

All

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Competitor Name	Competitor Weaknesses	Our Advantages	Selling Tips	Next Steps	# of Customers	CEO	Ticker Symbol	Notes
Darktrace	Expensive	Powerful and simple UI	Dark trace has a very good UI, sell superior functionality.	SWOT	500	Nichole Egan		See Battlecard
FireEye	Not all ports and protocols supported	Complete ATD, DLP and Endpoint Security in a single solution.	See Battle Card	SWOT	4,000	Dave Dewalt	feye	FireEye Corporate Overview FireEye protects your most valuable assets from those who have them in their sig
Google				SWOT	1,000,000,000			
Juniper					5,000	Rami Rahim	JPNR	<a href="http://www.juniper.net/assets/us/en/local/pdf/fact-sheets-backgroundunder/3000054-en.pdf">http://www.juniper.net/assets/us/en/local/pdf/fact-sheets-backgroundunder/3000054-en.pdf</a> Juniper Networks is the industry leader in n
Miscrosoft Dynamics	Lack of innovation	#1 in the industry! Large install base, international customers and highly innovative company.	Use a Mac	SWOT analysis	1,000,000	satya nadella	MSFT	Microsoft Corporation or is an American multinational corporation headquartered in Redmond, Washington, that develops, manufactures, licenses, supports and sells computer soft
SAP - CRM	Very Expensive	Price and ease of use	Contact Management	SWOT analysis	1,000,000	Bill McDermott	SAP	Salesforce is better than SAP
SugarCRM	Features are limited	Powerful features	Focus on features	SWOT analysis		Larry Augustin	Private	Ten years ago Oracle dominated the Customer Relationship Management market. W
Vectra Networks	Price	Functionality	Machine Learning	SWOT	100	Hitesh Sheth		Vectra Board

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