

**ANGLAIS****Google, Microsoft, and Cyber-Security Business**

In late 2022, the cyber-security startup Wiz boasted that it was “the fastest-growing software company ever.” A stretch, maybe, but not a big one. At that point, 18 months after it was founded, 3 annualized sales hit \$100m. By 2023, they were \$350m. In May, Wiz raised \$1bn at a \$12bn valuation. On July 14, it emerged that Alphabet, Google’s parent company, was in talks to acquire Wiz for \$23bn. It would be the biggest purchase of a cyber-security firm in history and Alphabet’s 6 biggest takeover ever. Wiz’s technology helps clients identify security risks in the cloud, such as which employees are using which apps or who has a weak password. By combining lots of data, Wiz allows customers to spot vulnerabilities that hackers could exploit.

9 The firm sits at the intersection of two trends reshaping the cyber-security business. The first is computing’s inexorable move to the cloud. This year, businesses will spend around \$300bn worldwide on cloud services. This creates new vulnerabilities—and new opportunities for startups 12 like Wiz. In 2023, global sales of cloud-security products grew by 32%, compared with 13% for computer-security overall, according to Gartner, a research firm. And whereas many cyber-security firms, such as Palo Alto Networks and Fortinet, mostly sell firewalls and other safeguards for older 15 IT systems, Wiz has, from the start, specialized in protecting the cloud.

The second change is in how companies buy security software. They used to purchase lots of individual tools, layered one on top of another. As a result, big businesses often have between 50 18 and 70 separate security applications, notes Charlie Winckless of Gartner; duplication is widespread, costs are high and IT managers unable to tell which tools work and which do not. In February Nikesh Arora, boss of Palo Alto Networks, admitted that “customers are facing spending fatigue.”

Adapted from www.economist.com/business/2024/07/18/google-wants-a-piece-of-microsofts-cyber-security-business, July 18, 2024.

NB: Cloud (ligne 6): Un réseau de serveur lointain qui stocke et traite des données pour d'autres outils informatiques.

I. TEXT COMPREHENSION: (10 marks)

A) Complete the following table with appropriate dates from Paragraph 1.

(02 marks)

	Important Dates in the evolution of Wiz				
	1.	In May 2024	2.	3.	4.
Accomplishments	First annual sales information was published.	Company net worth was estimated in billion for the first time.	A colossal contract was negotiated.	Annual sales more than tripled.	Company's progress rate surpassed that of all its rivals.

B) Read Paragraph 1 again and select the 4 functions of Wiz’s technology from the list below. (02 marks)

- | | |
|---|---|
| a) Determination of risky clients’ identities | e) Combination of cloud and security info |
| b) Assistance with the prevention of security risks | f) Exploitation of vulnerable websites |
| c) Identification of app users in the cloud | g) Assistance with the arrest of hackers |
| d) Identification of users with login risks | h) Assistance against hacking |

Write your answers here (a-h)	5.	6.	7.	8.
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C) Complete the following statements with information from paragraph 2.

(03 marks)

9. New vulnerabilities are created by _____
10. In 2023, Gartner compared cloud-security and computer-security products. They concluded that computer-security products sell _____ than cloud-security products.
11. The main difference between Wiz and Palo Alto Networks or Fortinet is that Wiz doesn't sell _____.

D) Read paragraph 3 and identify the specific passages where situations X-Y-Z are mentioned. (03 marks)

12. **Situation X:** The same or similar products are reproduced many times ☞ _____
13. **Situation Y:** System administrators are confused ☞ _____
14. **Situation Z:** Someone had to make a concession or confession ☞ _____

II. LINGUISTIC and COMMUNICATIVE COMPETENCE: (06 marks)**E) Fill in the blanks with appropriate words or phrases from the box below.**

(02 marks)

Finished products ☞ supply chain ☞ procurements ☞ interest rates ☞ that's conducted

Business-to-business (B2B) is a form of transaction between businesses such as a manufacturer and wholesaler or a wholesaler and a retailer. It refers to commerce (15) _____ between companies rather than companies and individual consumers. Business-to-business transaction are common in a typical (16) _____ because companies must purchase components and raw materials for use in their manufacturing processes. (17) _____ can then be sold to individuals via business-to-consumer transactions. Company websites allow interested parties to learn about a business's products and services and to establish contact. The internet allows businesses to search for products and services and then initiate (18) _____ through e-commerce interfaces.

Adapted from <https://www.investopedia.com/terms/b/btob.asp>**F) Choose appropriate sentences from the box below to complete the following conversation. (02 marks)**

I haven't seen him since yesterday ☞ Well, I'm not an accountancy expert but I'm not surprised at all. ☞ The CEO and five shareholders are in the conference room. ☞ Which one are you talking about? ☞ Oh, I wasn't there.

Remy: Hello Khoudia! How did the meeting go this morning?

Khoudia: Meeting? Err... (19) _____

Remy: You know, the meeting about our new contract.

Khoudia: (20) _____

Remy: Yes, I know you didn't attend it. But Diégane did, didn't he? So what did he tell you about it?

Khoudia: (21) _____

Remy: Ok. Guess what? He's in big trouble. The boss just found out he has faked the annual report.

Khoudia: (22) Really! _____ .../...3

G) Look at the example below and re-arrange the phrases in numbers 23. and 24. to make meaningful definitions of the phrases “bankrupt” and “creditor”. (02 marks)

Example. Audit: financial records./an auditor or tax official /checks on your/ Audit is the/ process by which

☞ Audit is the process by which an auditor or tax official checks on your financial records.

23. Bankrupt: an agreement / cannot pay their / not able to reach / bankrupt when they / A person is / with their creditors. / debts and are

☞

24. Creditor: good or service / purchase a / later date. / A creditor is / to pay at a / from whom you / with an agreement / a person or business

☞

III. **WRITING**: Choose **ONE** topic and write about it (04 marks)

Topic 1: In Senegal, many state owned companies such as Sonatel and SDE (now Sen'Eau) have been leased to private investors. Usually, these companies become cost-effective after being ceded to foreign corporations. Explain why public businesses often go bankrupt while private ones get more and more successful. Give practical examples to support your views.

Topic 2: Ten years ago, you launched a new start-up that has now grown into a very successful business. Today, representatives of a prosperous multinational company are offering to buy your start-up at a very generous price. Write the negotiations between you and the delegates.

[illegible]