**Screener B2B – Kaspersky New Brand Pillars**

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| **Country** | 1) India  2) Indonesia  3) Brazil  4) Mexico  5) UAE / Saudi Arabia  6) France  7) Germany |
| **Quantity of**  **respondents** | 8 for each country |
| **Job position** | * Chief Information Security Officer (CISO) * Chief Information Officer (CIO) * Chief technical / technology officer (CTO) * Chief Executive Officer (CEO) * Team leaders and heads of IT and IT Security teams in cases when information security is in their area of ​​responsibility (for IT teams) and they directly choose a solution that is then implemented |
| **Work direct**  **responsibilities** | Responsible for choosing cybersecurity solutions |
| **Work experience as a team leader/leader in IT Security** | 1+ years |
| **Work experience in IT Security** | 3+ years |
| **Company size**  **(number of**  **employees)** | 500+ for companies that have a dedicated IT-Sec function (in priority - have a separate division) |
| **Cyber security in the company** | * A company that has a separate IT-Security team (within the general IT team, or separate from IT). * Compliance with the requirements and rules of IT-Security (for example, the presence of the General Data Protection Regulation). |
| **Age** | 25+ |

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|  | **Question** | **Answer** |
| Q1 | In which country do you live  now?  (*open question*) | 1) India  2) Indonesia  3) Brazil  4) Mexico  5) UAE / Saudi Arabia  6) France  7) Germany  8) Other (DISMISS)  **QUOTA:** onlyrespondents living in countries from the list |
| Q2 | Are you a journalist or do you work  for a company that produces information security solutions?  *(one answer*) | 1. Yes (DISMISS) 2. No   **QUOTA:** None of the respondents work as journalists / in a company that produces information security solutions |
| Q3 | What is your age?  *(one answer)* | 1) Under 20 years old (DISMISS)  2) 20 to 24 years old (DISMISS)  3) 25 to 29 years old  4) 30 to 39 years old  5) 40 to 50 years old  6) More than 50 years old  **QUOTA:** all respondents are 25+ years |
| Q4 | Which of the below statements best  describes your work experience at  the current moment?  *(one answer)* | 1) I’m working in a company  2) I’m a freelancer / self-employed (DISMISS)  3) I’m an intern in a company (DISMISS)  4) Currently unemployed (DISMISS)  **QUOTA:** all respondents are working in a company |
| Q5 | What is the level of your current job position?  *(one answer)* | 1) Top Manager (MOVE TO Q7)  2) Head of department / direction  3) Head of organizational unit  4) Team Lead  5) Senior specialist  6) Specialist (DISMISS)  7) Junior specialist/assistant (DISMISS)  **QUOTA:** all respondents are in senior/leadership positions |
| Q6 | What **sphere** your responsibilities in the company are connected with? *(one answer)* | 1) Sales (DISMISS)  2) Marketing (DISMISS)  3) Finance (DISMISS)  4) HR (DISMISS)  5) IT  6) Information security  7) Production (DISMISS)  8) Other (please specify)  **QUOTA:** all respondents work in the field of IT, information security |
| Q7 | What is your current job position?  *(open question)* | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  **QUOTA:** all respondents work as: IT director / technical director / executive director:   * Chief Information Security Officer (CISO) * Chief Information Officer (CIO) * Chief technical / technology officer (CTO) * Chief Executive Officer (CEO)   OR team leads in cybersecurity |
| Q8 | How many years of experience do  you have in a current job position?  *(one answer)* | 1. Less than for a 1 month (DISMISS) 2. 1 to 6 months (DISMISS) 3. 6 months to 1 year (DISMISS) 4. More than 1 year   CISO, CIO, CTO, CEO – MOVE TO Q10  **QUOTA:** All respondents are working in a current job position for at least 1 year |
| Q9 | How long have you been working in IT Security?  *(one answer)* | 1) Less than 2 years (DISMISS)  2) 2 to 3 years (DISMISS)  3) 3 to 5 years  4) More than 5 years  QUOTA: All respondents have more than 3 years of experience in IT-Sec |
| Q10 | Do you participate in the selection and procurement of software **in the field of information security and administration**? *(one answer)* | 1) Yes, I directly select products (software) and participate in the final decision on the choice of the product (software) that is being implemented at the current place of work  2) I select products (software) in the field of information security and administration, but do not participate in the final decision on the choice of the product (software) that is being implemented at the current place of work (DISMISS)  3) I participate in the final decision on the choice of product (software) that is being implemented, but do not participate in the selection of products (software) at the current place of work (DISMISS / CONTINUE ONLY IF Q5=1)  4) I do not participate at the current place of work, but I have experience in previous places of work (DISMISS)  5) Never participated in these tasks (DISMISS)  6) Other (please specify)  **QUOTA:** all respondents at the current place of work directly select products (software) and participate in the final decision on the choice of the product (software) that is being implemented |
| Q11 | What exactly is your role in the software selection and procurement process? *(open question)* | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  **QUOTA:** all respondents formulate selection criteria, directly select and / or purchase software at their current place of work, participate in the choice of a solution, which is then implemented  (IF Q5=1, THEN THEY DO NOT NECESSARILY SELECT SOLUTIONS FOR THE SHORTLIST, BUT THEY DO PARTICIPATE IN THE SELECTION OF THE FINAL SOLUTION) |
| Q12 | What class of information security solutions are used in your company? Please mark the solution even if it is used by another department/unit in your company | 1. EPP (Endpoint Protection) (DISMISS IF NOT SELECTED OR ONLY THIS IS SELECTED) 2. EDR (Endpoint Detection & Response) 3. XDR (Extended Detection and response) 4. Firewall / NGWF / FWaaS 5. SD-WAN 6. TI (Threat intelligence) 7. SIEM (Security information and event management) 8. SOAR (Security orchestration, automation and response) 9. Other (please specify) 10. My company does not use information security solutions (DISMISS)   **QUOTA:** EPP and at least one more class of information security solution is used in the company |
| Q13 | Which vendors' solutions does your company use to ensure information security? *(multiple answers, the question is asked about each class noted in Q12)* | 1. F-Secure 2. VMware 3. AVG Technologies 4. Sophos 5. Trend Micro 6. Avast 7. Microsoft 8. Kaspersky 9. Norton 10. BitDefender 11. ESET 12. Fortinet 13. Panda 14. Vipre 15. Webroot 16. McAfee 17. CrowdStrike 18. Other (please specify) 19. My company does not use commercial information security solutions (DISMISS)   **QUOTA:** the company uses commercial solutions to ensure information security |
| Q14 | Specify the name of the product that your company uses to provide anti-virus protection *(the question is asked for each manufacturer noted in Q13)* (*open question*) | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  **QUOTA:** all respondents indicated at least one product that is used in the company for antivirus protection (EPP) (you can skip this question if the respondent does not want to provide full product names for confidentiality reasons) |
| Q15 | Please specify if your company has a separate IT-Security function (information security service)? *(one answer)* | 1) Yes, the company has a separate IT-Security team within the general IT department  2) Yes, the company has a separate IT-Security team in a separate division (not within the general IT department)  3) No, the IT-Security function is not allocated in the company (DISMISS)  4) Other (please specify)  **QUOTA:** IT-Security function is allocated in the company; all other things being equal, we invite respondents from those companies where IT-Sec is not located in the IT department, but is placed in a separate division |
| Q16 | How many people, including the team lead, work in the information security service/team in your company? *(open question)* | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  **QUOTA**: 3+ employees  For CISO, CIO, CTO, CEO - MOVE TO Q19 |
| Q17 | Are you a member of this service/information security team? *(one answer)* | 1) Yes, I am a member of the IT-Security team  2) No, I am a member of the IT department  3) No (DISMISS)  **QUOTA:** all respondents are members of the information security service / team or IT department |
| Q18 | What proportion of your duties at your current place of work is precisely information security (IT Security)? *(one answer)* | 1) Less than 50% of all duties (DISMISS)  2) From 50 to 69% of all duties  3) From 70 to 100% of all duties  **QUOTA:** all respondents' main responsibilities are related to information security no less than 50% |
| Q19 | How do you regulate the processes of ensuring information security in the company? *(one answer)* | 1) There are policies that comply with IT-security standards  2) There are separate instructions for ensuring information security (DISMISS)  3) Nothing is described, we act according to the situation (DISMISS)  4) Other (please specify)  QUOTA: The company has policies that comply with the requirements and rules of IT-Security |
| Q20 | How many branches does your company have around the world? (if any) *(open question)* | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  **NO QUOTA** |
| Q21 | How many employees work in your  company? (including all the branch  offices worldwide)  *(one answer)* | 1. Less than 10 employees (DISMISS) 2. 10 to 49 employees (DISMISS) 3. 50 to 99 employees (DISMISS) 4. 100 to 299 employees (DISMISS) 5. 300 to 499 employees (DISMISS) 6. 500 to 1000 employees 7. 1000 + employees   **QUOTA:** 500 employees or more |
| Q22 | If you can, please specify the name of the company you work for. But this question is not required to be answered if you prefer not to disclose this information *(open question)* | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  *(optional)* |
| Q23 | How would you define your level of English? | 1) Just basics (DISMISS)  2) Can read with a dictionary (DISMISS)  3) Read texts in English without a dictionary (DISMISS)  4) Can use professional software  5) Communicate freely on professional topics  **QUOTA:** all respondents have a level of English *Can use professional software* or higher |

**INVITATION TO PARTICIPATE**