yes.

8. **Whom do I call if I have questions about the acquisition?**

   If you have any questions, call or email your account manager. Alternatively, you can also contact our communication point people regarding this announcement:

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