

## Alexander Eckelberry

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**To:** Scott Gainey  
**Subject:** Your recent blog that includes mention of SentinelOne

**From:** Scott Gainey [mailto:scott@sentinelone.com]  
**Sent:** Monday, May 9, 2016 4:01 PM  
**To:** alex@eckelberry.com  
**Subject:** Your recent blog that includes mention of SentinelOne

Alex,

You mention in your blog that you're "not interested in beating the crap out of some company" yet you seem to be going out of your way to out companies that use VirusTotal. The report you clip in your blog was done by a 3rd party who performed an audit of SentinelOne based on our ability to satisfy PCI and HIPPA requirements. In Tevora's initial report they mistakingly include VirusTotal in their write up which we requested they remove. Not sure where you got your version that you posted in your blog, but what we have posted on our web is the correct version that doesn't include VirusTotal. Your links go to the correct version where there's no mention of VirusTotal. Can you remove the clip as that's not accurate since it was a mistake by Tevora to include? Sure it would also create some confusion as the report itself doesn't support what your write in the body of your blog. I haven't alerted Tevora yet, hoping we can just clean this up between us.

Also, our CSO added a comment at the bottom of your blog. The Cloud Intelligence services that you reference is a very small part of our overall platform, and has nothing to do with our core detection engine. It's an exaggeration to suggest a vendor's reputation services policy could have a significant impact on companies like SentinelOne. This couldn't be further from the truth. As EHUD points out we rely on a behavioral-based detection engine (called Dynamic Behavior Tracking or DBT) that monitors all processes down to the kernel space. This engine is what we use to identify malicious patterns tied to threats - known and unknown. Cloud Intelligence is a small add on that we use to filter out some known legacy threats - and is supported by several different third parties who provide reputation services, as well as our own customers who opt-in to an intelligence sharing model.

You don't mention any details of DBT in your blog, despite the fact that this is widely covered in our website. Makes me question what your motives might be. I'd be happy to jump on a call to address further.

Regards,  
Scott

Scott Gainey | Chief Marketing Officer | [SentinelOne](#)