

***vega***





## Company overview



**\$185M**

**Raised over our Series A & B**

February 2026



**Accel**



**120+**

**Employees**

With hubs in NYC & TLV



# Vega Channel Partner Team

## Head of Channel

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## Southeast & N. Central

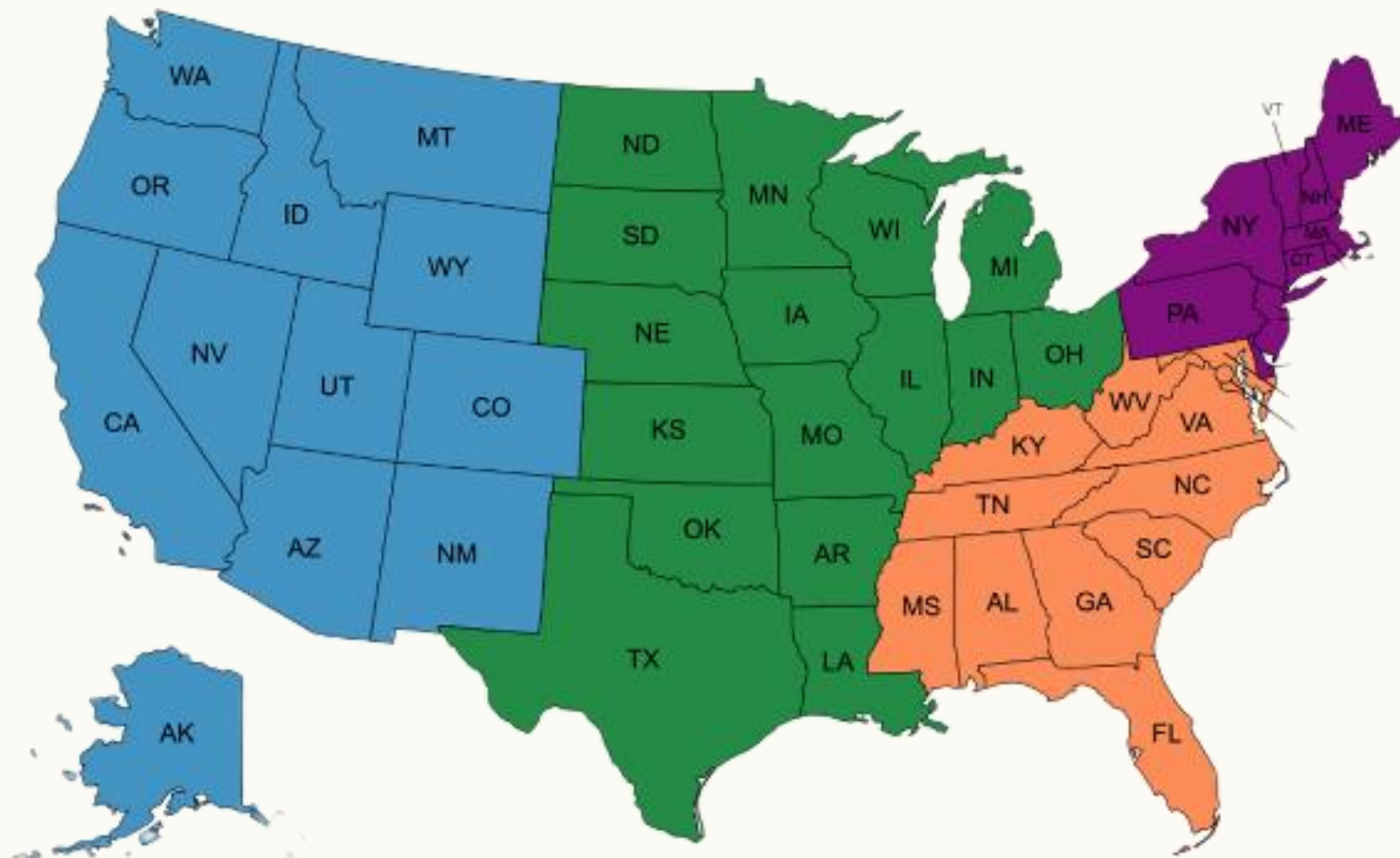
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## West & S. Central

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## Europe

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Sr. Channel Manager  
Amsterdam, Netherlands





# Vega Channel Partner Program

## INTRODUCING

### Vega GTM Channel Sales

- 100% Channel Model — every deal goes through a partner
- Partner Advantage/Protection
  - Deal Registration - Partner Lead
    - Meeting required within 30 days
    - 120-day protection window
  - Teaming - Vega Lead
    - Joint teaming plan
    - 60-day protection window

### Vega Channel Resources

- Customized 1:1 enablement sessions through Channel + SA Engineering team
- Vega Sandbox/NFR for testing and for internal use
- Marketing, events and sponsorship support
- SPIFF Incentive programs offered

# Areas of Opportunity for Vega



## Projects Alignment

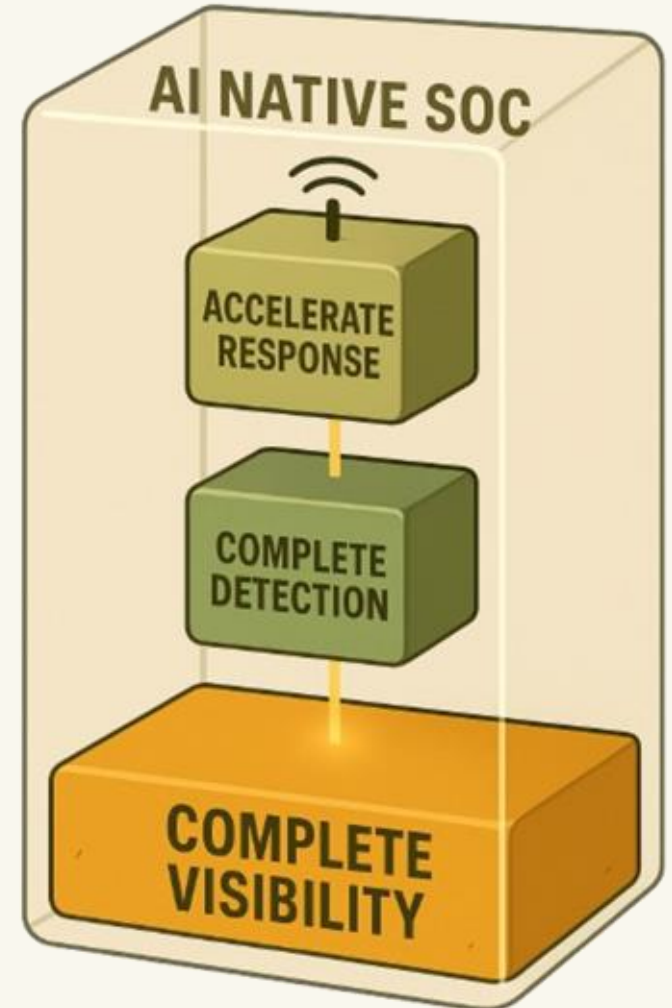
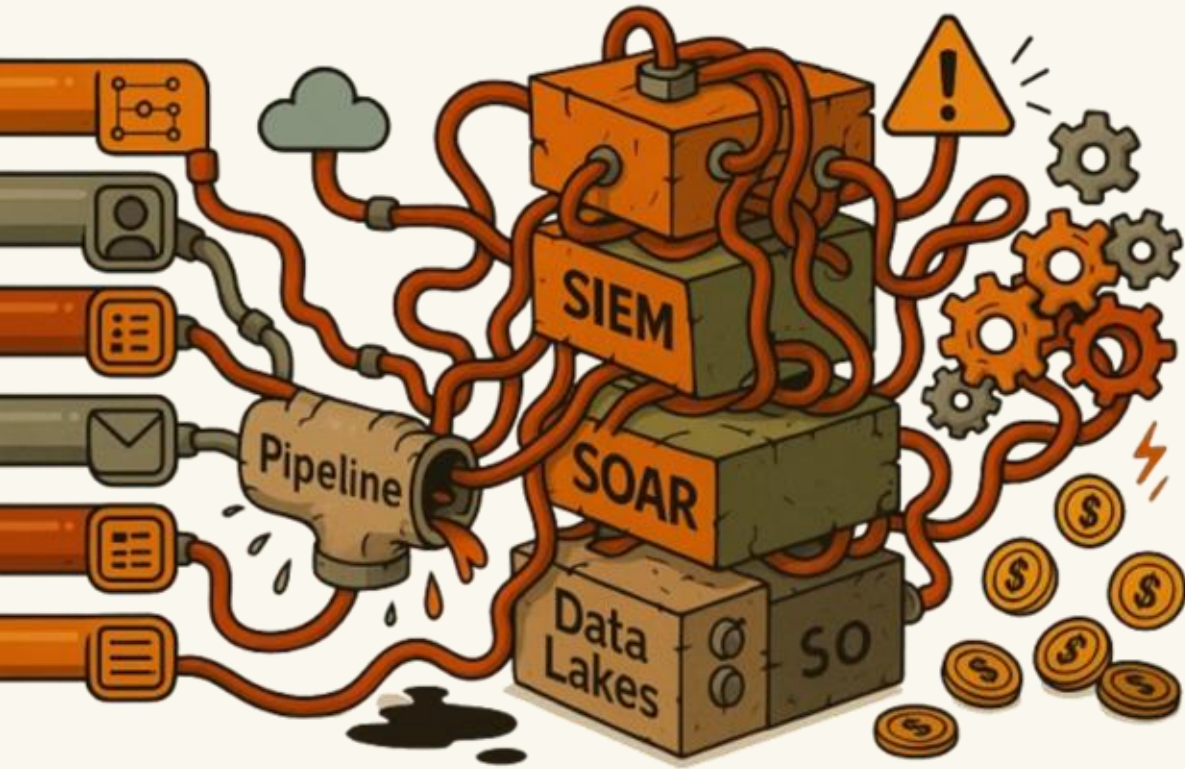
- SIEM modernization/replacement
- AI SOC (Agentic SOC)
- Federated Search
- Creating a single data plane
- Detection Engineering projects
- Detection Posture Assessments
- Tool Reduction & Technology Stack Assessment
- Headless SoC
- Mergers and Acquisitions

## Target Use Cases

- Multi-cloud environments
- Orgs hitting SIEM ingest limits
- Companies with significant cloud telemetry
- Enterprises managing multiple data repositories
- Orgs going through SIEM migrations
- Multi-SIEM environments



**Security data is growing faster than SIEM can keep up.  
80% of your data is invisible to your security team.**





Sources



Ingestion, Parsing, Normalization



Triage, Forensics,  
Response

Object Storage



Data Lakes



Point Platforms



SIEMs



- Complex Layered Deployment
- Tool Spread
- Performance & Scalability Bottlenecks
- Integration Complexity

- Expensive and Limited Retention
- Reliability & Blind Spots
- Labor Intensive Normalization
- Context Loss with upstream changes

# SecOps Landscape by the Numbers

## Visibility Gap

**CISA** warns: visibility gaps threaten detection. **42%** of alerts go uninvestigated. Only **59%** of tools feed the SIEM. Only collect **27%** of required data. [source](#)

## Fragmentation

Enterprises run 45–83 security tools. 44% of alerts go uninvestigated. Not because the tools are bad, but because nothing connects them without forcing vendor lock-in.

[source](#) | [source](#)

## Data explosion

According to IDC's comparison of SIEM ingestion data of 2021 to 2024, the median volume of data that SIEM tools ingest per day is **3.7TB**. [source](#)

## Cost Crisis

SIEM pricing ranges from **\$2** to **\$5** per GB. Thus at **500GB/day** it amounts to approximately **\$428,400** annually. [source](#)



Sources



Security Analytics Mesh (SAM)



Triage & Forensics

Vega Indexing

Object Storage

Data Lakes

SIEMs

Point Platforms



- Agentless. No Log Collector
- Runtime AI Led OCSF Normalization
- Natural Language Abstraction (KQL)
- Detection on Any Cloud Based Object Storage, Lakes, and Platforms

- AI Led Forensics Activities
- Natural Language to KQL (NL2KQL)
- AI Led Security Assessment
- AI Led Threat Intel Briefing

# Transform every layer of your Security Operations with Vega

## Complete Visibility

### Visibility Gap

- Federated Search Across Any Source
- Close the Blind Spots
- No Data Left Behind
- Audit Every Byte. Anytime.

## Consolidated Architecture

### Tool sprawl


- Consolidate Your Stack
- Unified Search Experience
- AI Led Investigations & Forensics
- AI-Led Runtime OCSF Normalization

## Unlimited Scalability

### DATA EXPLOSION

- Unlimited Multi Years Retention
- Query Petabytes with Zero Ingestion
- Search Where Your Data Lives
- Deploy Without Disruption

 Security Analytics

 Detection Engineering & Posture Assessment

 Triage & Forensics



VEGA INDEXING

Object Storage



Data Lakes



SIEMs



Point Platforms



All Security Telemetry

Stop Paying Twice for the Same Data

**COST CRISIS**

Eliminate the Data Ingestion Tax



# Vega Pricing Model

## Simple and Flexible

- Vega's pricing model is designed to be simple, predictable, and flexible - giving you full control over how you manage (and scale) visibility and detection for your security operations at scale.
- The primary pricing metric is Volume of Data created per day and stored outside of the SIEM. A secondary metric is for the Vega Platform and is quoted based on total company Employee Count. As the volume cost goes up, the Platform fee comes down

- **Vega Security Analytics Mesh (SAM) Platform**

Charged by employee count, reduces as the quantity of Vega Scanner goes up.

- **Vega Scanner:**

Charged per TB/day being indexed and analyzed outside of the SIEM. (SAM Platform Included)

- **Vega Security Analytics Mesh (SAM) Platform**

Included

\*Because SIEM storage is expensive, Vega never requires you to report the amount of data in your SIEM. Your data is never counted twice.

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DEMO TIME

