

ELITE 80

THE HOTTEST PRIVATELY HELD CYBERSECURITY & IT INFRASTRUCTURE COMPANIES



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EXECUTIVE SUMMARY

Welcome to the eighth annual JMP Securities Elite 80 report. In this report, we highlight the most interesting and strategically positioned private companies in the Cybersecurity and IT Infrastructure industries that we know.

For our cover, we selected a photo of a businessman holding a no U-turn sign. The image is intended to symbolize the powerful forces of transformation across IT that are life-changing and irreversible. As organizations prepare for the post-pandemic “normal,” the degree to which they embrace digital transformation and the strategies that they adopt will have profound implications on their long-term success. Simply determining the optimal working environment will take many organizations years of trial and error, and invariably IT will play a major role in the outcome. Similarly, sales models have forever changed as customer expectations for product consumption and sales engagement are in a state of flux, with a steady shift toward digital execution. And as organizations seek to increase their adoption of digital technologies, they inevitably increase their exposure to a cyber threat landscape that is growing more active and sophisticated.

A key theme that became apparent in the pandemic was that the role of IT infrastructure and cybersecurity have rapidly grown more critical and fast changing. Given the rapid paradigm shift in the way that society is adopting new technologies, we believe the competitive advantage of being a nimble and innovative technology vendor is even more powerful than in the past. Emerging vendors that leverage thought leadership with differentiated technology have a greater opportunity to disrupt legacy competitors than at any point in at least a generation. One clear data point validating our thesis that now is the time for new vendors to emerge is the funding environment, as venture capital and private equity investors dramatically stepped up their investing in 2021. More specifically, the companies in our Elite 80 report raised almost \$7 billion in 2021, whereas the Elite 80 raised \$3 billion in 2020, which was the prior record. Those vendors that are astute enough to recognize the opportunity at hand and that can capitalize on differentiated technologies not only position themselves to survive the pandemic, but are in position to become dominant market leaders.

The road ahead for members of our Elite 80 will often be treacherous and challenging, so only the best companies will succeed. However, the profound changes in the way society uses technology and the rapid advancement in the technologies have significantly bolstered the viability of nimble and adaptive privately held companies. Accordingly, we believe the Elite 80 represents not only a compendium of the technology leaders in their respective markets but the future titans of the IT infrastructure and cybersecurity markets.

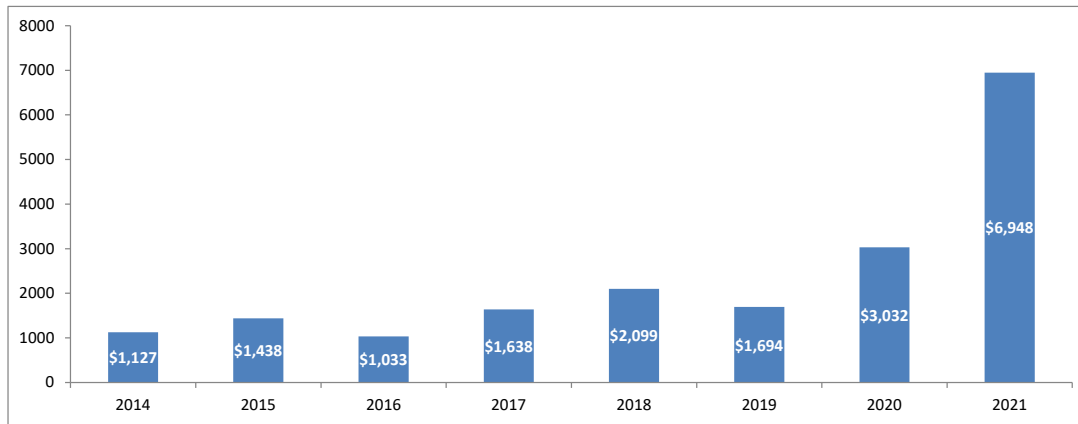
We personally spoke with executives of each Elite 80 member and we hope you enjoy the fruits of our research. We are happy to discuss any of the companies and we welcome your feedback.

FUNDING TRENDS

Funds Raised

In total, our Elite 80 companies raised ~\$6,948 million in 2021, \$2,831 million of which came from 16 new companies that replaced names from last year. The remaining \$4,117 million was raised by 64 companies that were included in last year's report. The total funding is more than double the peak level of \$3,032 raised last year. We note that 60% of the 2021 funding in our report came from 10 companies with mega-raises ranging from \$250M to \$550M.

FIGURE 1. Elite 80 Fundraising, 2014-2021 (\$ in millions)



Source: Company reports, crunchbase.com

In 2021, total U.S. venture financing achieved a record \$311 billion, up 106% Y/Y. Every quarter in 2021 set a new funding record and the funding in 4Q21 of \$92.8B was more than double the 4Q20 funding of \$45.2B, which was the previous record. 3Q21 had the highest volume of deals with 3,300.

FIGURE 2. Quarterly U.S. Fundraising Trends 2015-2021 (\$ in millions)



Source: CB Insights

Similarly, global fundraising achieved a record \$621 billion in 2021, up 111%. In each quarter of 2021 the global funding level was a record level and 4Q21 funding of \$176 billion was 86% higher than 4Q20, which was the prior record.

FIGURE 3. Global Fundraising Trends, 2015-2021 (\$ in millions)



Source: PwC and CB Insights (data provided by CB Insights)

There was an unprecedented number of mega capital raises for our Elite 80 companies. Figure 4 shows the 10 largest amounts raised by our Elite 80 companies in 2021.

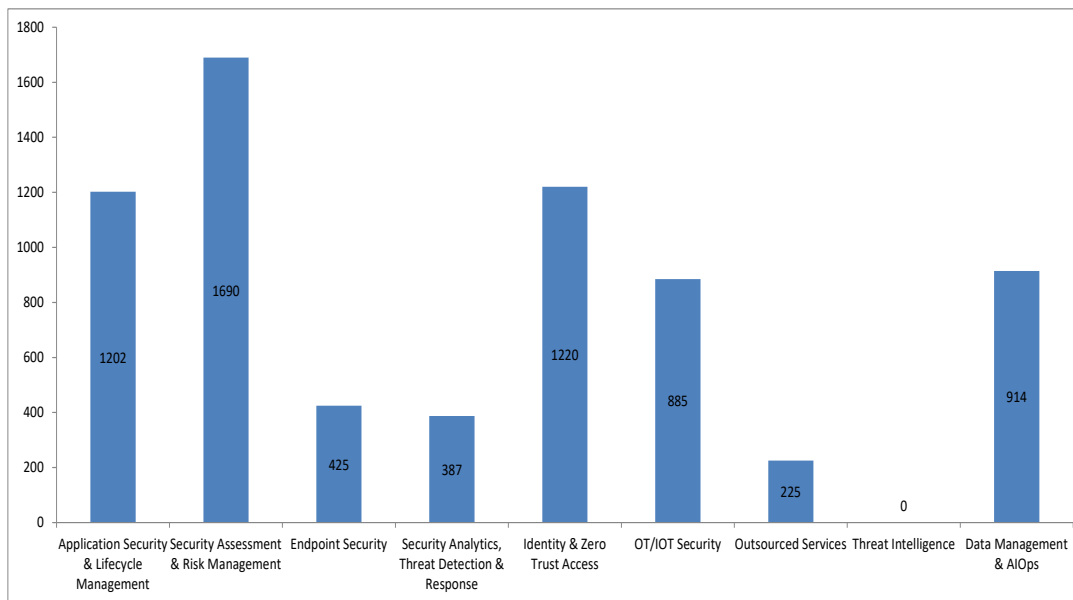
FIGURE 4. 10 Largest Amounts Raised by the Elite 80 in 2021 (\$ in millions)



Source: PwC and CB Insights (data provided by CB Insights)

As far as fundraising by category, security companies in our Elite 80 report raised \$6,034 million in 2021 and data management & AIOps companies raised \$914 million. For a more granular view, we have segmented our Elite 80 companies into nine categories, including: 1) endpoint security; 2) threat intelligence; 3) application security and lifecycle management; 4) security assessment and risk management; 5) security analytics, threat detection, and response; 6) identity and zero trust access; 7) OT/IOT security; 8) outsourced services; and 9) data management & AIOps. In 2021, within our Elite 80 group, companies raised \$1,202M in application security and lifecycle management, \$1,690M in security assessment and risk management, \$425M in endpoint security, \$387M in security analytics, threat detection, and response, \$1,220M in identity and zero trust access, \$885M in OT/IOT Security, \$225M in outsourced services, \$0M in threat intelligence, and \$914M in Data Management & AIOps. See Figure 5 for the breakout.

FIGURE 5. 2021 Funding by Category (\$ in millions)



Source: JMP Securities LLC and Company Reports

FIGURE 6. Company Distribution by Category

Security

Endpoint Security	Threat Intelligence	Application Security & Lifecycle Mgmt	Security Assessment & Risk Management
Code42	Digital Shadows	Aqua Security	Balbix
Cybereason	Flashpoint	Armor	BitSight
GoSecure	Recorded Future	CheckMarx	BugCrowd
Lookout	ZeroFox	Contrast Security	Firemon
Malwarebytes		Imperva	Fortress
Tanium		Rollbar	HackerOne
Zimperium		Snyk	One Trust
		Sysdig	Orca Security
		vArmour	RedSeal
		Veracode	Skybox Security
		Whitesource	Synack
			Wiz
Security Analytics, Threat Detection & Response	Identity & Zero Trust Access	OT/IOT Security	Outsourced Services
Cymulate	Beyond Trust	Armis	Arctic Wolf
Cyware	Delinea	Claroty	Cofense
Exabeam	Ericom Software	Dragos	ConnectWise
ExtraHop	iBoss	Karamba Security	eSentire
Illusive	Illumio	Mission Secure	Immersive Labs
PerimeterX	Keyfactor	Nozomi Networks	
Vectra	Menlo Security	Shift5	
Watchguard	Netskope	Tempered Networks	
	Socure		
	Venafi		
Data Management & AIOps			
Aryaka	Qumulo		
Aviatrix	Rubrik		
Cato Networks	Scale Computing		
Cloudian	Smarsh		
Clumio	Vast Data		
Druva	Wasabi Technologies		
Liquid	Weka		

Source: JMP Securities LLC and Company Reports

Revenue Range

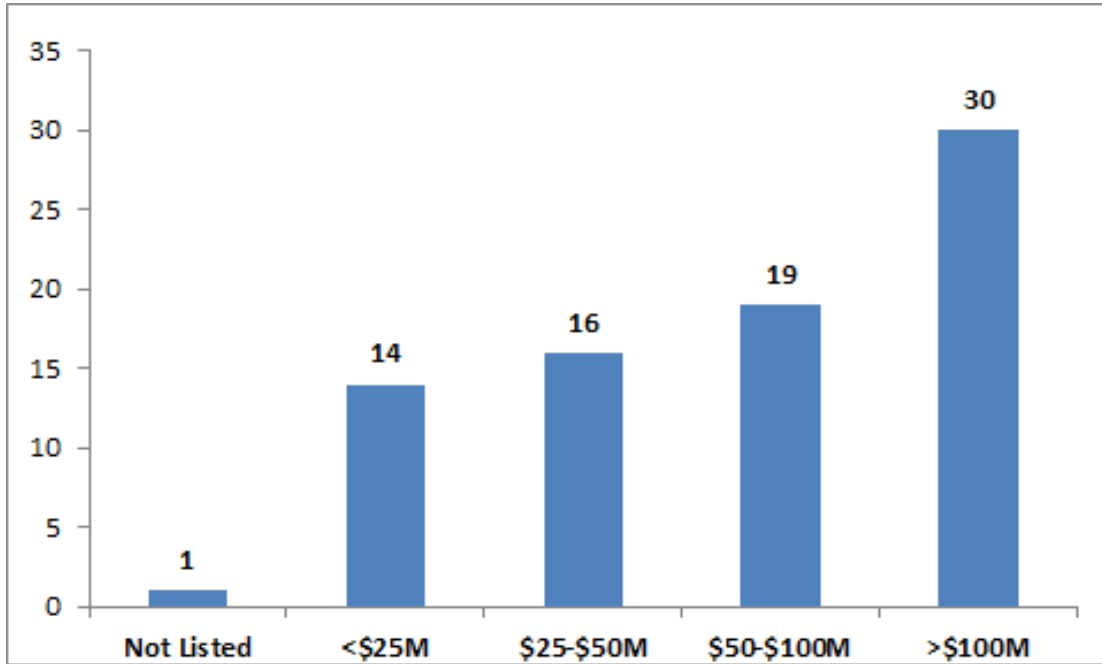
For each of our Elite 80 companies, we have included an estimate of 2021 revenue or ARR in the ranges of <\$25 million, \$25-\$50 million, \$50-\$100 million, and >\$100 million. For companies that predominantly sell subscription services, we categorize based on ARR and for companies that predominantly sell perpetual licenses, we categorize based on revenue.

FIGURE 7. Elite 80 Companies by Revenue or ARR Ranges

>\$100 million	\$50-\$100 million	\$25-\$50 million	<\$25 million
Arctic Wolf	Armis	Aqua Security	Balbix
Aryaka	Armor	Aviatrix	Clumio
Beyond Trust	Claroty	Bugcrowd	Cyware
BitSight Technologies	Cloudian	Cymulate	Ericom Software
Cato Networks	Cofense	Digital Shadows	Fortress
Checkmarx	Contrast Security	Dragos	Illusive
Code42	FireMon	Immersive Labs	Karamba Security
ConnectWise	Flashpoint	Keyfactor	Mission Secure
Cybereason	GoSecure	Nozomi	Orca Security
Delinea	HackerOne	Perimeter X	Rollbar
Druva	Liqid	vArmour	Shift5
eSentire	Menlo Security	Wasabi Technologies	Tempered
Exabeam	RedSeal	Wiz	Weka
ExtraHop	Scale Computing		
iboss	SecurityScorecard		
Illumio	Skybox Security		
Imperva	Synack		
Lookout	Sysdig		
Malwarebytes	Vectra		
Netskope	WhiteSource Software		
OneTrust	ZeroFOX		
Qumulo	Zimperium		
Recorded Future			
Rubrik			
Smarsh			
Snyk			
Socure			
Tanium			
Vast Data			
Venafi			
Veracode			
Watchguard			

Source: JMP Securities LLC and Company Reports

FIGURE 8. Number of Elite 80 Companies by Revenue Range



Source: JMP Securities LLC and Company Reports

In our view, the increasing adoption of new data center architectures and the cloud is driving demand for solutions that are purpose-built for today's IT environments. As a result, innovative startup vendors are well-positioned to take share from slower-moving incumbents with outdated architectures. We view our Elite 80 companies as a mix of cybersecurity and IT infrastructure. As the market shifts, we believe these companies will have a strong opportunity to represent the next generation of IT infrastructure vendors.

INDEX BY VENTURE CAPITAL FIRM

645 Ventures	Amity Ventures	BlackRock Funds	Citi Ventures
Shift 5	Qumulo	Cofense	Illusive
83North	Amos Ben-Meir	Lookout	Immersive Labs
Vast Data	Scale Computing	Snyk	Socure
WhiteSource	Andreessen Horowitz	Blackstone	Tanium
8VC	Illumio	Qumulo	vArmour
Illumio	Lookout	Vectra	Clearvision Ventures
ABR Capital, LLC	Tanium	Blue Bear Capital	Claroty
Liqid	Andrew Peterson	Mission Secure	CloudScale Capital Partners
Accel Partners	Cyware	Blue Chip Venture	Wasabi
Code42	Arjun Sethi	Scale Computing	Coatue Management
Illumio	Rollbar	Blue Cloud Ventures	Cato Networks
Lookout	Asgent	Druva	OneTrust
Netskope	Karamba Security	Blue Owl Capital	Snyk
Snyk	Aspect Ventures	Arctic Wolf	Collina Ventures
Socure	Cato Networks	Illumio	Scale Computing
Sysdig	Exabeam	Blue Wing Ventures	Comcast Ventures
Vectra	Aster Capital	Shift 5	BitSight
Accomplice VC	Claroty	BMW iVentures	Bugcrowd
Recorded Future	Atlantic Bridge	Claroty	Commonfund
Acero Capital	Vectra	Boldstart Ventures	Vast Data
Contrast Security	Atlassian Ventures	Security Scorecard	Cota Capital
Activate Capital	Snyk	Brookfield Asset Management	Rollbar
Nozomi Networks	Audax Private Equity	Armis	Crosspoint Capital Partners
Adams Street	Flashpoint	BYU Cougar Capital	Cyware
Orca Security	AXA Venture Partners	Dragos	ExtraHop
Adams Street Partners	Contrast Security	C5 Capital	CRV
Arctic Wolf	Security Scorecard	Synack	Aviatrix
Cofense	B Capital Group	Canaan Partners	Cybereason
Perimeter X	Synack	Dragos	CVC Capital Partners
Advent International	Baillie Gifford	Perimeter X	Skybox
Cyware	Tanium	Snyk	Cyber Mentor Fund
Albert Azout	Bain Capital Ventures	Capital One Ventures	Dragos
Rollbar	ExtraHop	Aqua Security	DAG Ventures
Alex Yampolskiy	Rollbar	Socure	Vectra
Cyware	Rubrik	CapitalG	Data Collective
Alkeon	Sysdig	Armis	Illumio
Snyk	Base Partners	Orca Security	Perimeter X
Allegis Capital	Netskope	CDPQ	DataTribe
Dragos	Battery Ventures	Druva	Dragos
Synack	Contrast Security	Chevron Technology Ventures	Dell Technologies Capital
vArmour	Benchmark Capital	Mission Secure	Cymulate
Alter Venture Partners	HackerOne	CID Equity	Druva
Balbix	Scale Computing	Scale Computing	Vast Data
Scale Computing	Skybox	Weka	Deutsche Telekom Capital
Altimeter Capital	Bessemer Venture Partners	Cisco Investments	Aryaka
Clumio	Claroty	Exabeam	DFJ
AME Cloud Ventures	Illusive	Illusive	Sysdig
Vectra	BET	Weka	DH Capital
American Express Ventures	Scale Computing		Liqid
Menlo Security			Dragoneer Investment Group
			HackerOne

INDEX BY VENTURE CAPITAL FIRM

DRW Venture Capital RedSeal	Forestay Capital Wasabi	Glynn Capital Sysdig	HSBC Menlo Security
DTCP Perimeter X	Formation 8 Aviatrix	Goldman Sachs Aryaka	IA Ventures Vectra
EDBI Druva	Forward Investments Nozomi Networks	Cloudian	Icon Ventures Exabeam
Edison Partners eSentire	Foundation Partners Venafi	iboss	RedSeal
Emerald Development Managers Cyware	Founders Equity Partners Dragos	Immersive Labs	Synack
Emerson Ventures Dragos	Francisco Partners BeyondTrust	Lookout	ICONIQ Capital Netskope
Emmanuel Benzaquen Checkmarx	iboss	Vast Data	Orca Security
Energize Nozomi Networks	Watchguard	GP Bullhound HackerOne	Ignition Partners Aviatrix
Energy Impact Partners Dragos	Frank Sloodman Rubrik	Great Road Holdings Cyware	Tempered
Energy Innovation Capital Mission Secure	Franklin Templeton Investments Illumio	Greenfield Partners Vast Data	Index Ventures Clumio
EQT Ventures HackerOne	OneTrust	Greenoaks Capital Wiz	Lookout
Ericson Menlo Security	Snyk	GreenSpring Associates Aqua Security	Tanium
Energy Ventures Clarity	Tanium	Greylock Partners Cato Networks	Wiz
Evolution Equity Partners Security Scorecard	Gemini Israel Weka	Rubrik	Industry Ventures Digital Shadows
Eyal Gruner Cymulate	General Advance Shift 5	Synack	Innovation Endeavors Clarity
FF Venture Capital Socure	General Catalyst Aviatrix	Guggenheim Sysdig	Illusive
Fidelity Management & Research Cloudian	Contrast Security	GV Security Scorecard	Innovation Network Corporation of Japan Cloudian
Malwarebytes	Illumio	Snyk	In-Q-Tel RedSeal
Tanium	Menlo Security	Synack	Sysdig
Wasabi	General Motors Ventures Keyfactor	Hamilton Capital Illumio	Insight Venture Partners Aqua Security
First Analysis Scale Computing	Generation Venture Keyfactor	Harmony Partners Orca Security	Armis
First In Shift 5	Geodesic Capital Netskope	Hellman & Friedman Checkmarx	Checkmarx
Flint Capital Socure	Snyk	Hercules Capital Druva	Firemon
Fluid Capital Group Tempered	Tanium	Heron Capital Scale Computing	Immersive Labs
Flybridge Capital Partners BitSight	Georgian Partners Armis	Highland Capital Partners Malwarebytes	Keyfactor
Bugcrowd	eSentire	Qumulo	OneTrust
Fontinalis Partners Karamba Security	GGV Capital BitSight	vArmour	Recorded Future
	Bugcrowd	Hitachi Weka	Shift 5
	Nozomi Networks	Hiten Shah Rollbar	Sysdig
	Orca Security	Honeywell Ventures Nozomi Networks	Wiz
	Synack	HPE Synack	Institutional Venture Partners Tanium
	Glenrock Group Karamba Security	Weka	Intel Capital Cloudian
	Globespan Capital Partners BitSight		Security Scorecard
	Bugcrowd		Synack
			InterWest Partners Aryaka
			ION Crossover Partners Aqua Security
			IQT Nozomi Networks

INDEX BY VENTURE CAPITAL FIRM

Ireland Strategic Investment Fund	Level.VC	Mitsui & Co.	NTT DOCOMO Ventures
Vectra	Rollbar	Claroty	Wasabi
IREON Ventures	Liberty Global	Mohr Davidow Ventures	NTT Finance Corp.
Mission Secure	BitSight	Aryaka	Druva
Iron Gate Capital	Bugcrowd	Moody's	Nue Capital
Liqid	Liberty Mutual	BitSight	Shift 5
Irving Investors	Karamba Security	Bugcrowd	Nvidia
Cybereason	Liberty Strategic Capital	Security Scorecard	Vast Data
IVP	Contrast Security	More Ventures	Weka
Rubrik	Cybereason	Claroty	Octopus Ventures
J2 Ventures	Lightspeed Venture Partners	Weka	Digital Shadows
Shift 5	Aqua Security	Mubadala Ventures	One Equity Partners
JC2 Ventures	Cato Networks	Balbix	Armis
Balbix	Exabeam	NaHCO3	One Peak Partners
JCI Ventures	Netskope	HackerOne	Cymulate
RedSeal	Rubrik	National Australia Bank	Ontario Teachers' Pension Plan
JMI Equity	Lockheed Martin	Digital Shadows	Tanium
Code42	Cybereason	National Grid Partners	Outland
John Chambers	Lone Pine Capital	Dragos	Shift 5
Rubrik	Orca Security	Neuberger Berman	OVP Venture Partners
John W. Thompson	Lux	Cybereason	RedSeal
Rubrik	Nozomi Networks	Druva	Owl Rock
JP Morgan	M12	Menlo Security	Arctic Wolf
Illumio	Aqua Security	New Enterprise Associates	Paladin Capital Group
Menlo Security	Contrast Security	HackerOne	Karamba Security
K1 Investment Management	Illusive	Illusive	Panorama Point Partners
Smarsh	Synack	Malwarebytes	Liqid
Kevin Milden	WhiteSource	New View Capital	Passion Capital
Lookout	Macquarie Capital & R/GA Ventures	Code42	Digital Shadows
Keysight Technologies	Mission Secure	Next47	Pernira
Nozomi Networks	Madrona	Claroty	Sysdig
Khosla Ventures	Qumulo	Sysdig	Phison
Lookout	Marc Benioff	Vast Data	Liqid
Rubrik	HackerOne	Nexus Venture Partners	Pitango
Vectra	Mark Leslie	Aryaka	WhiteSource
Kingston Technology	Rubrik	Druva	Planven
Liqid	Marker Hill	NGP Capital	Nozomi Networks
Kleiner Perkins	Liqid	Security Scorecard	Porsche Ventures
Qumulo	Marker LLC	NightDragon Security	Nozomi Networks
Koch Disruptive Technologies	Illusive	iboss	Prelude Mercato Partners
Dragos	MATH Venture Partners	Illusive	Cyware
KPCB	RedSeal	vArmour	Prerji Invest
Synack	Maty Siman	Northern Light Venture Capital	Sysdig
Lamphere Capital	Checkmarx	Qumulo	Presidio Ventures
Shift 5	Mayfield	Northgate Capital	Aryaka
Leapfrog Ventures	Balbix	Scale Computing	Karamba Security
RedSeal	Mellanox Technologies	Northleaf Capital Partners	Prosperity7 Ventures
Lenovo	Weka	eSentire	Wasabi
Scale Computing	Menlo Ventures	Norwest Venture Partners	Qualcomm
Leslie Ventures	BitSight	Exabeam	Weka
Clumio	Bugcrowd	Vast Data	Rally Capital
	Immersive Labs	Weka	Tempered

INDEX BY VENTURE CAPITAL FIRM

Razor's Edge Ventures	Seagate	Storm Ventures	Tiger Global Management
GoSecure	Weka	Digital Shadows	Snyk
RedDot Capital Partners	Sequoia Capital	Stripes	Vast Data
Claroty	Druva	Orca Security	TOLA Capital
Redline Capital	Netskope	Snyk	OneTrust
vArmour	Security Scorecard	Summit Partners	Tom Noonan
Redpoint Ventures	Wiz	Immersive Labs	Cyware
Arctic Wolf	SGE (Susquehanna Growth Equity)	Sutter Hill Ventures	TPG
Orca Security	Cymulate	Clumio	Checkmarx
Renny McPherson	WhiteSource	RedSeal	Delinea
Shift 5	SharesPost Investment Management	SVIC	Tanium
Reservoir Venture Partners	Lookout	Karamba Security	Triangle Peak Partners
Scale Computing	Shlomo Kramer	Symphony Technology Group	Nozomi Networks
Resolute Ventures	Aqua Security	RedSeal	Trilogy Ventures
Rollbar	Exabeam	Synchrony Financial	Lookout
Rho	Signatures Capital	Socure	Trinity Ventures
OneTrust	Rollbar	T. Rowe Price	Aryaka
Ridge Ventures	Silicon Valley CISO Investments	Lookout	Digital Shadows
Tempered	Orca Security	Tanium	Two Sigma Ventures
Riverwood Capital	Silver Lake	Tanium	Security Scorecard
Druva	Vectra	Cyware	Socure
Security Scorecard	Singtel Innov8 Ventures	TCV	U.S. Venture Partners
Rockwell Automation	Balbix	Aviatrix	Cato Networks
Claroty	BitSight	OneTrust	United States Air Force
Runway Growth Capital	Bugcrowd	Venafi	Shift 5
RedSeal	Cato Networks	Team8	United States DoD
SAIC	Synack	Claroty	Shift 5
Orca Security	Social Capital	Tefken	University of Virginia
Salesforce Ventures	Netskope	Claroty	Mission Secure
Perimeter X	SoftBank	Telefonica	Unusual Ventures
Snyk	Cybereason	Nozomi Networks	Arctic Wolf
Tanium	OneTrust	Telstra Ventures	Valor Equity Partners
Wiz	Sonae IM	Cofense	HackerOne
Sands Capital	Arctic Wolf	vArmour	Venrock
Snyk	Sorenson Capital	Temasek	RedSeal
SAP National Security Services	Socure	Claroty	Vertex Growth
GoSecure	Spark Capital	Orca Security	Cymulate
Sapphire Ventures	Cybereason	Ten Eleven Ventures	Vertex Ventures
Exabeam	Split Rock Partners	Cyware	Cymulate
Netskope	Code42	Digital Shadows	Perimeter X
Sathwik Ventures	Splunk	Tenaya Capital	Viking Global Investors
Scale Computing	Orca Security	Druva	Druva
Saudi Aramco Energy Ventures	Spring Lake Equity Partners	The Circumference Group	Viking Global Investors
Dragos	Illusive	Armor	Arctic Wolf
SC Ventures	Spring Mill Venture Partners	Third Point Ventures	VinFast
vArmour	Scale Computing	Aryaka	Karamba Security
Scale	Squadra Ventures	Sysdig	Vision Tech Partners
Perimeter X	Shift 5	ST Telemedia	Scale Computing
Socure	ST Telemedia	ConnectWise	Vista Equity Partners
Schweitzer Engineering Laboratories	Armor	Illumio	Menlo Security
Dragos	Stephens Group, LLC	Imperva	W Investment Group
	Armor	Venafi	GoSecure
		Veracode	

INDEX BY VENTURE CAPITAL FIRM

Warburg Pincus

BitSight
Bugcrowd
Contrast Security
eSentire

Wellington Management

Lookout
Tanium

Western Digital

Weka

Willoughby Capital

Orca Security

Wing Venture Capital

Synack

Wipro Ventures

Vectra

World Innovation Lab

Digital Shadows

Yaletown Partners

GoSecure

YL Ventures

Karamba Security
Orca Security

Zane Lackey

Cyware

Zscaler

Cyware



Aqua Security

Founded: 2015
Revenue: \$25M - \$50M

www.aquasec.com
781.362.4787

800 District Avenue, Suite 510
Burlington, MA 01803

Company Summary: With a mission to provide fluid security at the speed of DevOps, Aqua Security is a cloud-native security platform securing builds, workloads, and infrastructure alike across the full technology stack including cloud, virtual machines, containers/kubernetes, and serverless environments. With a shift-left approach to security ingrained in the platform, customers are able to securely accelerate application development to production and eliminate roadblocks along their digital transformation journey. Aqua Security is the largest pure-play cloud native security company and its customers are among the world's largest enterprises in financial services, software, media, manufacturing and retail.

Products/Services: The Aqua Platform provides prevention, detection, and response automation across the entire application lifecycle. The platform is used to secure the development of cloud native applications, secure cloud infrastructure and secure running workloads wherever they are deployed. In addition, from testing to remediation, Aqua automates security to reduce that attack surface and block unwanted behavior. The company has implementations across a broad range of cloud providers and modern technology stacks spanning containers, serverless functions, and cloud VMs.

Key Officers:

Dror Davidoff – Co-founder & CEO
Amir Jerbi – Co-founder & CTO
Limor Schwartz – CFO
Christopher Smith – CRO
Matthew Richards – CMO
Paul Calatayud – CISO
Rani Osnat – SVP, Strategy

Competition:

Palo Alto Networks
Lacework
Orca Security
Snyk
Sysdig

Total Funding: >\$265M

Board of Directors:

Dror Davidoff – Co-founder & CEO
Amir Jerbi – Co-founder & CTO
Mony Hassid – M12
Lonne Jaffe – Insight Partners
Shlomo Kramer – CEO Cato Networks
Gili Lohan – ION Crossover
Ravi Mhatre – Lightspeed Venture
Rona Segev – TLV Partners
Joe Sexton – former CEO, AppDynamics
Hunter Somerville - Greenspring

Key Investors:

Capital One Ventures
Greenspring Associates
Insight Venture Partners
ION Crossover Partners
Lightspeed
M12
Shlomo Kramer
TLV Partners

Headcount: 510

Open Positions: 83

U.S. based: 34
International: 49
Sales: 25
Other: 58

Source: Company website, all revenues are CY-21



Arctic Wolf



Founded: 2012
Revenue: >\$100M

www.arcticwolf.com
 888.272.8429

8939 Columbine Rd, Suite 150
 Eden Prairie, MN 55347

Company Summary: Arctic Wolf’s mission is to provide security services for its customers so effectively that both the likelihood and impact of a cyberattack is minimized to the point where risk is essentially zero, thereby ending cyber risk. The company leverages ownership of a technology platform along with a security team to provide monitoring, detection, and response, as well as ongoing risk management. Arctic Wolf has approximately doubled its business annually for several years and its average deal size has grown approximately 70% over the past two years. Initially, the company started in smaller enterprise markets, but it increasingly services larger customers and it maintains exceptional customer service ratings. Additionally, the company is expanding into international markets and growth has been robust.

Products/Services: Arctic Wolf’s perspective on historical breach activity drives a conclusion that security products alone are not well-equipped to solve security problems. Management’s unique view is that product failures are actually operation failures and how to recognize risk is a critical question Arctic Wolf resolves with technology and process. The concierge security operations team (two reps per customer account) sits on top of the cloud-native security operations platform in order to deliver managed detection and response, managed risk, cloud security posture management, managed security awareness and managed cloud monitoring.

Key Officers:

- Nick Schneider – President & CEO
- Brian NeSmith – Co-founder & Exec. Chair
- Gregor McCole – CFO
- Dan Larson – CMO
- Dan Schiappa – CPO
- Michael Morrissey – Senior VP, R&D

Competition:

- Alert Logic
- CrowdStrike
- eSentire
- SentinelOne
- SecureWorks

Board of Directors:

- Brian NeSmith – Exec Chair, Arctic Wolf
- Nick Schneider – CEO, Arctic Wolf
- Allen Beasley – Partner, Redpoint Ventures
- John Vrionis – Co-founder & Managing Partner, Unusual Ventures
- Fred Wang – General Partner, Adams Street Partners
- Carlos Alberto Silva – Exec. Director, Sonae IM

Total Funding: \$498M

Key Investors:

- Adams Street Partners
- Blue Owl
- Owl Rock
- Sonae IM
- Redpoint Ventures
- Unusual Ventures
- Viking Global Investors

Headcount: 1350

Open Positions: 150

- U.S. based: 87
- International: 63
- Sales: 15
- Other: 135

Source: Company website, all revenues are CY-21

The Arctic Wolf Security Operations Cloud

Built on the Arctic Wolf® Platform and delivered by Our Concierge Security® Team:

Managed Detection and Response

Advanced Threat Detection and Response

Managed Risk

Continuous Vulnerability and Risk Management

Managed Security Awareness

Prepare employees to recognize and neutralize social engineering attacks



Armis

Founded: 2015
Revenue: \$50-\$100M

www.armis.com
 888.452.4011

300 Hamilton Avenue, Suite 500
 Palo Alto, CA 94301

Company Summary: Armis Security is an agentless IoT security provider allowing enterprises a comprehensive view of digital asset inventory in order to track behavior, detect threats, and execute remediation measures. The company addresses customer concerns stemming from a lack of accurate and detailed inventory of every asset in their environment. This shortfall leads to security blind spots as up to 80% of an enterprise’s assets are unrelated to traditional laptop endpoints and servers. The company has grown at triple-digit rates in recent years and is projected to continue its expansion at a rapid pace in 2022.

Products/Services: Armis primarily operates in the agentless EDR space and an exhaustive asset discovery and inventory solution to optimize threat detection, compliance, visibility, incident response, and compliance. With Armis’ unique agentless architecture the platform is entirely passive, avoiding the need for scanning solutions which prevents the risk of performance disruptions. The platform offers built-in functionality for either automated or manual responses toward policy violations/threat detections, in coordination with existing network infrastructure or security solutions (through integrations) to disconnect and quarantine malicious or suspicious devices.

Key Officers:

- Yevgeny Dibrov – CEO & Co-founder
- Nadir Izrael – CTO & Co-founder
- Jean English – CMO
- Jonathan Carr – CFO
- Brian Gumbel – CRO
- Peter Duggart – CSO
- Curtis Simpson – CISO

Competition:

- Clarity
- Darktrace
- Forescout
- Nozomi

Total Funding:

Acquired by Insight Partners & Capital G in 2020 at a valuation of \$1.1 billion followed by additional investors.

Board of Directors:

Not Disclosed

Key Investors:

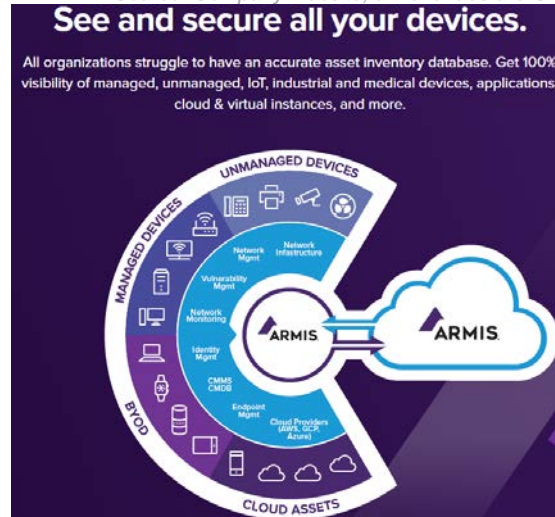
- Brookfield Asset Management
- CapitalG
- Georgian
- Insight Partners
- One Equity Partners

Headcount: 500

Open Positions: 85

- U.S. based: 43
- International: 42
- Sales: 39
- Other: 46

Source: Company website, all revenues are CY-21





Armor

Founded: 2009
Revenue: \$50-\$100M

www.armor.com
 877.262.3473

2360 Campbell Creek Blvd., Ste. 525
 Richardson, TX 75082

Company Summary: Armor provides security services to protect enterprise applications and data workloads in the public cloud, hybrid, and on-premise deployments through a managed security service provider (MSSP) approach. The company mixes a set of organically developed technology and premier security talent to prevent, detect, and remediate basic data center security. Armor also utilizes a variety of third-party tools to serve a holistic security approach, from endpoint protection to vulnerability management. The company’s unique approach to serving all types of environments makes it a differentiated security partner for customers that need an MSSP.

Products/Services: Armor’s managed service offering, Armor Anywhere, is designed to be a simple security-as-a-service subscription offering, with the flexibility to operate in any environment while providing unified visibility and control, audit-ready compliance, and robust protection. Key services include File Integrity Monitoring, Intrusion Prevention System, Log & Data Management, Endpoint Detection and Response, Malware Protection, Vulnerability Scanning, Threat Detection & Response, and Recommendation Scans. The service is used by >1,500 customers in over 42 countries.

Key Officers:

Chris Drake – Founder
 Bryan Hauptman – CRO
 Josh Bosquez – CTO

Competition:

Alert Logic
 Arctic Wolf
 Splunk

Board of Directors:

Chris Drake – Founder & COO, STT Cloud
 Aaron Clark – MD, Stephens Group, LLC
 Chris Smith – Partner, The Circumference Group
 Stephen Miller – President & Group CEO, ST Telemedia
 Steven Terrell Clontz – SVP, International, ST Telemedia
 Kyle Lee – SVP & Head of M&A

Total Funding: \$149M

Key Investors:

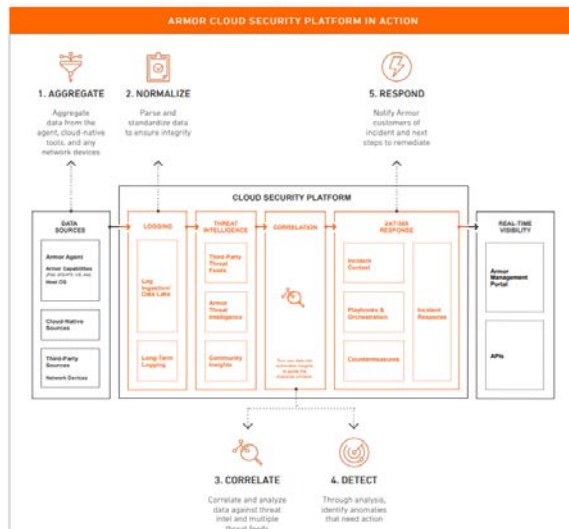
ST Telemedia
 Stephens Group, LLC
 The Circumference Group

Source: Company website, all revenues are CY-21

Headcount: 200

Open Positions: 13

U.S. based: 12
 International: 1
 Sales: 2
 Other: 11





Aryaka

Founded: 2009
Revenue: <\$100M

www.aryaka.com
 877.727.9252

1850 Gateway Dr., Suite 500
 San Mateo, CA 94404

Company Summary: Aryaka utilizes its private network to offer cloud-based WaaS (WAN-as-a-service) to connect enterprises across cities, countries, and clouds while delivering uncompromised application performance. The company’s cloud service provides highly reliable and fast application performance, thereby eliminating the need to deploy SD WAN infrastructure or build private networks with expensive dedicated (MPLS) lines. The company leverages the global availability of broadband services and its proprietary software-defined network to provide enterprise-class service that is provisioned and monitored in real time and is highly cost effective. Key drivers include the adoption of cloud and SaaS applications, along with the globalization of enterprise organizations. The company maintains 99.999% uptime, an NPS score of 65+, and 98% customer retention.

Products/Services: Aryaka’s managed SD-WAN and SASE services platform was built on a global, cloud-first network infrastructure that provides connectivity and security services. The services are provided in more than 100 countries with secure end-to-end connectivity, multi-cloud direct links, and multi-segment application optimization. It supports day-1 SLAs and both edge and cloud security.

Key Officers:

- Matt Carter – CEO
- Brad Kinnish – CFO
- Shashi Kiran – CMO
- Edward Frye – CISO

Board of Directors:

- Matt Carter – CEO, Aryaka
- Ashwath Nagaraj – Co-founder & CTO, Aryaka
- Jishnu Bhattacharjee – Nexus Venture Partners
- Ram Gupta – Non-Executive Chairman
- Bob Kelly – Goldman Sachs
- Khaled Nasr – InterWest Partners
- Rob Schwartz – Third Point Ventures
- Jim Smith – Mohr Davidow
- Fred Wang – GP, Trinity Ventures

Competition:

- Akamai
- AT&T
- Cisco
- VMware
- Verizon

Total Funding: \$184M

Key Investors:

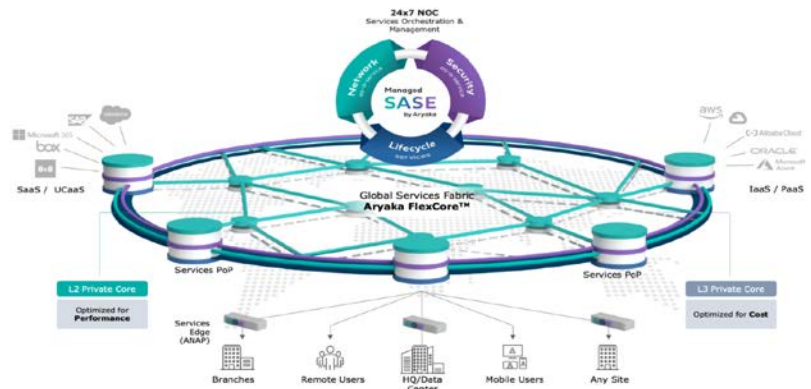
- Goldman Sachs Private Capital Investing
- Deutsche Telekom Capital Partners
- Third Point Ventures
- InterWest Partners
- Mohr Davidow Ventures
- Nexus Venture Partners
- Presidio Ventures
- Trinity Ventures

Headcount: >500

Open Positions: 28

- U.S. based: 12
- International: 16
- Sales: 4
- Other: 24

Source: Company website, all revenues are CY-21





Aviatrix

Founded: 2014
Revenue: \$25-\$50M

www.aviatrix.com
 844.263.3100

2901 Tasman Drive #109
 Santa Clara, CA 95054

Company Summary: Aviatrix is a provider of cloud networking software designed to enable users to gain the visibility and control in the cloud that they are accustomed to in their on-premise networks. The solution delivers a single, common platform for multi-cloud networking, regardless of public cloud providers used. It delivers the simplicity and automation enterprises expect from the cloud while providing security capabilities and the traffic engineering control that network architects are missing in cloud service provider environments. Aviatrix has over 500 customers and more than 50 business and technology partners.

Products/Services: The Aviatrix cloud network platform provides multi-cloud networking, security, and operational visibility. Aviatrix software leverages public cloud provider APIs to interact with and directly program native cloud networking constructs, abstracting the unique complexities of each cloud to form one network data plane. The company’s Cloud Network Platform leverages a multi-cloud architecture to provide transit that supports advanced networking and security services and provides intelligence into network health, traffic flows, and anomalies.

Key Officers:

- Steve Mullaney - CEO
- Sherry Wei – CTO & Founder
- John Jendricks – COO
- Cyrous Jame – CFO
- Karl Driesen – CRO
- Frank Cabri – VP, Marketing

Competition:

- Cisco
- VMware
- Zscaler

Total Funding: \$340M

Board of Directors:

- Devdutt Yellurkar – Partner, CRV
- Nick Sturiale – Managing Partner, Ignition Partners
- Shirish Sathaye – General Partner, Formation 8
- Quentin Clark – Managing Director, General Catalyst
- Tim McAdam – General Partner, TCV

Key Investors:

- CRV
- Formation 8
- General Catalyst
- Ignition Partners
- TCV

Headcount: 425

Open Positions: 156

U.S. based: 107
 International: 49
 Sales: 28
 Other: 128



Figure 1: The Aviatrix cloud network platform brings multi-cloud networking, security, and operational visibility capabilities that go beyond what any cloud service provider offers.

Balbix



Founded: 2015
Revenue: <\$25M

www.balbix.com
 866.936.3180

3031 Tisch Way #800
 San Jose, CA 95128

Company Summary: Balbix addresses the challenge of security prioritization via its predictive breach risk and resilience platform. The company’s artificial intelligence engine predicts attack propagation and provides real-time risk heat maps that deliver insights into breach activity. This is conducted through a continuous discovery process that assesses vulnerabilities in order to ensure accuracy in quantifying breach risk.

Products/Services: Balbix BreachControl spans an enterprise network with sensors, connectors, and collectors to engage in the act of continuous discovery and monitoring of devices, apps, and users across 100+ attack vectors. The platform leans on the Balbix Brain, which calculates likely breach scenarios and suggests high-priority action items to improve the overall cybersecurity posture. A ticketing and orchestration system integration is the final piece to operationalize and maintain the enhanced cybersecurity posture.

Key Officers:
 Gaurav Banga, Ph.D. – Founder & CEO
 Vinay Sridhara – CTO
 Trevor Daughney – CMO
 Chris Griffith – VP, Products
 Ramki Ramakrishnan – VP, Operations

Competition:
 Tenable
 Qualys
 Rapid7
 SecurityScorecard

Total Funding: \$28.6M

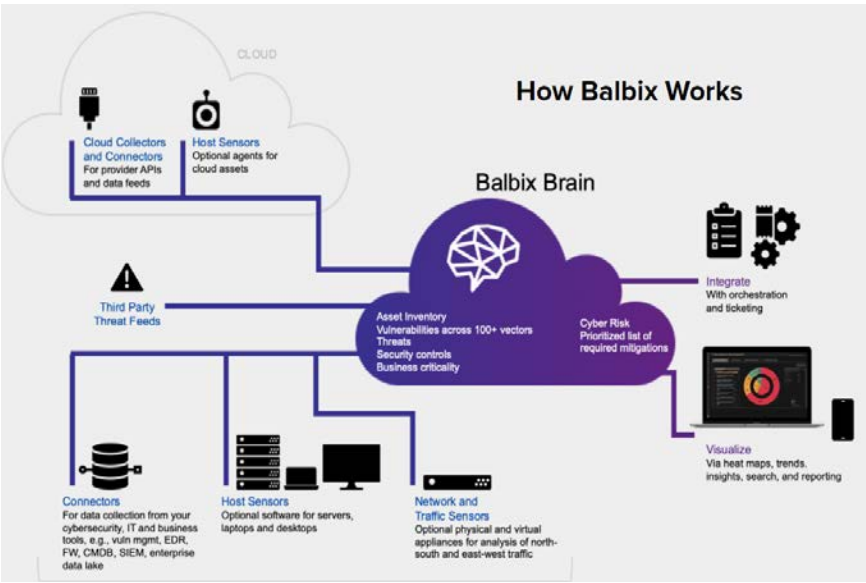
Board of Directors:
 Gary Gauba – Independent
 Gaurav Banga, Ph.D. – Founder & CEO
 Navin Chaddha – MD, Mayfield Fund
 Pankaj Patel – MD, Cirrus Research

Key Investors:
 Alter Venture Partners
 JC2 Ventures
 Mayfield
 Mubadala Ventures
 Singtel Innov8 Ventures

Headcount: 100

Open Positions: 27
 U.S. based: 17
 International:10
 Sales: 0
 Other: 27

Source: Company website, all revenues are CY-21





BeyondTrust

Founded: 2003
Revenue: \$350M

www.beyondtrust.com
877.826.6427

11695 Johns Creek Pkwy
Suite 200
Johns Creek, GA 30097

Company Summary: BeyondTrust is a provider of privileged access management (PAM), helping IT organizations to ensure universal privilege management, cloud security, compliance, endpoint security, ransomware protection, and service desk efficiency. Embodying a least privileged approach to security architecture, BeyondTrust can simplify deployments, reduce privileged user risks, and improve functional usability. The company serves 15K active customers, including 78 of the Fortune 100. The company’s comprehensive portfolio is the product of several companies Bomgar acquired, including BeyondTrust, Avecto, and Lieberman Software.

Products/Services: BeyondTrust’s privileged access management platform is segmented into four primary products: Endpoint Privilege Management, which thwarts ransomware and malware attacks across network devices while minimizing end-user disruption; Secure Remote Access, which enables provisioning and auditing of access control for internal/external use cases outside of a VPN; Privileged Password Management, which automatically regulates privileged session activity along with secrets management for DevOps use cases and Cloud Privilege Protection, which manages access providing the least privileges across cloud infrastructure. Additionally, BeyondInsight is the platform’s built-in reporting tool, which includes centralized management, reporting, and threat analytics.

Key Officers:

- Matt Dircks – CEO
- Janine Seebeck – COO & CFO
- Brent Thurrell – CRO
- Morey J. Haber – CSO
- Raj Cherukuri – EVP, Engineering
- Dave Giles – Chief Customer Success Officer
- Liz Shulof – CMO

Board of Directors:

- Matt Dircks – CEO, BeyondTrust
- Amar Hanspal – CEO, Bright Machines
- Nick Noviello – COO, Forescout Technologies
- Dipanjnan Deb – Co-founder & CEO, Francisco Partners
- Brian Decker – Deal Partner, Francisco Partners
- Bruce Grainger – Consulting Operating Partner, Francisco Partners

Headcount: 1,000

Open Positions: 94

- U.S. based: 40
- International: 54
- Sales: 10
- Other: 84

Competition:

- CyberArk
- Rapid7
- Tenable
- ThycoticCentrify

Total Funding: N/A

Key Investors:

Francisco Partners

Source: Company website, all revenues are CY-21

Common Use Cases for BeyondTrust

BeyondTrust Privileged Access Management solutions are used to satisfy a variety of security, service desk, and industry-specific use cases.

<p>Cloud Security Protect your business with the most proven PAM solutions for the cloud.</p>	<p>Compliance Satisfy audit and compliance requirements out-of-the-box.</p>
<p>Cyber Insurance Earn the foundational security standards required by Cyber Insurance issuers.</p>	<p>Digital Transformation Build security into the foundation of your digital transformation program.</p>
<p>Endpoint Security Protect every endpoint across your enterprise from known and unknown threats.</p>	<p>Operational Technology Enable secure remote access to critical operational technology (OT) systems.</p>
<p>Ransomware Make your environment inhospitable to ransomware and other malware.</p>	<p>Service Desk Efficiency Reduce tickets, improve incident resolution times, lower IT costs, and more.</p>
<p>Universal Privilege Management Secure every privileged user, session, and endpoint.</p>	<p>Zero Trust Reduce cyber risks and achieve Zero Trust goals.</p>

BitSight Technologies



Founded: 2011
Revenue: >\$100M

www.bitsighttech.com
 617.245.0469

111 Huntington Ave., Ste #2010
 Boston, MA 02199

Company Summary: BitSight enables companies to mitigate third- and fourth-party risk, benchmark security performance, underwrite cyber insurance policies, and assess aggregate risk with objective, verifiable, and actionable security ratings. Generated through externally observable data, BitSight's Security Rating ranges from 250 to 900 with higher scores representing more security, much like a credit score. The rating is established via observable data, allowing BitSight to generate scores for every company in the world, just using public data. It is also able to instantly discover single points of failure and develop sovereign security ratings at a national level. BitSight has 2,300 customers, including more than a quarter of the Fortune 500 and 50% of the world's cyber insurers.

Products/Services: BitSight offers four main cyber ratings products: Security Performance Management, Third-Party Risk Management, Fourth-Party Risk Management Cyber Insurance, and Financial Quantification. The first product enables customers to develop a risk-based, outcome-driven approach to managing the performance of their own security while the second and third products enable customers to make cyber-risk management decisions with regard to suppliers and partners. The company's Financial Quantification enables customers to assess their financial exposure to cybersecurity risks.

Key Officers:

Steve Harvey – CEO
 Stephen Boyer – CTO & Co-founder
 Dave Fachetti – Chief Strategy Officer
 Mark Desautelle – Chief Customer Officer
 James Hillier – CFO

Board of Directors:

Bob Brennan – Chairman and Board Member
 Steve Harvey – CEO, BitSight
 Stephen Boyer – Co-founder, CTO, BitSight
 David Aronoff – GP, Flybridge Capital Partners
 Cary Davis – MD, Warburg Pincus
 Dave Fachetti – CSO, BitSight
 Venky Ganesan – MD, Menlo Ventures
 Shelley Leibowitz – Founder, SL Advisory
 Dave Platt – CSO, Moody's
 Glenn Solomon – MP, GGV Capital

Competition:

SecurityScorecard
 RiskRecon

Total Funding: \$400M

Key Investors:

Comcast Ventures
 Flybridge Capital Partners
 GGV Capital
 Globespan Capital Partners
 Liberty Global
 Menlo Ventures
 Moody's
 Singtel Innov8
 Warburg Pincus

Source: Company website, all revenues are CY-21

Headcount: >500

Open Positions: 50

U.S. based: 29
 International: 21
 Sales: 16
 Other: 34



Bugcrowd



Founded: 2011
Revenue: \$25M-\$50M

www.bugcrowd.com
 888.361.9734

921 Front St., First Floor
 San Francisco, CA 94111

Company Summary: Bugcrowd provides crowdsourced security assessment, with a SaaS-based platform that allows companies to crowdsource hackers to test their security posture. Bugcrowd triages and validates all hackers, to reduce risk for its customers, and has varying levels of validation depending on the risk tolerance of the customer. Currently the platform has hundreds of thousands of active hackers, and automatically selects the right hacker for a given job.

Products/Services: Utilizing its proprietary platform, Bugcrowd provides crowdsourced pen testing to discover critical vulnerabilities and, if needed, it can provide continuous coverage, while reducing the overhead with a company's existing System Development Lifecycle (SDLC). This allows for superior testing at a cheaper cost for its customers. Additionally, Bugcrowd provides vulnerability disclosure, where researchers report the issue and then Bugcrowd validates and triages the vulnerability. After accepting the highest priority issues, the vulnerability can be automatically remediated with "Crowdcontrol", a key differentiator for the company.

Key Officers:

- Ashish Gupta – CEO & President
- Casey Ellis – Chairman, Founder and CTO
- Ravi Chopra – CFO
- David Castignola – Chief Revenue Officer
- Sammie Walker – Chief Marketing Officer
- Mark Milani – Global Head of Product and Engineering

Board of Directors:

- Charles Beeler – Partner, Rally Ventures
- Jim Wilson – Partner, Costanoa Ventures
- Dain DeGroff – Partner, Triangle Peak Partners
- Ashish Gupta – CEO & President, Bugcrowd
- Arthur Coviello – Partner, Rally Ventures
- Robyn Denholm – Blackbird VC

Competition:

HackerOne

Total Funding: \$80M

Key Investors:

- Blackbird Ventures
- Costanoa Ventures
- First State Super
- Hostplus
- Industry Ventures
- Paladin Capital Group
- Rally Ventures
- Salesforce Ventures
- Triangle Peak Partners

Headcount: 200

Open Positions: 37

- U.S. based: 20
- International: 17
- Sales: 13
- Other: 24

Source: Company website, all revenues are CY-21



Penetration Testing



Bug Bounty



Vulnerability Disclosure



Attack Surface Management



Cato Networks

Founded: 2015
Revenue: >\$100M

www.catonetworks.com
972.72.273.9740

Menachem Begin 121
Tel Aviv, Israel 6701203

Company Summary: Cato Networks is a SaaS provider of SD WAN (Software Defined Wide Area Network) and network security services. The company targets the rapidly growing SASE (Secure Access Service Edge) market with a unique breadth of services. Key use cases include improving performance between global locations, eliminating branch appliances, providing secure Internet access everywhere, and seamlessly integrating mobile users and cloud datacenters into the users' network. The company has more than 1,000 customers and it recently raised \$200 million at a valuation of \$2.5 billion.

Products/Services: Cato's SASE service enables customers to move away from legacy MPLS wide area services, which are expensive and rigid. The company leverages its own private backbone, which is built from 65 POPs. The services include Edge SD WAN, Security as a Service, Secure Remote Access, Cloud Datacenter Integration and Cloud Application Acceleration.

Key Officers:

- Shlomo Kramer – Co-founder & CEO
- Gur Shatz – Co-founder, President & COO
- Tomer Wald – CFO
- Yishay Yovel – CMO
- Alon Alter – CRO

Board of Directors:

- Shlomo Kramer – Co-founder & CEO
- Gur Shatz – Co-founder, President & COO
- Steven Krausz – General Partner, U.S Venture Partners
- Theresa Gouw – Acrew Capital
- Jerry Chen – Investor, Greylock Partners
- Yoni Cheifetz – Lightspeed Venture Partners

Headcount: 450

Open Positions: 82

- U.S. based: 32
- International: 50
- Sales: 26
- Other: 56

Competition:

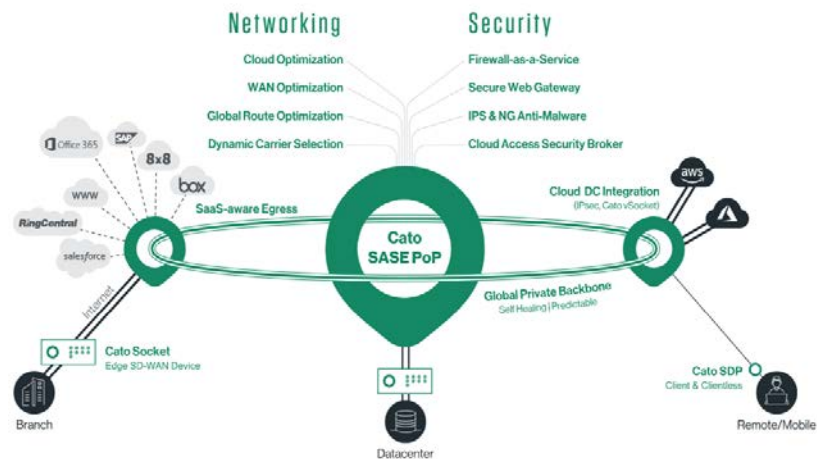
- Cloudflare
- iboss
- Netskope
- Palo Alto Networks
- Perimeter 81
- Versa Networks
- Zscaler

Total Funding: \$532M

Key Investors:

- Aspect Ventures
- Greylock Partners
- Lightspeed
- Singtel Innov8
- U.S. Venture Partners
- Coatue

Source: Company website, all revenues are CY-21



Checkmarx



Founded: 2006
Revenue: >\$100M

www.checkmarx.com
800.597.7756

7000 Central Parkway, Ste 1045
Atlanta, GA 30328

Company Summary: With the volume of enterprise web applications growing exponentially, Checkmarx provides critically important security and security testing at the application layer. Checkmarx allows developers to identify security problems while they write the code, eliminating the timely cost of fixing the code after an application has been developed. The technology can also be transferred from one language to another, serving the needs of all developers. With the platform's extreme simplicity and easy adoptability, Checkmarx has forged an early lead in the market and is strategically positioned to extend its lead. The company serves more than 1,600 customers in 70 countries including half of the Fortune 50.

Products/Services: The Checkmarx Application Security Platform provides the foundation upon which the company's suite of security solutions operate. The company's SAST module is Checkmarx's flagship product, serving as a static code analyzer that covers 25 languages and frameworks and requires no configuration to scan any language. Checkmarx SAST is able to comprehensively identify hundreds of known codes for vulnerability and ensures both industry compliance with regulations and secure coverage. The company also offers modules for open source scanning, secure code training and interactive code scanning.

Key Officers:

Emmanuel Benzaquen – CEO
Maty Siman – Founder & CTO
Shmuel Arvatz – CFO
Roman Tuma – CRO
Kobi Tzruya – Chief Research Development Officer
Yoav Ziv – Chief Customer Success & Global Services

Competition:

HP
Contrast Security
Veracode
Snyk
Synopsys

Total Funding: Acquired by Hellman & Friedman for \$1.15B in 2020

Board of Directors:

Emmanuel Benzaquen – CEO, Checkmarx
Maty Siman – Founder & CTO, Checkmarx
Deepak Advani – Partner, Hellman & Friedman
Dionne Chingkoe – Principal, Insight Partners
Stephen Ensley – Partner, Hellman & Friedman
Tarim Wasim – Partner, Hellman & Friedman

Key Investors:

Hellman & Friedman
Insight Venture Partners
TPG
Emmanuel Benzaquen
Maty Siman

Headcount: +700

Open Positions: 82

U.S. based: 24
International: 58
Sales: 21
Other: 61

Source: Company website, all revenues are CY-21



SAST
Source Code Scanning

Detect and fix more vulns before you ship your code.



SCA
Open Source Scanning

Find and eliminate the risks in your open source code.



IAST
Interactive Code Scanning

Detect vulns and runtime risks during functional testing.



Codebashing
Secure Code Training

Offer devs fun, integrated, and targeted AppSec training.



KICS
Open Source Security for IaC

Identify and fix insecure IaC configs that put you at risk.

Claroty



Founded: 2014
Revenue: \$50-\$100M

www.claroty.com
 201.345.4256

488 Madison, 11th Floor
 New York, NY 10022

Company Summary: The Claroty Platform is an integrated set of cybersecurity products that provides visibility, unmatched cyber threat detection, secure remote access, and risk assessments for industrial control networks (OT, IoT, and IIoT assets). The four pillars of the platform consist of identifying the asset inventory, protecting the inherent risks in the environment and creating a prioritization path to risk mitigation. Finally, the platform continuously monitors for attack signals and connects back to the overall IT security framework such that the two environments are integrated for comprehensive visibility.

Products/Services: With a focus on operational technology (OT), the company has a unique ability to protect devices from vulnerabilities, then control the network segmentation and manage remote access by enforcing granular policies and recording sessions. With its continuous monitoring it can detect malicious activity and high risk, then respond with context-rich alerts for rapid triage. The company also recently acquired an Israeli company, Medigate, which operates in the digital health monitoring space and protects medical devices which will be leveraged within the platform to improve dashboards and reporting, global expansion, and joint go-to-market efforts with the channel.

Key Officers:

- Yaniv Vardi – CEO
- Benny Porat, PhD – Co-founder & CTO
- Galina Antova – Co-founder & Chief Business Development Officer
- Upa Campbell – CMO
- Udi Bar Sela – CFO
- Grant Geyer – Chief Product Officer

Board of Directors:

- Yaniv Vardi – CEO, Claroty
- Amir Zilberstein – Co-founder & Chair, Claroty
- Rashmy Chatterjee, CEO, ISTARI
- David Cowan – Partner, Bessemer
- Dave DeWalt – Ex-CEO, FireEye
- Benny Porat, PhD – Co-founder & CTO, Claroty
- Meir Ukeles – Partner, MoreVC
- Nadav Zafir – CEO, Team8

Headcount: 270

Open Positions: 43

- U.S. based: 14
- International: 29
- Sales: 21
- Other: 8

Competition:

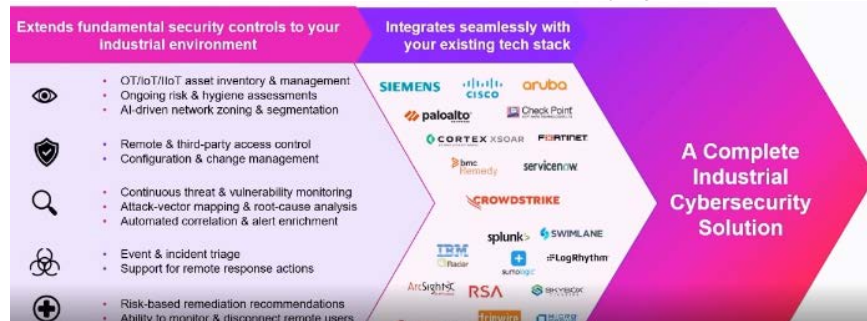
- Dragos
- Armis

Total Funding: \$640M

Key Investors:

- Rockwell Automation
- Next47
- Aster Capital
- Temasek
- Bessemer Venture Partners
- Team8
- Innovation Endeavors
- Tefken
- Clearvision Ventures
- RedDot Capital Partners
- Mitsui & Co.
- Evergy Ventures
- MoreVC
- BMW iVentures

Source: Company website, all revenues are CY-21



Cloudian



Founded: 2011
Revenue: \$50M-\$100M

www.cloudian.com
 650.227.2380

177 Bovet Rd. #450
 San Mateo, CA 94402

Company Summary: Cloudian offers a highly scalable and affordable object-based storage system (HyperStore) that extends the benefits of cloud storage to on-premise and hybrid environments. Cloudian's storage service platform was the first to adopt 100% native S3 application programming interfaces (APIs), which Amazon has made into the de-facto standard for object storage. The solution supports a broad array of use cases including storage, back-up, data protection, protection from ransomware and file services. The HyperStore software also runs on AWS, Google, and Azure, allowing for multi-cloud and hybrid management. Cloudian products are offered by partners including VMware, Hewlett Packard Enterprise, and QCT. Cloudian has approximately 650 customers and bookings grew 50% Y/Y in 1H CY21.

Products/Services: HyperStore offers multiple capabilities and features, including the industry's highest S3 API compliance; erasure coding; multi-tenancy; compression; QoS; and encryption. Utilizing scale-out architecture, enterprises can start small and grow to hundreds of petabytes just by adding more storage nodes. Customers can deploy Cloudian as on-premise storage, distributed storage, or storage-as-a-service. The interoperability of the native S3 API allows users to access a wide range of storage features that have been developed for S3 environments. The company also offers file NAS, all flash storage, observability and analytics capabilities, and other services.

Key Officers:

- Michael Tso – Co-founder & CEO
- Michael Morgan – CFO
- Gary Ogasawara – CTO
- Jon Toor – CMO
- Jon Ash – VP, WW Sales
- Carlo Garbagnati – VP of Engineering
- Fadel Hamed – VP of Customer Success
- Fred Smith – VP of OEM & Alliance Sales

Board of Directors:

- Michael Tso – CEO & Co-founder, Cloudian
- C.S. Park – Former Lead Independent Director, Seagate Technology
- David Milstein – Director, Metaps Inc.
- Rick Shrotri – MP, Digital Alpha Advisors
- Gregory Bryant – EVP & General Manager, Intel Corporation
- Ken Yasunaga – External Board Member, Floadia
- Jonathan Epstein – Chairman, Moneytree
- Hiroshi Ohta – Co-founder & Japan President, Cloudian

Headcount: 230

Open Positions: 33

- U.S. based: 23
- International: 10
- Sales: 1
- Other: 32

Competition:

- Dell/EMC
- IBM (Cleversafe)
- NetApp
- Scality
- SwiftStack (Red Hat)

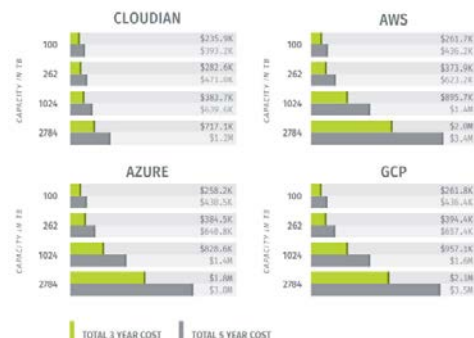
Total Funding: \$173.1M

Key Investors:

- Fidelity
- Goldman Sachs
- Innovation Network Corporation of Japan
- Intel Capital

Source: Company website, all revenues are CY-21

> 100TB OF CLOUDIAN VS CLOUD PROVIDERS (TOTAL 5 YEAR COST)





Clumio

Founded: 2017
Revenue: <\$25M

www.clumio.com
 844.425.8646

4555 Great America Parkway,
 Suite 101
 Santa Clara, CA 95054

Company Summary: Clumio offers cloud data protection as a service to enable enterprise back-up while avoiding the complexity and cost typically associated with running a third-party backup in the cloud. The company has focused its portfolio on serving AWS customers and more recently, the company introduced a cloud backup optimization engine that delivers enhanced reporting and deeper visibility into the current and historical status of AWS backups. The company estimates that customers typically save 60% of the time spent managing back-up and they save an average of 30% on cloud costs.

Products/Services: Clumio offers backup for AWS native services, Microsoft 365, and VMware Cloud. It also offers a discovery service that provides real-time visibility to simplify, secure and reduce data risks with advanced analytics. Clumio simplifies backup maintenance by offering real-time dashboards and automatic resource scaling to leverage the elastic nature of the public cloud. Backup policies can be applied to all kinds of workloads regardless of what cloud environment they rely upon and these policies are enforced automatically to reduce human error and risk.

Key Officers:

Poojan Kumar – CEO & Co-founder
 Kaustubh Patil – VP, Engineering & Co-founder
 Woon Jung – CTO & Co-founder
 Chadd Kenney – VP, Product
 Brian Kerr – VP, Finance
 Brian O’Shea – VP, Sales

Competition:

AWS
 Rubrik
 Cohesity
 Druva

Total Funding: \$186M

Board of Directors:

Mike Speiser – Managing Director, Sutter Hill Ventures
 Mike Volpi – Partner, Index Ventures
 Mark Leslie – Managing General Partner, Leslie Ventures
 Chris Degnan – CRO, Snowflake
 Poojan Kumar – CEO & Co-founder, Clumio
 Kaustubh Patil – VP, Engineering & Co-founder, Clumio
 Woon Jung – CTO & Co-founder, Clumio

Key Investors:

Sutter Hill Ventures
 Leslie Ventures
 Index Ventures
 Altimeter Capital

Headcount: 150

Open Positions: 11

U.S. based: 5
 International: 6
 Sales: 0
 Other: 11

Source: Company website, all revenues are CY-21



Clumio Protect

Air-gap backups to protect Amazon EC2, EBS, and RDS data from ransomware and other disasters.



Clumio Discover

Cloud backup optimization engine with enhanced reporting and deeper visibility into AWS.



Code42

Founded: 2001
Revenue: >\$100M

www.code42.com
 844.333.4242

100 Washington Ave. S., Ste 2000
 Minneapolis, MN 55401

Company Summary: Code42 secures enterprises with its data loss protection, visibility, and recovery services. The threat of insiders taking confidential data is ever-increasing and over 50,000 organizations rely on Code42 to protect their critical data. This solution detects insider threats, meets the regulatory compliance requirements, and accelerates response time. Armed with this security software, high value data can be contained while allowing for open information flows within the day-to-day business operations.

Products/Services: The Code42 Incydr management platform provides data risk protection and response for insider threats. The solution tracks activity across computers, email and the cloud, using a SaaS-based architecture that prioritizes file exposure and exfiltration events that represent real business threats and need investigation. It intelligently differentiates between sanctioned and unsanctioned activities and it uses rich file, vector and user context to prioritize risks.

Key Officers:

Joe Payne – President & CEO
 Jadee Hanson – CISO & CIO
 Rob Juncker – CTO
 Alexandra Gobbi – CMO
 Vijay Ramanathan – SVP, Expert Practices & Education
 Mike Robbins – SVP, Worldwide Sales

Board of Directors:

Ping Li – GP, Accel
 Harry Gruner – Founder & Managing GP, JMI Equity
 Michael Gorman – MD, Split Rock Partners
 Mike Stankey – Vice Chairman, Workday
 Joe Payne – President & CEO, Code42
 Matthew Dornquast – Co-founder, Code42
 Kathy Crusco

Competition:

Digital Guardian
 McAfee
 Proofpoint

Total Funding: \$78M

Key Investors:

Accel
 JMI Equity
 New View Capital
 Split Rock Partners

Headcount: 600

Source: Company website, all revenues are CY-21

Open Positions: 27

U.S. based: 26
 International: 1
 Sales: 14
 Other: 13

Introducing Incydr™



Incydr brings together three dimensions of risk to quickly and accurately detect and respond to Insider Risk

- Data: What IP is most valuable to the business?
- Vector: When, where and how is your IP moving?
- User: Who is moving it?



Cofense

Founded: 2011
Revenue: \$50M-\$100M

www.cofense.com
888.304.9422

1602 Village Market Blvd. SE, #400
Leesburg, VA 20175

Company Summary: Cofense is a leader in the phishing security conditioning and incident response market. Most organizations today recognize that enterprise security cannot be guaranteed with a single security appliance, but rather there must be a human element in the equation. The intelligence-driven platform turns employees into an active line of defense by enabling them to identify, report, and mitigate spear phishing, malware, and drive-by threats. With threat volumes on the rise, Cofense saw 30% revenue growth and achieved a strong EBITDA margin – allowing the company to stay north of the rule of 40 in 2020. The company has more than 1,000 accounts that are predominantly large enterprises.

Products/Services: Cofense offers an array of integrated products, including Cofense PhishMe, Cofense Reporter, Cofense Triage, Cofense Intelligence, and Cofense LMS (Learning Management System). Cofense PhishMe offers a simulated phishing program to help train employees to become aware and prevent phishing attacks. It is the first and only training program where employees may receive an industry certification upon completion. Cofense Reporter allows users to report a malicious email and send it to the security teams for further analysis. Cofense Triage and Intelligence send information to response teams to analyze the attack and describe critical processes that should take place. Lastly, Cofense LMS helps administrators control content and ongoing education to further prevent human-related error in phishing attacks.

Key Officers:

Rohyt Belani – Co-founder & CEO
Aaron Higbee – Co-founder & CTO
Brandi Moore – Chief Operating Officer
Mel Wesley – CFO
Shane McGee – General Counsel & Chief Privacy Officer
Keith Ibarquen – Chief Product Officer

Competition:

KnowBe4
Microsoft
Proofpoint

Total Funding: >\$58M

Key Investors:

Adams Street Partners
BlackRock Funds
Telstra Ventures

Board of Directors:

Rohyt Belani – Co-founder & CEO, Cofense
Aaron Higbee – Co-founder & CTO, Cofense
Mel Wesley – CFO, Cofense
Nick Lantuh – Founder & Former President, NetWitness Corporation
Kevin Mandia – CEO, Mandiant
Samir Menon – Director, BlackRock Private Equity Partners
Tom McDonough – Former COO, SourceFire

Headcount: 420

Open Positions: 42

U.S. based: 23
International: 19
Sales: 1
Other: 41

Source: Company website, all revenues are CY-21





ConnectWise

Founded: 1982
Revenue: \$>500M

www.connectwise.com
 813.463.4700

4110 George Rd., Suite 200
 Tampa, FL 33634

Company Summary: ConnectWise is a full software service offering designed as a launching point for MSPs (Managed Service Providers) to extend their as-a-service solutions. In addition to a slew of software products spanning business management, remote monitoring and management, remote control and access, quote and proposal automation, and cyber risk assessments, ConnectWise leverages a large ecosystem of partners, industry experts, and peers known as the IT nation.

Products/Services: The ConnectWise Fusion platform is composed of four main product pillars: business management, security management, unified management, and expert services that in total net to more than 200+ unique software product solutions. Within business management, included services are professional services automation, quote and proposal automation, IT documentation, and data/KPI management. Security management offers monitoring as well as threat detection and response with ConnectWise’s 24/7 security operations center. Unified management serves as a safeguard against disaster recovery or providing back-up use cases to ensure high data availability. Expert services include security operations, network operations, and a general help desk.

Key Officers:

- Jason Magee – CEO
- Brad Surminsky – CFO
- Clint Maddox – CRO
- Geoffrey Willison – COO
- Amy Lucia – CMO
- Jeff Bishop – Chief Product Officer
- Steve Cochran – CTO
- Patrick Beggs – CISO

Board of Directors:

- Jason Magee – CEO, ConnectWise
- David Weiss – Thoma Bravo
- Jim Hagan – Thoma Bravo
- Michael Perone – Managing Partner, 345 Partners
- Mike Hoffmann – Thoma Bravo
- Robert Sayle – Thoma Bravo
- Seth Boro – Thoma Bravo
- Jim Pflaging – Advisor to Thoma Bravo

Headcount: 3,000

Open Positions: 224

- U.S. based: 55
- International: 169
- Sales: 17
- Other: 207

Competition:

- Datto
- Kaseya
- N-able
- Ninja RMM

Total Funding: Acquired by Thoma Bravo in 2019 for \$1.5B

Key Investors:

- Thoma Bravo

Source: Company website, all revenues are CY-21

Our mission

To empower IT solution providers with unmatched software, services, and community to achieve their most ambitious vision of success.

Contrast Security



Founded: 2014
Revenue: \$50M-\$100M

www.contrastsecurity.com
 888.371.1333

240 3rd St., 2nd Floor
 Los Altos, CA 94022

Company Summary: Contrast Security enables customers to incorporate application security into the entire software development life cycle (SDLC) when developing applications. Contrast agents are injected into the code, providing sensors that detect and correct vulnerabilities prior to deployment. Working tightly with agile DevOps teams, Contrast has the ability to transform software applications from a weak point to a stronghold in an enterprise’s security stack. Contrast empowers developers to defend their applications and protect the sensitive data they contain.

Products/Services: Core to the Contrast portfolio is the Contrast Security Platform. The platform integrates into the developer’s pipeline and tools, and then it embeds the sensors into code to support continuous security observation. The platform secures applications end to end throughout the SDLC. Leveraging a single integrated agent, the Contrast platform delivers comprehensive DevSecOps with software composition analysis (SCA), application security testing (AST), and exploit prevention capabilities.

Key Officers:

- Alan Naumann – Chairman of the Board, President & CEO
- Jeff Williams – Co-founder & CTO
- Arshan Dabirsiaghi – Co-founder & Chief Scientist
- Jean Francois Hervy – CFO
- Jeff Tworek – CRO
- Tara Ryan – CMO
- David Lindner – Chief Information Security Officer
- Surag Patel – Chief Strategy Officer

Competition:

- Checkmarx
- HP Fortify
- Imperva (Prevoty)
- Snyk
- Synopsys (Black Duck)
- Veracode

Total Funding: \$269M

Board of Directors:

- Alan Naumann – Chairman of the Board, President & CEO, Contrast Security
- Jeff Williams – Co-founder & CTO, Contrast Security
- Rami Elkhatib – General Partner, Acero Capital
- Steve Herrod, Ph.D. – MD, General Catalyst
- John M. Jack – Ex-CEO, Fortify
- Dharmesh Thakker – MD, Battery Ventures
- Brian Chang – MD, Warburg Pincus

Key Investors:

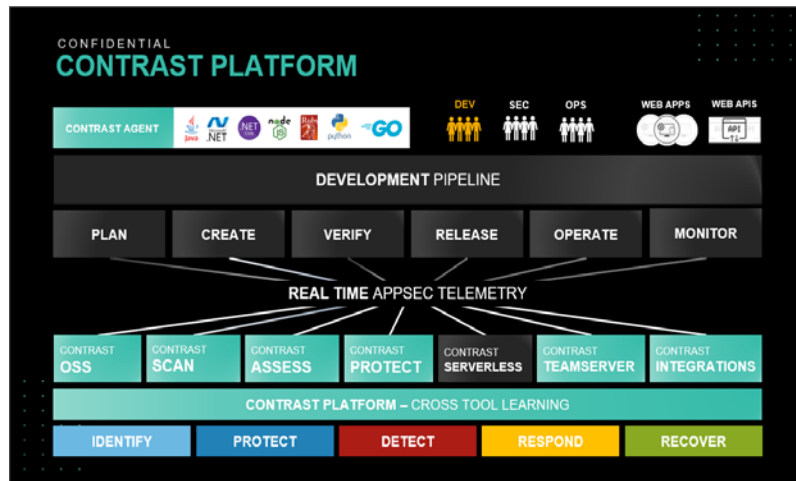
- Acero Capital
- AXA Venture Partners
- Battery Ventures
- General Catalyst
- Liberty Strategic Capital
- M12
- Warburg Pincus

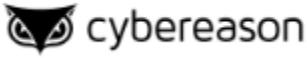
Headcount: 350

Source: Company website, all revenues are CY-21

Open Positions: 146

- U.S. based: 87
- International: 59
- Sales: 43
- Other: 103





Cybereason

Founded: 2012
Revenue: >\$100M

www.cybereason.com
 855.695.8200

200 Clarendon Street, 18th Fl.
 Boston, MA 02116

Company Summary: Cybereason offers a full stack of protection for the endpoint, and provides visibility beyond the endpoint. Because of its detection capabilities, Cybereason is able to correlate multiple related activities across the attack lifecycle into a single malicious operation, providing enterprises with the context necessary to mitigate attacks. The platform correlates a single component of an attack and connects it to other events to reveal an entire campaign and shut it down. Even the most talented analysts cannot detect a threat as quickly, nor can they piece together a complete attack story. Many of the company’s employees served in the Israel Defense Forces’ 8200 unit, an elite group that specializes in cybersecurity, giving them extensive experience with hacking operations.

Products/Services: Offering a full stack for the endpoint, Cybereason utilizes its real-time platform to provide endpoint detection and response capabilities (EDR), as well as next-gen anti-virus (NGAV), Extended Detection and Response (XDR), threat hunting, threat intelligence, and several other services. The company complements its extensive endpoint protection with operational services such as Managed Detection and Response and Incident Response. It also offers professional services such as cyber assessment and compromise assessment.

Key Officers:

- Lior Div – CEO & Co-founder
- Yossi Naar – CVO & Co-founder
- Yonatan Striem-Amit – CTO & Co-founder
- Russell Stein – CFO
- Shai Horovitz – CRO
- Emmy Linder – COO
- Bhanu Sareddy – Chief Customer Officer
- Meg O’Leary – CMO
- Israel Barak – CISO

Competition:

- CrowdStrike
- McAfee
- SentinelOne
- Broadcom
- Tanium

Total Funding: \$664M

Key Investors:

- CRV
- Irving Investors
- Lockheed Martin
- Liberty Strategic Capital
- Neuberger Berman
- SoftBank
- Spark Capital

Board of Directors:

- Izhar Armony – GP, CRV
- Santo Politi – Founder & GP, Spark Capital
- John McMahon – Independent Director
- Lior Div – Founder & CEO, Cybereason
- Yonatan Amit – Founder & CTO, Cybereason

Headcount: ~600

Open Positions: 206

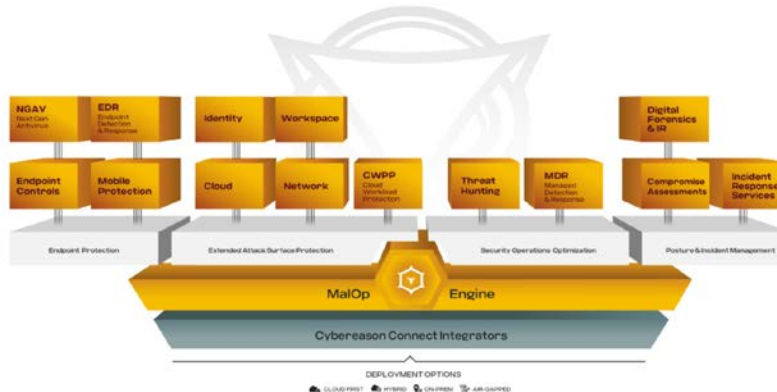
U.S. based: 54

International: 152

Sales: 24

Other: 182

Source: Company website, all revenues are CY-21



Cymulate



Founded: 2016
Revenue: \$25-\$50M

www.cymulate.com
44.134.495.9736

Maze St 3,
Tel Aviv, Israel

Company Summary: Cymulate is a provider of Security Posture Management SaaS services that enable customers to gain intelligence into their security posture as well as manage and control their security posture. The service simulates attacks across any vector, evaluates where the company had exposure issues, and remediates the security gaps. By automating the Breach and Attack Simulation (BAS), Cymulate automates purple teaming to discover security gaps caused by product deficiencies, misconfigurations, and new threats. The company has 300 paying customers worldwide, it grew its revenue by 100% and its headcount by 150% in 2021.

Products/Services: Cymulate's Breach and Attack Simulation (BAS) platform assesses security controls and security processes to determine how well they are performing. It continuously performs Red Teaming to determine what vulnerabilities are in the customer's attack surface and then it performs the assessments in an automated manner while ensuring that it is optimized for the user's environment.

Key Officers:

Brian Stone – CRO
Sharon Nakash – COO
Avihai Ben-Yossef – Co-founder & CTO
Eyal Wachsmann – Co-founder & CEO
Gily Netzer – CMO
Yanai Zohar Lesser – CFO
Andrew Barnett – CSO

Board of Directors:

Eyal Gruner – Founder & CEO, Cynet
Emanuel Timor – General Partner, Vertex Venture Capital
Yair Snir – VP & Managing Director, Dell Technologies Capital
Jonathan Klahr – Investor, Susquehanna Growth Equity
Noa Wolfson – Growth Equity Investor, Susquehanna Growth Equity
Hock Chuan TAM – MD, Vertex
David Klein – MD, One Peak

Competition:

AttackIQ
Safebreach
Mandiant Security Validation (Verodin)

Total Funding: \$71M

Key Investors:

One Peak Partners
Dell Technologies Capital
Vertex Ventures
Susquehanna Growth Equity
Vertex Growth
Eyal Gruner

Headcount: 200

Open Positions: 10

U.S. based: 3
International: 7
Sales: 0
Other: 10

Source: Company website, all revenues are CY-21



Cyware



Founded: 2016
Revenue: <\$25M

www.cyware.com
 1.855.692.9927

111 Town Square Pl, Ste 1203 #4
 Jersey City, NJ 07310

Company Summary: Cyware’s situational platform automates threat alert sharing and aggregation in real-time. Its threat intelligence feeds bring users threat data from a wide range of open and trusted sources to deliver a consolidated stream of valuable and actionable threat intelligence. Users develop an understanding of the threat environment and its shifting motivations, intents, and capabilities. They also learn bulk indicators of compromise (IOCs), which enables the users to generate actionable insights and proactively defend against attacks on systems and sensitive information. Cyware has developed an extensive partner integration ecosystem and has achieved triple-digit growth for several years.

Products/Services: Cyware’s solutions enable enterprises to move beyond their traditional boundaries of security operations and collaborate with their vendors, information sharing communities (ISACs/ISAOs), and other third-party entities. The company’s Virtual Cyber Fusion platform combines technical and strategic threat intelligence and next-generation security orchestration, automation, and response (SOAR) to deliver a unique level of visibility and intelligence that enables a collaborative threat response.

Key Officers:

- Anuj Goel, Ph.D – CEO & Co-founder
- Akshat Jain – CTO & Co-founder
- Joe Aurilia – SVP, Operations
- Amit Patel – SVP, Global Sales
- Jeffrey Rogers – Head of Client Success
- Tom Bain – VP, Marketing
- Avkash Kathiriya – VP, Research and Innovation
- Sandeep Aggarwal – VP, Finance

Competition:

- FireEye
- Fortinet
- Palo Alto Networks
- Rapid7
- Siemplify
- Splunk
- ThreatConnect

Total Funding: \$43M

Board of Directors:

- Anthony Belfiore – SVP & CSO, Aon
- Charles Collins – Managing Director, Emerald Development Managers
- Eric Noeth – Technology Investor, Advent
- Anuj Goel, Ph.D – CEO & Co-founder, Cyware
- Akshat Jain – CTO & Co-founder, Cyware

Key Investors:

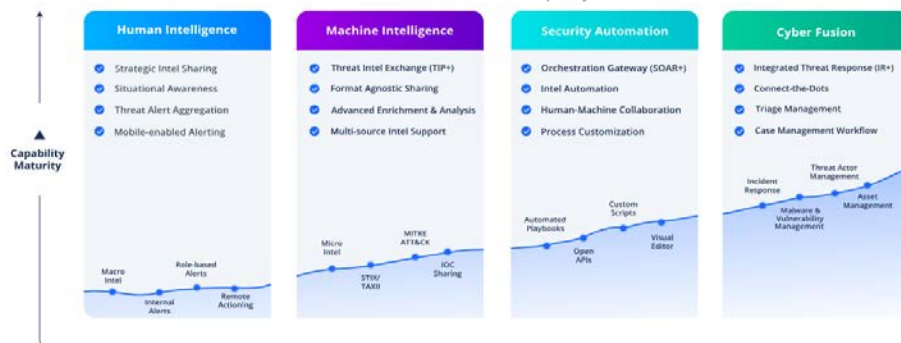
- Advent International
- Alex Yampolskiy
- Andrew Peterson
- Crosspoint Capital Partners
- Emerald Development Managers
- Great Road Holdings
- Prelude Mercato Partners
- Tanium
- Ten Eleven
- Tom Noonan
- Zane Lackey
- Zscaler

Headcount: 225

Open Positions: 36

- U.S. based: 25
- International: 11
- Sales: 4
- Other: 32

Source: Company website, all revenues are CY-21



digital shadows **Digital Shadows**

Founded: 2011
Revenue: \$25M-\$50M

www.digitalshadows.com
888.889.4143

201 Mission St, Suite 1200
San Francisco, CA 94104

Company Summary: Digital Shadows provides digital risk protection for enterprise accounts. The platform monitors, manages, and remediates digital risk within the open, deep, and dark web and provides relevant threat intelligence. Digital Shadows has its own team of intelligence analysts to help monitor a company's digital risk, and provide remediation when necessary. The platform notifies customers with context and recommendations if any of these events happen: data leaks, a brand is being misrepresented, cyber criminals have a target, employees or suppliers put a company at risk, key members of staff are imitated or threatened, data being sold on the dark web, or infrastructure changes.

Products/Services: Digital Shadows' platform, SearchLight, offers intelligence against three areas of risk on the open, deep, and dark web: brand, data, and emerging cyber threats. By taking in vast amounts of data from different sources, SearchLight combines data analytics with intelligence analysts to offer comprehensive risk management to protect brands and digital assets. Its platform allows users to see where the risk is coming from, and prioritize which type of risk is most important.

Key Officers:

Alastair Paterson – Co-founder & CEO
James Chappell – Co-founder & Chief Innovation Officer
Daniel Moskowitz – CFO
Maria Mastakas – CRO
Bryan O'Neil – CTO
Rick Holland – CISO & VP, Strategy

Board of Directors:

Eileen Burbidge – Partner, Passion Capital
Ryan Floyd – MD, Storm Ventures
Stuart McClure – CEO, Cylance
Schwark Satyavolu – GP, Trinity Ventures
Luke Hakes – Partner, Octopus Ventures
Rob Theis (Observer) – GP, World Innovation Lab

Headcount: ~170

Open Positions: 14

U.S. based: 8
International: 6
Sales: 2
Other: 2

Competition:

Flashpoint (Intel)
Recorded Future
RiskIQ
ZeroFOX

Total Funding: \$58M

Key Investors:

Industry Ventures
National Australia Bank
Octopus Ventures
Passion Capital
Storm Ventures
TenEleven Ventures
Trinity Ventures
World Innovation Lab

Source: Company website, all revenues are CY-21





Delinea

Founded: 2004
Revenue: >\$100M

www.delinea.com
 1.669.444.5200

201 Redwood Shores Parkway
 Suite 300
 Redwood City, CA 94065

Company Summary: Thycotic and Centrify were both acquired by private equity firm TPG and then combined under the name Delinea. Initial priorities for the integration appeared to focus on the combining of operational and administrative functions, with the stated goal of completing the combination within 180 days from close.

Products/Services: Messaging suggests the new company will continue to focus on developer use cases around secrets management. This makes sense given the shift toward developer-centric identity solutions.

Key Officers:

- Art Gilliland – CEO
- James Legg – President
- Phil Calvin – CPO
- Keith Green – CHRO
- David McNeely – CTO
- Raun Nohavitzka – CIO
- Stephanie Reiter – CFO
- Chris Smith – CMO

Competition:

- CyberArk
- Beyond Trust
- Palo Alto Networks
- Okta

Total Funding: Thycotic & Centrify merged; backed by TPG

Key Investors:

TPG

Board of Directors:

- Jonathan Cogley – CEO, LogicBoost Labs
- Michael Triplett – Managing Director, Insight Partners

Headcount: 750

Open Positions: 131

- U.S. based: 95
- International: 36
- Sales: 58
- Other: 73

Source: Company website, all revenues are CY-21



Dragos

Founded: 2016
Revenue: \$25M - \$50M

www.dragos.com
 855.372.4670

1745 Dorsey Rd. Ste. R
 Hanover, MD 21076

Company Summary: The Dragos Platform is industrial cybersecurity software that passively identifies Industrial Control Systems (ICS) network assets, pinpoints malicious activity, and provides step-by-step guidance to investigate incidents and respond. The founding team’s level of sophistication was honed and tested in response to some of the largest historical ICS attacks: 2015/2016 power grid offenses in Ukraine and the 2017 Saudi petrochemical safety system attack. The company’s rich knowledge base enables it to formulate actionable threat insight which it complements with playbooks that have concise guidance and education that enable an analyst to investigate potential threats with expertise. In addition, the modular design of the platform supports a broad range of IT and OT environments across local and remote plant designs.

Products/Services: The Dragos Platform provides comprehensive visibility of ICS/OT assets and the threats they face with best-practice guidance to respond before a significant compromise. Key services include asset visibility and inventory, vulnerability management, threat detection, investigation and response, threat intelligence and shared threat intelligence with the DOE.

Key Officers:

- Robert M. Lee – CEO
- Jon Lavender – CTO, Head of Product
- Justin Cavinee – Chief Data Scientist
- Darren Sankbeil – CFO
- Steve Applegate – CISO
- Jodi Schatz – VP, Engineering

Competition:

- Cisco
- Claroty
- Microsoft
- Nozomi Networks

Total Funding: \$364M

Board of Directors:

- Robert M. Lee – CEO, Dragos
- Jon Lavender – CTO, Dragos
- Bob Ackerman – Founder & MD, Allegis Cyber
- Dmitri Alperovitch – Co-founder, CrowdStrike
- Joydeep Bhattacharyya – GP, Canaan
- Byron Knight – MD, KDT
- Sameer Reddy – Partner, Energy Impact
- Andre Turenne – VP, National Grid Partners

Key Investors:

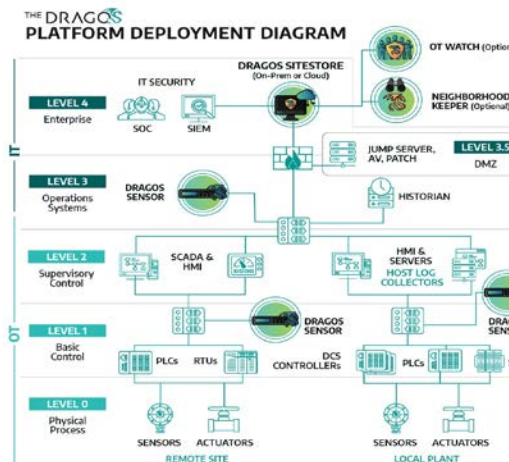
- Allegis Capital
- BYU Cougar Capital
- Canaan Partners
- Cyber Mentor Fund
- DataTribe
- Emerson Ventures
- Energy Impact Partners
- Koch Disruptive Technologies
- Founders Equity Partners
- National Grid Partners
- Saudi Aramco Energy Ventures
- Schweitzer Engineering Laboratories

Headcount: ~375

Open Positions: 32

U.S. based: 22
 International: 10
 Sales: 5
 Other: 27

Source: Company website, all revenues are CY-21





Druva

Founded: 2008
Revenue: >\$100M

www.druva.com
 800.375.0160

800 W. California Ave., Ste 100
 Sunnyvale, CA 94086

Company Summary: Druva is a leading SaaS data management platform across both traditional systems and cloud applications, built for on-demand scale on AWS. Its single platform allows customers to unify data protection and management for business-critical data, delivered as a service. Druva aggregates data for scalable backup and disaster recovery, while unlocking the true value of search and advanced analytics for data governance. The business is 100% SaaS and currently serves more than 4,000 customers.

Products/Services: Druva’s cloud platform allows enterprises to manage their data across all sources and is easily scalable, predictable, and on demand. The solution is a data protection SaaS service for backing up enterprise data residing in data center, cloud, and endpoint workloads. It is delivered as a service and built on AWS for infinite on-demand scalability.

Key Officers:

- Jaspreet Singh – Co-founder & CEO
- Milind Borate – Co-founder & Chief Development Officer
- Mahesh Patel – Chief Finance & Strategy Officer
- Chris White – CRO
- Ash Parikh – CMO
- Stephen Manley – CTO

Competition:

- Cohesity
- Commvault
- Dell EMC
- Rubrik
- Veeam

Total Funding: \$400M

Board of Directors:

- Jaspreet Singh – Co-founder, Druva
- Milind Borate – Co-founder, Druva
- Mike Gustafson – Executive Chairman, Druva
- Tom Banahan – MD, Tenaya Capital
- Harish Belur – VP, Riverwood Capital
- Jishnu Bhattacharjee – MD, Nexus Venture
- Sue Bostrom – Former CMO, Cisco
- Dovaldas Buzinskas – Dir, CDPQ
- Bill Losch, CFO – Okta
- Shailendra Singh – MD, Sequoia Capital
- Tracey Newell – Former Pres Informatica

Key Investors:

- Blue Cloud Ventures
- CDPQ
- Dell Technologies Capital
- EDBI
- Hercules Capital
- Neuberger Berman
- Nexus Venture Partners
- NTT Finance Corp.
- Riverwood Capital
- Sequoia Capital
- Tenaya Capital
- Viking Global Investors

Headcount: 900

Open Positions: 117

- U.S. based: 43
- International: 74
- Sales: 21
- Other: 96

Source: Company website, all revenues are CY-21



Ericom



Founded: 1994
Revenue: <\$25M

www.ericom.com
 201.767.2210

140 E Ridgewood Ave.
 Paramus, NJ 07652

Company Summary: Ericom’s Global Cloud Platform is a SaaS solution that provides remote access, secure connectivity, isolation, mobility and virtualization. The company’s highly differentiated browser and application isolation technologies protect distributed workforces, applications, and data. The solution establishes a Zero Trust secure web and application access infrastructure with policy-driven access to mission-critical cloud and on-premises business systems. Ericom has thousands of customers and has a global footprint with recent strength in Japan.

Products/Services: Ericom Software’s Global Cloud Platform enables rapid and reliable delivery of Zero Trust Security Services. The company’s Remote Browser Isolation (RBI) safeguards organizations from phishing, web-based threats and credential theft. Ericom complements its RBI with its ZTEdge SASE platform which provides simple, cloud-based, secure access for midsize enterprises at half the cost of other solutions. The company also offers other services including virtual meeting isolation, secure remote desktop connectivity and terminal emulation.

Key Officers:

David Canellos – President & CEO
 Dr. Chase Cunningham – Chief Strategy Officer
 John Peterson – Chief Product Officer
 Gerry Grealish – CMO
 Nick Kael – CTO
 Zvika Diamant – SVP, R&D
 Stewart Edelman – CFO

Competition:

Cato Networks
 Iboss
 Menlo Security
 Zscaler

Total Funding: \$0M

Board of Directors:

Eran Heyman – Founder & Chairman
 David Canellos – President & CEO
 Erez Meltzer – Board Member
 Muli Ravina – Board Member

Key Investors:

N/A

Source: Company website, all revenues are CY-21

Headcount: 81

Open Positions: 0

U.S. based: 0
 International: 0
 Sales: 0
 Other: 0



eSENTIRE eSentire

Founded: 2001
Revenue: >\$100M

www.esentire.com
 519.651.2200

451 Philip St., Suite 135
 Waterloo, ON N2L 3X2

Company Summary: eSentire launched its full managed security service in 2008 and has since been experiencing robust operational and geographic growth. eSentire aims to simplify cybersecurity for enterprises with personalized threat management services, which include analysts and expert advisers at its Security Operations Center (SOC), as well as 24x7 managed detection and response (MDR). The platform provides real-time network and endpoint threat detection, prevention, and response and is continually providing data to the SOC. With over 1,000 customers and over 20M signals ingested daily, eSentire is uniquely positioned to leverage its extensive exposure to threats to expand its lead in the MDR market.

Products/Services: eSentire offers three core services: Managed Risk, Managed Detection and Response and Digital Forensics and Digital Response. The Managed Risk services is designed to proactively identify security gaps in a customer’s environment and develop a resolution strategy. The company’s MDR solution is a comprehensive service that provides end-to-end coverage and robust response. The forensics and incident response services have some of the fastest response times in the industry with threat suppression in just four hours.

Key Officers:

Kerry Bailey – CEO
 J. Paul Haynes – President & COO
 Eldon Sprickerhoff – Founder & Chief Innovation Officer
 Anthony Lam – CFO
 Matt Vitale – CRO
 Dustin Rigg Hillard – CTO
 Erin McClean – CMO

Competition:

Arctic Wolf
 Critical Start
 CrowdStrike
 Rapid7
 SecureWorks

Board of Directors:

Kerry Bailey – CEO
 Lane Bess – Bess Ventures
 Brian Chang – Warburg Pincus
 Simon Chong – MP, Georgian Partners
 Cary J. Davis – MD, Warburg Pincus

Total Funding:

Acquired by Warburg Pincus in 2017

Key Investors:

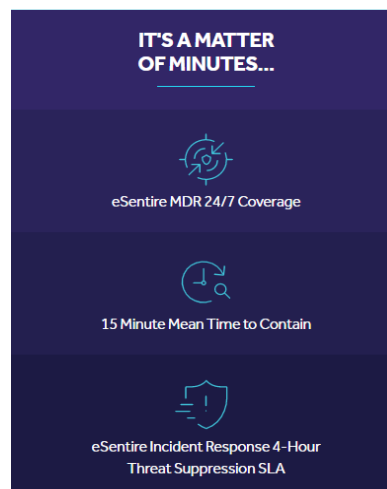
Edison Partners
 Georgian Partners
 Northleaf Capital Partners
 Warburg Pincus

Headcount: 500

Open Positions: 59

U.S. based: 19
 International: 40
 Sales: 14
 Other: 45

Source: Company website, all revenues are CY-21





Exabeam

Founded: 2013
Revenue: >\$100M

www.exabeam.com
650.242.1403

1051 E. Hillsdale Blvd., 4th Floor
Foster City, CA 94404

Company Summary: Exabeam provides a next-generation, cloud-based (TDIR) Threat Detection, Investigation, and Response solution by blending next-generation SIEM (Security Information and Event Management) with XDR (Extended Detection and Response). It leverages an analytics-based security intelligence platform unlocking insights from existing log data repositories and behavioral analytics to detect and automatically respond to threat incidents. The emphasis on user behavior is a dichotomy from malware-specific approaches to cybersecurity, allowing for increased speed and agility with the removal of human error from the solution. The vast and dense amount of readily available log data feeds opens up the platform to enable user session tracking, behavior analysis, and event risk scoring, which ultimately grants IT security teams increased visibility into how to identify and prioritize their threat response approach. The Exabeam Security Management Platform currently operates in hundreds of large customer environments.

Products/Services: Exabeam Fusion delivers next-gen SIEM and XDR in a modular, cloud-delivered offering. Due to the modular design of the platform, customers can adopt Exabeam in an incremental manner as they migrate to the extensive TDIR functionality. The platform enables broad integration of disparate security data into a unified view to improve productivity by reducing false positives with anomaly detection. It detects threats that other tools miss by leveraging robust behavioral analytics and customers can reduce the total cost of ownership of their security infrastructure with a cloud-delivered consolidated architecture.

Key Officers:

Michael DeCesare – CEO & President
Ralph Pisani – President
Holly Grey – CFO
Chris Cesio – CRO
Pedro Abreu – COO
Sherry Lowe – CMO

Competition:

CyberRes
IBM
Elastic Networks
Splunk

Total Funding: \$390M

Board of Directors:

Nir Polak – CEO & Co-founder
Michael DeCesare – CEO & President
Jeb Miller – GP, Icon Ventures
Shlomo Kramer – CEO, Cato Networks
Matthew Howard – MP, Norwest Venture Partners
Theresa Gouw – Founder, Acrew Capital
Ravi Mhatre – GP, Lightspeed Venture Partners

Key Investors:

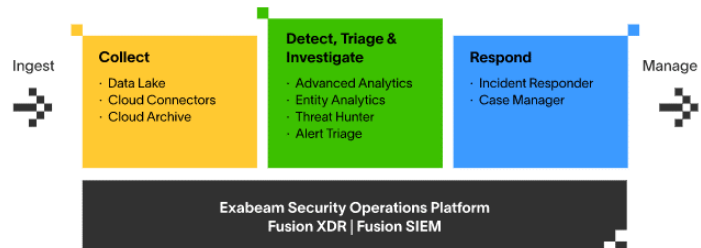
Aspect Ventures
Cisco Investments
Icon Ventures
Lightspeed Venture Partners
Norwest Venture Partners
Sapphire Ventures
Shlomo Kramer

Headcount: 550

Open Positions: 106

U.S. based: 68
International: 38
Sales: 22
Other: 84

Source: Company website, all revenues are CY-21





ExtraHop

Founded: 2007
Revenue: >\$100M

www.extrahop.com
 877.333.9872

520 Pike Street, Suite 1600
 Seattle, WA 98101

Company Summary: ExtraHop delivers real-time analytics and cloud-based machine learning for security and performance analytics. In recent years, the company has focused on security services as it provides unique capabilities for complete visibility, real-time threat detections, and intelligent responses to threats. Through its analysis of wire data, ExtraHop is able to discover, observe, and analyze all applications, hosts, clients and infrastructure within an enterprise’s network. This information allows businesses to correlate information and make real-time decisions in response to breach activity.

Products/Services: The ExtraHop platform, Reveal(x) is a unique IT operational intelligence solution that enables IT teams to view application servers, databases, storage systems, and the network together as one integral delivery system. By harnessing wire data traveling over cables and flowing through their environments, IT operations teams using ExtraHop have the visibility and insight needed to detect and respond to any threat that traverses a user’s network. The platform is a fundamentally different way to observe and secure digital interactions in an increasingly digital world.

Key Officers:

- Arif Kareem – CEO & President
- Jesse Rothstein – Co-founder & CTO
- Raja Mukerji – Co-founder & CCO
- Bill Ruckelshaus – CFO
- John Matthews – CIO
- Bryce Hein – CMO

Competition:

- Cisco Stealthwatch
- Darktrace
- FireEye
- Vectra AI

Board of Directors:

- Jesse Rothstein – CTO & Chairman, ExtraHop
- Arif Kareem – CEO & President
- Raja Mukerji – CCO
- Max de Groen – Bain Capital
- Marisa Femenia – Bain Capital
- David Humphrey – Bain Capital
- Samir Kapuria – Crosspoint Capital
- Ian Loring – Crosspoint Capital
- Will Tetler – Bain Capital
- Greg Clark – Crosspoint Capital
- Dr. James Truchard – Co-founder & CEO, National Instruments

Total Funding: Acquired by Bain Capital and Crosspoint Capital in 2021 at a valuation of \$900M.

Key Investors:

- Bain Capital
- Crosspoint Capital Partners

Headcount: 485

Open Positions: 105

- U.S. based: 83
- International: 22
- Sales: 65
- Other: 40

Source: Company website, all revenues are CY-21



FireMon



Founded: 2004
Revenue: \$50M - \$100M

www.firemon.com
 913.948.9570

8400 W. 110th Street, #500
 Overland Park, KS 66210

Company Summary: FireMon pioneered the security management space, providing firewall management and network security management solutions for on-premise, in the cloud, and a hybrid of environments. The company seeks to automate security processes by helping network and security teams understand changing compliance policies, providing visibility into increasingly complex networks, and automating threat data analyses. FireMon currently serves 1,700 customers.

Products/Services: FireMon's security management solution delivers several security products that are essential to protect companies from the growing number of cyberattacks today. The platform cleans up firewall configurations to maximize efficiency, validates compliance policies, and alerts the user on every change to network access. The policy manager automates, manages and implements change to network access and security. The policy optimizer sends detailed intelligence to IT teams and automates the change review process, a previously tedious task. The risk analyzer delivers real-time information on the network's vulnerabilities and allows the user to patch the security gap. The company also added technology to its portfolio for monitoring and responding to security risks across public cloud infrastructure from the acquisition of DisruptOps last year.

Key Officers:

Jody Brazil – CEO
 Donald Klumb – CFO
 Matt Eberhart – COO
 Brian Keets – CRO

Competition:

AlgoSec
 RedSeal
 Skybox
 Tufin

Board of Directors:

Jody Brazil – CEO
 Gary Fish – CEO, Fishtech
 Michael Triplett – Insight Partners
 Dave Cates – Insight Partners

Total Funding: NA

Key Investors:

Insight Partners

Headcount: 330

Open Positions: 41

U.S. based: 38
 International: 3
 Sales: 10
 Other: 41

Source: Company website, all revenues are CY-21

SECURITY MANAGER
 REDUCES COMPLEXITY
 AND RISK

- Rule consolidation and normalization across multivendor environments
- Instant rule analysis and security concern indexing
- Automated compliance checks and rule recommendations
- Real-time network behavior and traffic flow analysis
- Tailored compliance for internal and regulatory standards
- High-speed, flexible discovery powered by Elasticsearch



Flashpoint

Founded: 2010
Revenue: \$50-\$100M

www.flashpoint-intel.com
 888.468.3598

111 East 14th Street, Suite 284
 New York, NY 10003

Company Summary: The dark web is a forum for maleficent threat actors (e.g., terrorists, neo-Nazis, hacktivists) to congregate and disseminate strategic attack plan information, knowledge of which is absolutely critical to security teams. Flashpoint operates in the dark web with its business risk intelligence (BR) platform, utilizing data scoured from the depths of the internet so Flashpoint customers are able to make informed decisions and mitigate risk when alerted to increased threat actor activity. These insights are distributed to an array of products, thereby giving the devices access to critical intelligence such as illicit online communities, finished intelligence reports and discussions on chat services platforms. The combined repository of intelligence enables over 250 subscription customers to proactively adapt to threat adversaries before reaching a flashpoint.

Products/Services: The Flashpoint Intelligence program at its core grants access to an archive of reports and data which can be linked via API to enhance internal data sources. The product alerts customers when relevant threat actor information is discovered and/or compromised data are detected. The compromised credentials monitoring component scans for exposure of compromised internal company credentials and assesses appropriate responses to prevent an account takeover (ATO).

Key Officers:

- Josh Lefkowitz – CEO
- Evan Kohlmann – CIO
- Josh Devon – CPO & COO
- Chris Camacho – Chief Revenue Officer
- Lisa Iadanza – Chief People Officer
- Rob Reznick – SVP, Finance & Corp. Dev.
- Donald Saelinger – President
- Tom Hofmann – SVP, Intelligence
- Jake Wells – SVP, Solutions Architecture
- Brian Brown – SVP, Strategy & Business Development

Competition:

- Recorded Future
- Digital Shadows
- IntSights
- Intel471

Total Funding: Audax Private Equity acquired a majority ownership position in July, 2021 for an undisclosed amount.

Key Investors:

- Audax Private Equity
- Other undisclosed investors

Board of Directors:

NA

Headcount: 215

Open Positions: 37

- U.S. based: 34
- International: 3
- Sales: 10
- Other: 27

Source: Company website, all revenues are CY-21

The platform in detail

Finished Intelligence Experience

Access finished intelligence and primary source data across illicit online communities used by Flashpoint experts to create those reports.

Scalable Results

Broaden the scope of intelligence beyond traditional threat detection, and gain scalable, contextual, rich results that help teams make better decisions and protect their ability to operate across the enterprise.

Relevant Conversations

Whether you are an intel expert or new to assessing risk, our platform delivers relevant intelligence that empowers you to make more informed decisions and mitigate risk in any part of your organization.



Fortress

Founded: 2015
Revenue: <\$25M

www.fortressinfosec.com
 407.573.6800

189 S Orange Ave., #1950
 Orlando, FL 32801

Company Summary: In today’s enterprise environment, resolving critical infrastructure or web application vulnerabilities can take over two months. Fortress Information Security is an information security and cyber-risk mitigation platform striving to catalyze the securing of infrastructure, specifically, across the supply chain. The product integrates threat intelligence and service delivery within a governance platform. Its products are used to secure more than 30% of the U.S. power grid and they actively monitor more than one million external assets.

Products/Services: The Fortress Platform is a modular, multi-part solution wielding the combinatory strength of technology, managed services, and man-power to create a Risk Identification, Monitoring, and Management Platform (RIMM). The individual solutions include third-party risk management, vulnerability risk management, managed intelligence and analytics, and advisory and awareness. This business model is starkly different from a traditional outsourcing and advisory firm set-up, allowing for flexible solutions, efficiency from an operations perspective, and security across the complete supply chain.

Key Officers:

- Alex Santos – Co-founder & CEO
- Peter Kassabov – Co-founder & Chairman
- Saneel Amin – CFO
- Matt Mueller – VP Engineering
- Dr. Lee V. Mangold – CISO

Competition:

- BitSight
- Brinqa
- CyberGRX
- Kenna
- Microsoft
- OneTrust
- Prevalent

Board of Directors:

- Alex Santos – Fortress
- Peter Kassabov – Fortress
- Howard Smith – First Analysis
- Alexander Weiss – ClearSky
- Jamie Huff – ClearSky
- Norman Willox – Bluewater Intern’l

Total Funding: \$34M

Key Investors:

Not Available

Headcount: 180

Open Positions: 15

- U.S. based: 15
- International: 0
- Sales: 6
- Other: 15

Source: Company website, all revenues are CY-21





GoSecure

Founded: 2007
Revenue: \$50M-\$100M

www.gosecure.net
 855.893.5428

P.O. Box 501277
 San Diego, CA 92150

Company Summary: GoSecure entered the security market as a provider of endpoint detection and response (EDR) technology, and has transitioned into additional areas of enterprise security. GoSecure is now primarily focused on Managed Detection and Response (MDR) which includes next-generation antivirus, email security, and insider cyber threat detection. The combined offering creates significant value for customers in reducing time-to-decision by thwarting data breaches proactively. With a spectrum of cloud-delivered security solutions from managed threat hunting to managed incident response, only GoSecure has detection and response capabilities across all the main attack vectors, and multi-observational analysis to highly accurately correlate unknown actions.

Products/Services: The GoSecure CounterTack Platform offers real-time threat detection, analysis, and automatic mitigation. The platform is cloud-hosted and is available either on-premise or via managed security services. The company’s platform is highly scalable, allowing enterprises of all sizes to customize the solution to specific needs. With the demands of consolidation rising, the predictive analytics module deploys a single consolidated sensor on each endpoint, significantly reducing complexity and cost. Lastly, the platform easily integrates with existing endpoint security solutions, aggregation tools, network-based solutions, and third-party threat intelligence.

Key Officers:

- Neal Creighton – CEO
- Rick Miller – COO
- Thalia R. Gietzen – CFO
- Mathieu Grignon – SVP, Corporate Development
- John Randall – SVP, Product Management
- Thomas Wallace – SVP, Engineering

Competition:

- CrowdStrike
- Arctic Wolf
- Broadcom
- McAfee
- eSentire

Total Funding: \$135M

Board of Directors:

- Robert J. McCullen – CEO & Pres., Trustwave
- William J. Fallon – Retired Admiral
- Neil Creighton – CEO, GoSecure
- Philip M. Bilden – Shield Capital Partners
- Chris Boies – Partner, Boies Schiller & Flexner
- Andrew Drake – VP, NS2
- Shyam Gupta – Partner, Yaletown Partners
- Jack Kerrigan – MD, Razor’s Edge Ventures

Key Investors:

- Razor’s Edge Ventures
- SAP National Security Services
- W Investment Group
- Yaletown Partners

Source: Company website, all revenues are CY-21

Headcount: 275

Open Positions: 17

- U.S. based: 7
- International: 10
- Sales: 5
- Other: 12



Next-Gen Antivirus
 Protect your endpoints from traditional and modern fileless attacks.



Endpoint Detection and Response (EDR)
 Mitigate attacks before they happen with industry-leading visibility and correlation.



Network Detection and Response (NDR)
 Proactively monitor and detect unwanted network activity to identify and mitigate network compromises and internal attacks.



Inbox Detection and Response (IDR)
 Stop phishing and ransomware attacks in the email inbox before they ever reach the endpoint.



Insider Threat Detection and Response
 Detect and eliminate malicious and unwanted behavior by employees and administrators

hackerone

HackerOne

Founded: 2012
Revenue: \$50M-\$100M

www.hackerone.com
415.891.0777

22 4th Street, 5th Floor
San Francisco, CA 94103

Company Summary: HackerOne is a pioneer in the development of bug bounty platform technology, a business that leverages crowdsourced ethical hackers for the replacement of pen testing. Pen testing is costly, produces many false positives, and only occurs a few times a year, whereas HackerOne allows freelance hackers around the world to constantly find accurate vulnerabilities as hackers compete for awards. HackerOne has attracted more than 1.2 million ethical hackers to its platform and the company serves nearly 2,000 customers including cloud-native companies, government agencies, military departments, manufacturing companies and many other large enterprise organizations.

Products/Services: HackerOne offers an online product with nearly 1,500 platform programs where freelance hackers can attempt to hack as if they were malicious, finding key vulnerabilities and bugs in the code. When the hackers find such vulnerabilities, they report them to the owner, which are then corrected in the SaaS platform. Hackers are compensated a minimum of \$100 or a maximum of \$100,000 for each bug they discover. HackerOne distributes reports on discovered bugs called Hacktivity to inform hackers and the companies, delivering transparency to the internet.

Key Officers:

Mårten Mickos – CEO
Alex Rice – Co-founder & CTO
Jobert Abma – Co-founder & Engineering
Michiel Prins – Co-founder & Product
Liz Brittain – CFO
Marjorie Janiewicz – CRO
Tim Matthews – CMO

Board of Directors:

Bill Gurley – GP, Benchmark
Kathryn Haun – GP, Andreessen Horowitz
John Hering – Co-founder, Coalition
Hilarie Koplow-McAdams – Partner, NEA
Mårten Mickos – CEO, HackerOne
David Obrand – Valor Equity Partners
Phil Venables – CISO, Google

Competition:

Bugcrowd
Cobalt
Synack

Total Funding: \$160M

Key Investors:

Benchmark Capital
Dragoneer Investment Group
EQT Ventures
GP Bullhound
Marc Benioff
NaHCO3
New Enterprise Associates
Valor Equity Partners

Headcount: 300

Open Positions: 29

U.S. based: 17
International: 12
Sales: 8
Other: 21

Source: Company website, all revenues are CY-21

It takes a hacker to know a hacker

Hackers can help you find application defects that elude conventional security tools and teams.



Trained to see what others miss

Gain a fresh perspective so you don't miss flaws that malicious actors can exploit.



Continuous testing, constant protection

Keep watchful eyes on your applications, cloud assets, APIs, and supply chain at all times.



Access expert skills

Access technical skills your team lacks to be sure security doesn't slow down the pace of innovation.



iBoss

Founded: 2004
Revenue: >\$100M

www.iboss.com
 877.742.6832

101 Federal St.
 Boston, MA 02110

Company Summary: iboss is a cloud security company that provides organizations and its employees fast and secure access to the internet and private networks on any device, from any location. The iboss Secure Access Service Edge (SASE) cloud platform provides network security as a service, delivered in the cloud, as a complete SaaS offering. In addition, the Cloud Platform architecture is natively built for Zero Trust Network Access to provide granular policy controls and consistent enforcement at scale. As a result, iboss is uniquely able to satisfy specific regulations for access in commercial and federal environments. The service eliminates the need for traditional network security appliances by allowing organizations to leverage a global cloud footprint in order to secure traffic from anywhere at any scale, while reducing costs and complexity. Backed by >200 issued and pending patents iboss enables the most comprehensive, unified implementation of SASE in the market today.

Products/Services: The iboss cloud platform is differentiated in its patented containerized cloud architecture which enables users to connect quickly and securely to any cloud destination and private network. The architecture enables iboss to provide the most comprehensive, unified implementation of SASE and because it is natively built for Zero Trust Network Access (ZTNA), it is uniquely able to meet strict security standards.

Key Officers:

- Paul Martini – CEO/CTO & Co-founder
- Peter Martini – President & Co-founder
- Christopher Park – CTIO
- Matt Hartley – CRO
- Simon Eappariello – SVP, EMEA & APJ
- Eric Cornelius – Chief Product Officer
- May Mitchell – SVP, Marketing
- Joe Cosmano – SVP, Engineering Services

Board of Directors:

- Paul Martini – CEO/CTO & Co-Chairman, iboss
- Peter Martini – President, iboss
- Dave DeWalt – Co Chairman, iboss & Former CEO, McAfee and FireEye
- Frank Fanzilli – Former Global CIO, Credit Suisse
- John M. Connolly – Senior Advisor & Co-Chairman, Bain Capital Ventures
- George Blank – Former CFO, Univision

Headcount: 600

Open Positions: 86

- U.S. based: 71
- International: 15
- Sales: 9
- Other: 77

Competition:

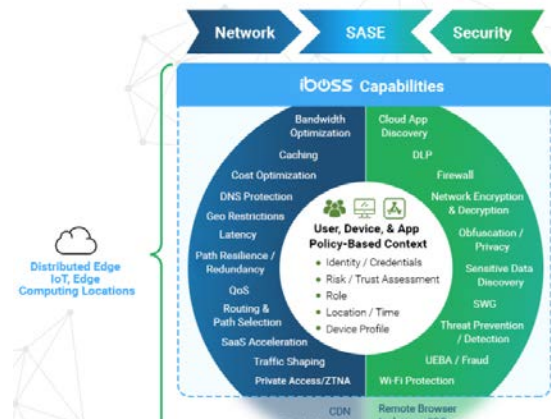
- Blue Coat/Broadcom
- Netskope
- Palo Alto Networks
- Zscaler

Total Funding: \$200M

Key Investors:

- Goldman Sachs
- Francisco Partners
- NightDragon Security

Source: Company website, all revenues are CY-21





Illumio

Founded: 2013
Revenue: >\$100M

www.illumio.com
 855.426.3983

920 De Guigne Dr.
 Sunnyvale, CA 94085

Company Summary: Illumio provides Zero Trust Segmentation to proactively stop ransomware, malware, and other attacks from moving beyond their initial point of entry. The company enables customers to gain live visibility, adaptive microsegmentation, and instant encryption without dependencies on the network or hypervisor. The product software is entirely decoupled from the underlying infrastructure through its proprietary mapping architecture, which eliminates traditional system dependencies. Adaptive segmentation filters traffic to enforce security policies, allowing performance boosts within a cloud environment. Illumio essentially delivers a local firewall that is built into the OS of every workload in the data center. Because Illumio is not beholden to the underlying infrastructure, customers can easily instrument and manage the firewall with centralized policies that are appropriate for the customer's environment. Illumio secures 6 of the 10 largest banks, 5 of the leading insurance companies and 3 of the 5 largest SaaS companies.

Products/Services: Illumio's flagship product, Illumio Core, is a bundle of services that creates a Zero Trust framework and automates security enforcement across on-premise and cloud environments. Key services include Illumination for application dependency mapping, Policy Generator for creating segmentation policies, Explorer for searching and analyzing traffic between workloads, SecureConnect for encrypting and protecting data in transit, Vulnerability Maps for identifying applications with vulnerable ports and Enforcement Boundaries for controlled deployment of policies.

Key Officers:

- Andrew Rubin – Founder & CEO
- PJ Kirner – Founder & CTO
- Anup Singh – CFO
- Jim Love – CRO
- Shay Mowlem – CMO
- Ben Verghese – SVP, Engineering

Competition:

- Akamai/Guardicore
- Cisco
- VMware
- Zscaler

Total Funding: \$583M

Board of Directors:

- Andrew Rubin – Founder & CEO, Illumio
- Steve Herrod – MD, General Catalyst Partners
- John Hinshaw – Group COO, HSBC
- John Jack – Partner, Andreessen Horowitz
- Jennifer Johnson – CMO & Strategy, Amplitude
- Mike Kourey – CFO, Dialpad

Key Investors:

- Accel Partners
- Andreessen Horowitz
- Blue Owl Capital
- Data Collective
- Franklin Templeton
- General Catalyst
- Hamilton Capital
- J.P. Morgan
- Thoma Bravo
- 8VC

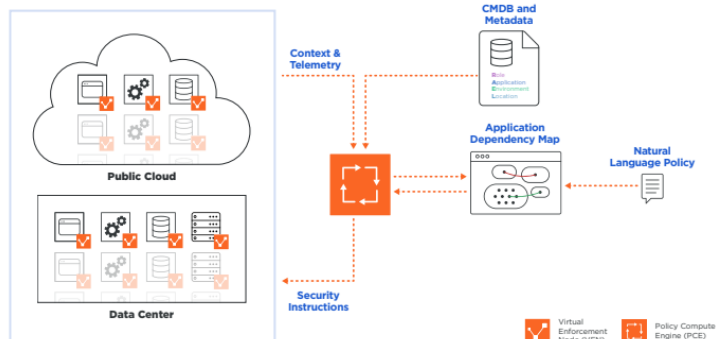
Headcount: >400

Open Positions: 156

- U.S. based: 132
- International: 24
- Sales: 8
- Other: 148

Source: Company website, all revenues are CY-21

Illumio Core Architecture





Illusive

Founded: 2014
Revenue: <\$25M

www.illusive.com
 844.455.8748

7 Totseret Ha-Arets St.
 Tel Aviv-Yafo, Israel 6789104

Company Summary: Illusive Networks is a pioneer of deception technology and a leader in identity security. The company's solution reduces cyber risk by shrinking the attack surface and stopping lateral movement once a breach occurs. Illusive protects customers from targeted attacks by identifying, analyzing and prioritizing identity risks such as misconfigured identities and exposed credentials. It purges those risks from endpoints and servers and then leverages deception technology to create a distorted reality that the attacker cannot confidently navigate. Agentless and driven by intelligent automation, Illusive technology enables organizations to significantly increase proactive defense while adding almost no operational overhead.

Products/Services: The Illusive Networks product suite prevents, detects, and stops threat actors by creating a hostile environment for the attackers themselves. Identity Risk Management (IRM) deploys with no agent and regularly scans hundreds of thousands of endpoints. It discovers over a dozen different kinds of identity vulnerabilities and automatically alerts and mitigates vulnerabilities based on policy. Attack Detection System (ADS) is an agentless, undetectable deception solution that creates a hostile environment for attackers, stopping lateral movement.

Key Officers:

- Ofer Israeli – CEO & Founder
- Arik Levi – CFO
- Brendan O'Connell – CPO
- Bob Horn – CRO
- Mark Jaffe – VP, Strategy & Bus. Dev.

Competition:

- Acalvio
- Attivo Networks
- Commvault/TrapX

Total Funding: \$60M

Board of Directors:

- Ofer Israeli – CEO, Illusive Networks
- Nadav Zafrir – CEO, Team8
- Dave DeWalt – Ex-CEO, FireEye
- Yuval Shachar – Partner, Marker LLC
- Aaron Jacobson – Partner, NEA

Key Investors:

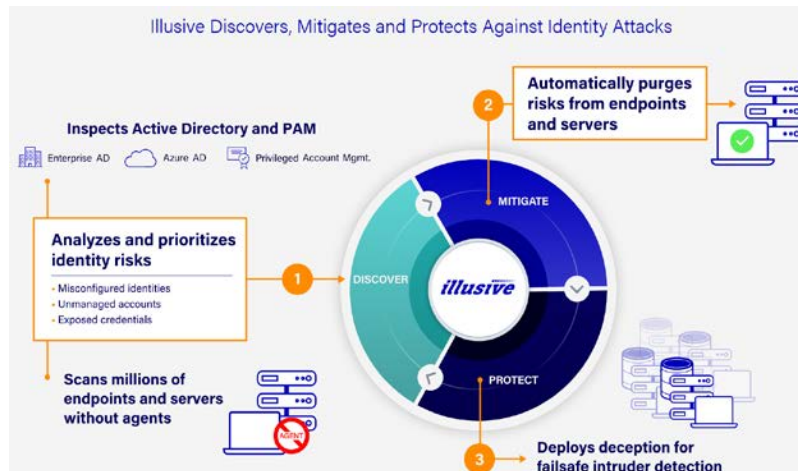
- Bessemer Venture Partners
- Cisco Investments
- Citi Ventures
- Innovation Endeavors
- M12
- Marker LLC
- NightDragon
- NEA
- Spring Lake Equity Partners

Headcount: 140

Open Positions: 22

- U.S. based: 5
- International: 17
- Sales: 2
- Other: 20

Source: Company website, all revenues are CY-21



IL IMMERSIVELABS

Immersive Labs

Founded: 2017
Revenue: \$25M - \$50M

www.immersivelabs.com
617.221.7241

200 Berkeley Street, 23rd Floor
Boston, MA 02116

Company Summary: Immersive Labs empowers organizations to battle-test, measure, and improve the capabilities of human cyber assets. Rapid gamified exercises based on threat intelligence increase the preparedness and skills levels of everyone from IR to DevOps teams, building resilience in a dynamic threat landscape. Subsequent data insights can be put at the heart of CISO strategies, reducing risk and informing board reporting and investment decisions. The platform is designed with skills-based security challenges and content for various personnel across the enterprise, spanning security, developers, and business executives. The platform is gamified and accessible on-demand via a web browser with measurable metrics to track user engagement and improvement over time.

Products/Services: The human cyber readiness platform use cases include stress test crisis response, practical application security to upskill developers, candidate screening to improve quality of cyber professionals, and offensive/defensive labs to improve cyber professional skills with threat intelligence research and insights. Offered as an integrated suite, or standalone modules, the Immersive Labs platform improves resilience and reduces risk with four key sets of human cyber assets, capturing rich data on each to inform better strategies. For cybersecurity teams, the platform provides iterative skills development to arm them with specialist capabilities which track the threat landscape, using gamification to increase engagement. For engineering teams, Immersive Labs enables an understanding of the latest secure development techniques and application security threats to better secure the SDLC. For security and hiring teams, it allows for the testing of candidates against specific tasks to ensure the relevant expertise. This removes friction in the hiring cycle, improves long-term planning, and encourages diversity.

Key Officers:

James Hadley – CEO
Stuart Goldblatt – CFO
Paul Bentham – CPO
Matt Knutsen – CRO
Chris Newton – VP Engineering

Competition:

SANS
Rangeforce
Cyberbit
Cybrary

Total Funding: \$123M

Board of Directors:

James Hadley – CEO, Immersive Labs
Antony Clavel – Summit Partners
Rupert Cook – Immersive Labs
James Hayward – Goldman Sachs
Jack Huffard – Co-Founder, Tenable
Ryan Hinkle – Insight Partners
Jennifer Johnson – CMO, Amplitude

Key Investors:

Citi Ventures
Goldman Sachs
Insight Partners
Menlo Ventures
Summit Partners

Headcount: 300

Open Positions: 48

U.S. based: 18
International: 30
Sales: 11
Other: 37

Source: Company website, all revenues are CY-21

Exercise	Evidence	Equip
Benchmark current knowledge, skills and judgment through realistic, role-specific, cyber simulations across the entire workforce, with minimal impact on resources.	Map human capability data and insights to accepted risk frameworks for a real-time picture of cyber resilience and risks, benchmarked to peers.	Plug gaps in knowledge, skills and judgment using scalable content experiences tailored to each individual dependent on role and business risk.

Imperva



Founded: 2002
Revenue: >\$400M

www.imperva.com
 650.345.9000

One Curiosity Way, Suite 203
 San Mateo, CA 94403

Company Summary: Imperva is a provider of data, application, and edge protection in the cloud and on-premise. Its services include activity monitoring, real-time protection, and risk management to prevent against emerging, automated, and insider attacks. Customers can leverage the multi-cloud platform to consolidate solutions from multiple vendors and save on the total cost of ownership. The platform also analyzes traffic activity through various paths in order to identify and mitigate malicious behavior, disrupting even multi-pronged attacks. The company currently serves over 6,200 enterprise customers, including 34% of the Fortune 100, in over 150 countries.

Products/Services: Imperva's portfolio is composed of Application Security, Data Security, Network Security, Cloud-Native Security, and Security Automation products. Its Application security suite is anchored by the company's market-leading Web Application Firewall. The data security suite enables users to secure sensitive data wherever it resides and whoever accesses it while simplifying compliance and reporting. The company's cloud-native suite addresses the growing need for developers to embed security into their DevOps process and Imperva's network products secure against bot attacks and ensure bandwidth availability.

Key Officers:

- Pam Murphy – CEO
- Kunal Anand – CTO
- Scott Lovett – CRO
- Jim Dildine – CFO
- Julien Bellanger – CMO
- Samir Sherif – CISO

Board of Directors:

- Charles Goodman – Chairman
- Andrew Almeida – Partner, Thoma Bravo
- Erik Akopiantz – Partner, Thoma Bravo
- Richard Northing – Board Member
- Jim Pflaging – Founder & Managing Partner, Cynergy Partners
- Kenneth J. Virnig II – Partner, Thoma Bravo
- Seth Boro – Managing Partner, Thoma Bravo
- Pamela Murphy – CEO

Headcount: ~1,500

Open Positions: 118

- U.S. based: 27
- International: 91
- Sales: 43
- Other: 75

Competition:

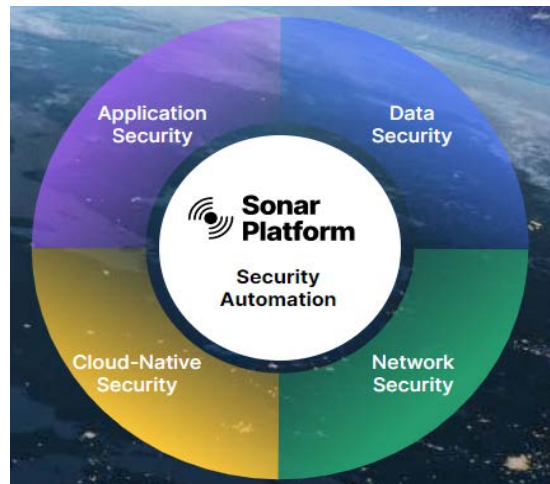
- Akamai
- Cloudflare
- F5 Networks
- Fortinet
- IBM

Total Funding: Thoma Bravo acquired in 2019

Key Investors:

- Thoma Bravo

Source: Company website, all revenues are CY-21





Karamba Security

Founded: 2015
Revenue: <\$25M

www.karabasecurity.com
248.574.5171

24 HaNagar St.,
Hod Hasharon, Israel

Company Summary: Karamba Security provides industry-leading embedded security that enables connected devices, such as IOT devices, to self protect. Its solutions are used across enterprise edge, automotive, industrial, and consumer IOT products. Karamba's software is designed to operate in resource-constrained systems and it ensures that IOT applications operate reliably. The company started in the autonomous automotive market, where its solutions prevent cyberattacks with zero false positives.

Products/Services: Karamba's ideology around adapting to an ever-changing threat landscape is effective due to the manner in which security is embedded into devices from end to end. The product suite provides four core services for all connected devices: Secured Design, Security Validation, Self-Protection, and Continuous Security. The suite of services provides for seamless protection across the entire lifecycle of any connected device.

Key Officers:

Ami Dotan – CEO & Co-founder
David Barzilai – Executive Chair & Co-founder
Tal Ben-David – VP R&D & Co-founder
Assaf Harel – Chief Scientist & Co-founder
Idit Mor – CFO
Amir Einav – VP, Marketing

Board of Directors:

Ofer Schreiber – MD, YL Ventures
Chris Stallman – MD, Fontinalis Partners
Neil Schloss – Independent Board Member
Tal Ben-David – VP R&D & Co-founder, Karamba
Ami Dotan – CEO & Co-founder, Karamba
David Barzilai – Exec Chair & Co-founder, Karamba
Assaf Harel – Chief Scientist & Co-founder, Karamba

Competition:

Argus
Red Balloon

Total Funding: \$27M

Key Investors:

Asgent
Fontinalis Partners
Glenrock Group
Liberty Mutual
Paladin Capital Group
Presidio Ventures
SVIC
VinFast
YL Ventures

Source: Company website, all revenues are CY-21

Headcount: 30

Open Positions: 11

U.S. based: 1
International: 10
Sales: 2
Other: 9

Karamba's Product Suite For Embedded Security Lifecycle

Embedding end-to-end security is the most effective way to create self-protecting connected devices that can withstand the myriad dangers posed by today's threat landscape.

Secured Design

Karamba leverages industry-leading expertise to help manufacturers gain a holistic understanding of the cyber threats facing their product's architecture, so they can design safer devices.

Security Validation

Our products help manufacturers locate and prioritize the security gaps and blind spots in the software image, be it developed in house or provided by third parties in the supply chain.

Self-Protection

Karamba's embedded security solutions provide the software integrity and authentication needed in performance challenged environments.

Continuous Security

Gain deep visibility into the device's behavior in real time across its entire lifecycle, to help resolve attacks, understand threats, and support over-the-air updates.

KEYFACTOR

Keyfactor

Founded: 2001
Revenue: \$25M - \$50M

www.keyfactor.com
 216.785.2990

6150 Oak Tree Blvd, Suite 200
 Independence, OH 44131

Company Summary: Keyfactor offers information security management that provides certificate lifecycle automation to support crypto agility. It competes with identity and access management vendors in the mitigation of risk exposure related to secure digital certifications and keys wielded to confirm digital identity and authenticity. Keyfactor is a leader in machine identity management; with the recent acquisition of PrimeKey, the company supports flexible and highly scalable certificate issuance and automated deployment of machine identities. The public key infrastructure (PKI) as-a-service platform ensures customers are able to leverage IoT devices with crypto-agility at scale.

Products/Services: The Keyfactor Crypto-Agility platform is segmented into enterprise security and IoT security. Within the enterprise security segment, customers realize the benefits of PKI as-a-service, certificate lifecycle automation, SSH key management, enterprise code signatures, and encryption key management. Within the IoT security segment, customers leverage the IoT identity platform to ensure unique identities for all connected devices. The company offers vertical-specific solutions for automotive, medical, and industrial organizations.

Key Officers:

- Jordan Rackie – CEO
- Ted Shorter – Co-founder & CTO
- Jim DeBlasio – CFO & EVP, Operations
- Chris Hickman – Chief Security Officer
- Ellen Kindley – Chief Transformation Officer
- Gary Galehouse – SVP, Software Development
- Mark Thompson – SVP, Product Management

Board of Directors:

- Michael Triplett – Board Member
- Jordan Rackie – CEO, Keyfactor
- Lonne Jaffe – Managing Director, Insight Partners
- Thomas Krane – Principal, Insight Partners
- Tim Harvey – Executive Chairman, VTS

Competition:

- AppViewX
- Venafi

Total Funding: Insight Partners acquired in 2018

Key Investors:

- Insight Partners
- General Motors Ventures
- Generation Ventures

Headcount: 280

Open Positions: 39

- U.S. based: 33
- International: 6
- Sales: 7
- Other: 32

Source: Company website, all revenues are CY-21



Liquid



Founded: 2013
Revenue: \$50M - \$100M

www.liquid.com
 303.500.1551

329 Interlocken Pkwy., Ste 200
 Broomfield, CO 80021

Company Summary: Liquid is a pioneer in composable infrastructure technology which leverages industry-standard data center components to deliver a flexible, scalable architecture built from pools of disaggregated resources. Its solutions provide 2x-3x improvements in data center utilization rates compared to traditional static architectures. As a result, users can build data centers with far greater agility and scalability to meet their business needs. In 2021, Liquid more than doubled its workforce and it surpassed the 100-customer milestone.

Products/Services: Liquid Matrix CDI is a software platform that provisions, scales and redeploys bare metal infrastructure in seconds. More specifically compute, networking, storage, GPU, FPGA, and memory devices are interconnected over intelligent fabrics to deliver dynamically-configurable bare-metal servers designed with the exact physical resources required by each deployed application. The process can be automated to realize further efficiencies to better address data demand associated with next-generation applications.

Key Officers:

Sumit Puri – CEO & Co-founder
 Bryan Schramm – COO & Co-founder
 J. Scott Cannata – CTO & Co-founder
 John Spiers – CRO
 Steve Tucker – CFO
 Christopher Long – Chief Architect

Competition:

Diamanti
 Compose Cloud
 Nirmata

Total Funding: \$150M

Board of Directors:

Michael Raam – CEO, etherWhere
 Marty Friedman – Managing Director, DH Capital
 Ryan Pollock – Managing Partner, Iron Gate Capital
 Stephen George – Founder & Managing Partner, Panoram Point Partners

Key Investors:

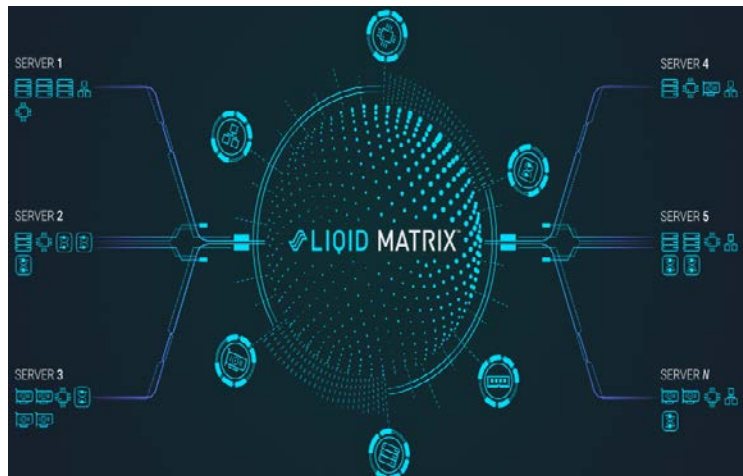
Kingston Technology
 Marker Hill
 Phison
 DH Capital
 ABR Capital, LLC
 Iron Gate Capital
 Panorama Point Partners

Headcount: 91

Open Positions: 8

U.S. based: 8
 International: 0
 Sales: 3
 Other: 5

Source: Company website, all revenues are CY-21





Lookout

Founded: 2007
Revenue: >\$100M

www.lookout.com

275 Battery St., Suite 200
 San Francisco, CA 94111

Company Summary: Since its founding in 2004, Lookout has been a pioneer in mobile security and more recently the company has complemented its technology with SASE (Secure Access Services Edge) technology to create an integrated platform. The company acquired CipherCloud in 2021 which brought Cloud Access Security Broker (CASB), Zero Trust Network Access (ZTNA), Secure Web Gateway (SWG) and Data Loss Prevention (DLP) among other SASE services. Lookout Security Cloud embodies a privacy-centric approach to thwart phishing, application, device, and network threats through its easy-to-deploy cloud modules for security detection, visibility, response, and remediation. The company currently has more than 2,800 enterprise customers.

Products/Services: Lookout detects threats on endpoints and network connections, detects anomalous user behavior and tracks the sensitivity level of the data users' access. The user insights enable Lookout to intelligently enforce security policies to protect data while enabling organizations to meet industry regulations. Key components of the solution include Secure Access Service Edge (SASE), Mobile Endpoint Security (MES), Zero Trust Network Access (ZTNA), Cloud Access Security Broker (CASB) and Threat Intelligence (TI).

Key Officers:

- Jim Dolce – CEO and Chairman
- Mark Nasiff – COO & CFO
- Mike Banic – CMO
- John Scano – CDO
- Aaron Cockerill – Chief Strategy Officer
- Sundaram Lakshmanan – CTO, SASE
- Marc Jaffan – VP, Bus & Corp. Development

Competition:

- Broadcom
- Check Point Software
- CrowdStrike
- Netskope
- Palo Alto Networks
- Zimperium
- Zscaler

Board of Directors:

- Jim Dolce – CEO and Chairman, Lookout
- Kevin Hartz – CEO & Co-founder, Eventbrite
- John Hering – Co-founder, Lookout
- Kevin Mahaffey – Co-founder & CTO, Lookout
- Jeff Jordan – GP, Andreessen Horowitz
- Ping Li – Partner, Accel
- Mike Volpi – Partner, Index Ventures
- Nick Adamo – Chairman, Commvault

Total Funding: \$332M

Key Investors:

- Accel
- Andreessen Horowitz
- BlackRock
- Goldman Sachs
- Index Ventures
- Kevin Milden
- Khosla Ventures
- SharesPost Investment Management
- T. Rowe Price
- Trilogy Ventures
- Wellington Management

Headcount: 600

Open Positions: 173

- U.S. based: 98
- International: 75
- Sales: 29
- Other: 144

Source: Company website, all revenues are CY-21

<p>Complete Visibility Full insight into your data, users, apps and endpoints.</p>	<p>Unified Insights A single platform to implement policies and hunt for threats.</p>	<p>Precise Controls Provide granular access that matches your user's risk level.</p>
<p>Protect Data Classify and encrypt data on the fly to prevent data leakage.</p>	<p>Detect Threats Secure against attacks such as insider threats and ransomware.</p>	<p>Privacy-Centric Security Behavior-based detections stop attacks that lead to breaches.</p>



Malwarebytes

Founded: 2008
Revenue: >\$100M

www.malwarebytes.com
800.520.2796

3979 Freedom Circle, 12th Fl.
Santa Clara, CA 95054

Company Summary: Malwarebytes provides endpoint security software and services to enterprise organizations and consumers. The company guards users against the latest cyber threats, including malware, ransomware, and exploits that traditional antivirus solutions fail to catch. With over 200M scans performed every month and more than 20M threats detected daily, the company leverages large scale volumes of data combined with machine learning and artificial intelligence to identify suspicious behavior and catch new threats in real time.

Products/Services: Malwarebytes offers a broad suite of products that span the consumer, small business and enterprise markets. In the consumer segment, Malwarebytes offers security and anti-virus suites as well as privacy products. For small businesses, Malwarebytes has developed pricing and management of its industry-leading Next Generation Antivirus that comes with user-friendly support and is easy to deploy. The company’s enterprise solution provides Enterprise-Class Protection, Detection and Remediation which is designed for organizational resilience to ensure a quick recovery when the inevitable breach occurs. Malwarebytes also offers Advanced Server Protection and Cloud Based Security Management for businesses of all sizes.

Key Officers:

- Marcin Kleczynski – CEO
- Tom Fox – President and CFO
- Barry Mainz – COO
- Mark Strassman – CPO
- Camellia Ngo – Chief People Officer
- Greg Higham – CIO
- Adam Hyder – CTO
- Laura Whitt-Winyard - CISO

Board of Directors:

- Marcin Kleczynski – CEO, Malwarebytes
- Corey Mulloy – Partner, Highland Capital
- Alexander Eckelberry – COO, AutoLoop
- Brooke Seawell – Partner, NEA
- Justin Somaini – Chief Security Officer, SAP
- Doug Swanson – Founder & Partner, Zipline Scientific Consulting
- Gary Steele – CEO, Proofpoint
- Carolyn Feinstein, CEO, Dropbox

Headcount: 850

Open Positions: 225

- U.S. based: 99
- International: 126
- Sales: 100
- Other: 225

Competition:

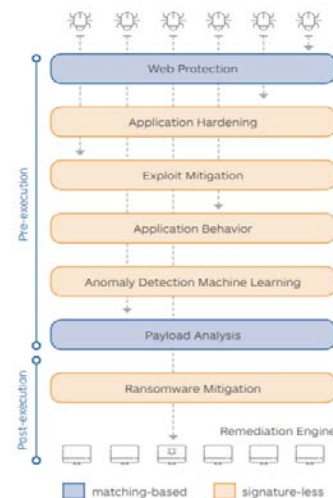
- Avast
- CrowdStrike
- Broadcom
- McAfee
- NortonLifeLock
- SentinelOne
- Trend Micro

Total Funding: \$80M

Key Investors:

- Fidelity Management Company
- Highland Capital Partners
- NEA

Source: Company website, all revenues are CY-21



Menlo Security



Founded: 2012
Revenue: \$50-\$100M

www.menlosecurity.com
 650.695.0695

800 W. El Camino Real, # 250
 Mountain View, CA 94040

Company Summary: Menlo Security pioneered isolation technology and today its Elastic Isolation Core provides the foundation upon which the company’s platform is built. By leveraging isolation technology, the platform uniquely implements a Zero Trust architecture that provides 100% protection with no need for special software or plug-ins, so users experience no impact on performance or interruption in workflow. The platform is built to scale globally to meet enterprise-level growth—from 1,000 users to over 3M—with no performance hit. The platform currently isolates billions of sessions every month and its customers have reported 0 breaches when using Menlo Security’s email or web services.

Products/Services: Menlo Security’s Elastic Isolation Core underpins the company’s suite of services. The company’s services include Secure Web Gateway, Remote Browser Isolation, Email Isolation, Cloud Access Security Broker, Data Loss Prevention, Menlo Private Access, Firewall as a Service and an Isolation Security Operations Center.

Key Officers:

- Amir Ben-Efraim – CEO
- Poornima DeBolle – Chief Product Officer
- David Eckstein – CFO
- Sten Wastie – CMO
- Jeff Rachlin – VP of Customer Success
- Devin Ertel – CISO

Competition:

- Zscaler
- Netskope
- Symantec Blue Coat (Broadcom)

Total Funding: \$260M

Key Investors:

- JP Morgan Chase & Co.
- Ericsson
- HSBC
- American Express Ventures
- Neuberger Berman
- General Catalyst
- Vista Equity Partners

Board of Directors:

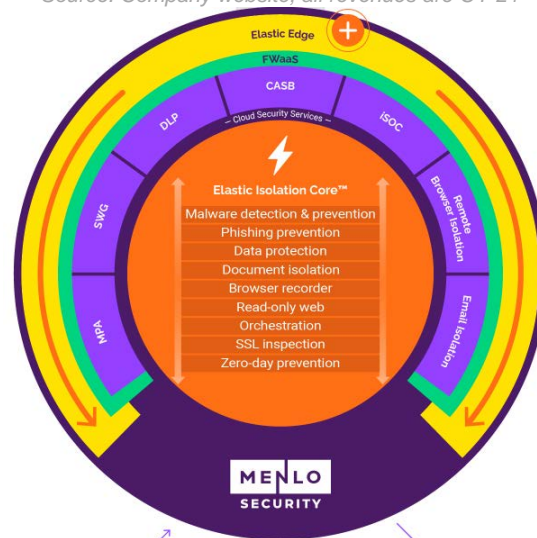
- Amir Ben-Efraim – CEO
- Dr. Steve Herrod – Managing Director, General Catalyst Partners
- Joe Sexton – Former CEO, AppDynamics
- Ryan Atlas – Managing Director, Vista Equity Partners

Headcount: 450

Open Positions: 60

- U.S. based: 25
- International: 35
- Sales: 11
- Other: 49

Source: Company website, all revenues are CY-21



Mission Secure



Founded: 2014
Revenue: <25M

www.missionsecure.com
434.284.8071

100 10th Street NE, Suite 301
Charlottesville, VA 22902

Company Summary: Mission Secure offers an OT cyber-protection platform to quell OT attacks from their point of inception. The platform is reinforced by a 24/7 managed services team to ensure OT visibility, segmentation, protection, threat hunting, and incident response at a military and industrial grade level of protection. The OT cybersecurity sector is undergoing rapid growth as 75% of industrial control systems experience some kind of breach. Additionally, the cost of ransomware is growing rapidly and the risk of exposure will only increase once threat actors develop monetization strategies similar to the current situation in traditional IT environments. In light of these market developments, Mission Secure has sustained triple-digit growth.

Products/Services: The Mission Secure Platform identifies all connected devices and communications operating on an OT network. By leveraging its device data, Mission Secure delivers comprehensive visibility and provides segmentation of customer environments without any manual re-architecture of the network. In order to protect the network, the platform alerts and investigates unauthorized traffic and validates alert signals with physical processes to limit system damage. In addition to the platform, Mission Secure offers OT cyber-risk assessments and is equipped with a 24/7 managed service component to its offering.

Key Officers:

John Adams – CEO
Jon Garside – CMO
Todd Laughman – CRO
Paul Arceneaux – SVP, Engineering & Product
Don Ward – SVP, Global Services

Board of Directors:

John Adams – CEO
David Drescher – Co-founder
W. George Coyle – Managing Partner, Energy Innovation Capital
Harold Nussenfeld – Principal, Skye Asset Management
Jerry Labowitz – Director, POM

Headcount: 40

Open Positions: 1

U.S. based: 1
International: 0
Sales: 0
Other: 1

Competition:

Claroty
Dragos
Nozomi Networks

Total Funding: \$23M

Key Investors:

Blue Bear Capital
Chevron Technology Ventures
Energy Innovation Capital
IREON Ventures
Macquarie Capital & R/GA Ventures
University of Virginia

Source: Company website, all revenues are CY-21



Visibility

Identify all connected devices and communications on your OT network.



Segmentation

Segment your OT environment without re-architecting the network.



Protection

Prevent, alert on, and investigate unauthorized traffic in your OT environment.



Signal-Integrity

Monitor and validate physical process signals to prevent system damage.



Netskope

Founded: 2012
Revenue: >\$100M

www.netskope.com
 800.979.6988

2445 Augustine Dr., 3rd Floor
 Santa Clara, CA 95054

Company Summary: Netskope is a leading provider of integrated cloud, network and data security services, which in aggregate comprise a SASE (Secure Access Service Edge) solution. Netskope pioneered the market for CASB (Cloud Access Security Broker) technologies, technology that governs access and activities in sanctioned and unsanctioned cloud services and it has effectively leveraged its leadership to expand into adjacent SASE technology markets. The company's services are built on a unique platform designed to allow users to gain visibility at the application and data level as opposed to traditional network-centric approaches which lack application intelligence and are inadequate for securing cloud and mobile users. As a result, the company's Security Cloud offering has the ability to guard data anywhere and comes with advanced threat protection, allowing customers to have full control from just one cloud.

Products/Services: Netskope Security Cloud protects data with real-time and deep detection engines, and comes with cutting-edge threat protection to stop attacks. It has the ability to secure environments that are 100% in the cloud, on-premise, or in a hybrid configuration. The platform offers enterprises a host of critical capabilities including: visibility into apps, devices, users, etc.; deep analytics on user activity; data loss prevention (DLP); policy enforcement; zero trust network access; and response capabilities. More recently, the company has also introduced a key additional service, its Secure Service Edge (SSE) service which emphasizes tight integration and ease of use across multiple services to ensure users anywhere and on any device have fast and easy access to any application with advanced data and threat protection.

Key Officers:

- Sanjay Beri – CEO & founder
- Krishna Narayanaswamy – CTO
- Dave Peranich – President, Go-To-Market
- Drew Del Matto – CFO
- David Wu – Chief Development Officer
- John Martin – Chief Product Officer
- Lamont Orange – CISO
- Jason Clark – Chief Strategy & Marketing Officer

Board of Directors:

- Sanjay Beri – CEO, Netskope
- Kimberly Alexy – Independent Board Member
- Arif Janmohamed – Partner, Lightspeed
- Enrique Salem – Independent Board Member
- Eric Wolford – Partner, Accel

Competition:

- McAfee Skyhigh Networks
- Broadcom
- Palo Alto Networks
- Zscaler

Total Funding: \$1B

Key Investors:

- Accel
- Base Partners
- Geodesic Capital
- ICONIQ Capital
- Lightspeed Venture Partners
- Sapphire Ventures
- Sequoia Capital
- Social Capital

Headcount: 1,700

Open Positions: 507

- U.S. based: 279
- International: 228
- Sales: 96
- Other: 411

Source: Company website, all revenues are CY-21



Nozomi Networks



Founded: 2013
Revenue: \$25M-\$50M

www.nozominetworks.com
 1.800.314.6114

575 Market Street, Suite 3650
 San Francisco, CA 94105

Company Summary: Nozomi Networks is a leading provider of solutions for visibility and cybersecurity for industrial, operational and IOT environments. The company’s products enable customers to protect against an increasingly intense threat landscaping by leveraging actionable cybersecurity insights and AI-driven threat intelligence. In doing so, the company facilitates digital transformation across the largest critical infrastructure sectors including energy, manufacturing, mining, transportation, building automation and others. Customers have deployed Nozomi in more than 5,000 networks and it is used to monitor more than 57 million devices.

Products/Services: Nozomi’s flagship product, Guardian, inserts itself into an industrial control network via sensors and begins to identify, assess, detect, and act at scale to provide a robust mapping of the network as well as vulnerability assessment, risk monitoring, and threat detection. With Guardian enabled, customers leverage Vantage, a SaaS platform that protects and responds to threats across all assets, regardless of physical location. Finally, Nozomi’s Central Management Console (CMC) provides centralized management for fast and easy deployment and operation.

Key Officers:

- Edgard Capdevielle – President & CEO
- Andrea Carcano – Co-founder & Chief Product Officer
- Moreno Carullo – Co-founder & CTO
- Stephen Driggers – CRO
- John Vincenzo – CMO
- Chet Namboodri – SVP, BD & Alliances

Competition:

- Clarity
- Dragos

Total Funding: \$166M

Key Investors:

- Activate Capital
- Energize
- Forward Investments
- Honeywell Ventures
- GGV Capital
- IQT
- Keysight Technologies
- Lux
- Planven
- Porsche Ventures
- Telefonica
- Triangle Peak Partners

Board of Directors:

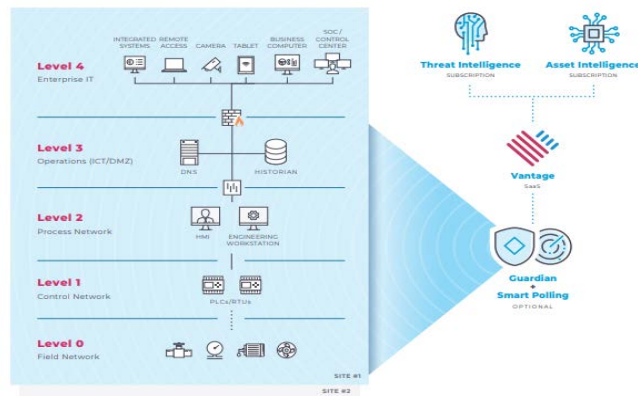
- Glenn Solomon – Managing Partner, GGV Capital
- Bilal Zuberi – Partner, Lux Capital
- John Tough – Partner, Energize Ventures
- Giovanni Canetta Roeder – CEO, Planven Investments
- Barmek Meftah – Board Member
- Dain F. DeGrosso – Partner & President, Triangle Peak Partners

Headcount: 200

Open Positions: 44

- U.S. based: 18
- International: 26
- Sales: 9
- Other: 35

Source: Company website, all revenues are CY-21





OneTrust

Founded: 2016
Revenue: >\$100M

www.onetrust.com
 844.847.7154

1200 Abernathy Road NE, Bldg 600
 Atlanta, GA 30328

Company Summary: OneTrust develops a privacy, security, and governance technology platform aiding organizations in assuring compliance with regulations such as GDPR in Europe, privacy shield, CCPA, LGPD, PDPA, and ISO27001, among other privacy and security laws. The offering includes a technology platform, a wide array of regulatory intelligence stemming from researchers and the legal community, as well as an active user community collaborating on industry best practices. The company currently holds 200 issued patents, an active user community of 20,000, 40 in-house researchers, and over 800 lawyers in its network. OneTrust serves 12,000 customers, including 75% of the Fortune 500.

Products/Services: The OneTrust Platform sits on top of DataGuidance (Regulatory Research) and a proprietary AI engine, OneTrust Athena. Platform modules include OneTrust Privacy Management Software for user privacy, OneTrust PreferenceChoice for consent and preference management, OneTrust Vendorpedia for third-party risk exchange, OneTrust GRC for integrated risk management, OneTrust Ethics for ethics and compliance, OneTrust Datadiscovery AI for AI-powered discovery and classification software, and OneTrust DataGovernance for data governance.

Key Officers:

- Kabir Barday – CEO
- Guido Torrini – CFO
- JP Halebeed – CTO
- Kevin Kiley – CRO
- Lisa Campbell – CMO
- Blake Brannon – Chief Strategy Officer

Board of Directors:

- Alan Dabbieri – Co-Chairman
- David Dabbieri – Legal Advisor, OneTrust
- John Marshall – Co-Chairman
- Karbir Barday – CEO, OneTrust
- Richard Wells – MD, Insight Partners

Headcount: ~3000

Open Positions: 234

- U.S. based: 110
- International: 124
- Sales: 111
- Other: 123

Competition:

- Archer
- IBM
- ServiceNow

Total Funding: \$920M

Key Investors:

- Coatue Management
- Franklin Templeton
- Insight Partners
- Rho
- SoftBank
- TCV
- TOLA Capital

Source: Company website, all revenues are CY-21





Orca Security

Founded: 2019
Revenue: <\$25M

www.orca.security

HaMasger St 66
Tel Aviv-Yafo, Israel

Company Summary: Orca Security brings disruption to the vulnerability assessment market. The company is displacing legacy CSPM (Cloud Security Posture Management) and CWPP (Cloud Workload Protection Platforms) with agentless, full-stack visibility solutions. Orca embodies the principle of “Security at the Speed of the Cloud” while deploying at a fraction of the cost and covering cloud context overlooked by legacy vendors.

Products/Services: Orca's cloud security platform combines SideScanning technology (monitoring of the complete cloud environment without agents), context-aware security (mimicking alert fatigue), and built-in compliance (single-platform approach) with support for automation and customization. The proprietary SideScanning technology delivers deep insights into AWS, Azure, and GCP environments as well as operating systems, applications, and data.

Key Officers:

Avi Shua – Co-founder & CEO
Pini Karuchi – CFO & Acting COO
Yoav Alon – CTO
Liran Antebi – Co-founder & Chief Architect
Matan Ben Gur – Co-founder & Chief Architect
Gil Geron – Co-founder & CPO

Board of Directors:

Glenn Solomon – Managing Partner, GGV Capital

Headcount: 37

Open Positions: 42

U.S. based: 12
International: 30
Sales: 11
Other: 31

Competition:

Checkpoint
Palo Alto Networks
VMware

Total Funding: \$632M

Key Investors:

GGV Capital
Silicon Valley CISO Investments
YL Ventures
Lone Pine Capital
Temasek
CapitalG
Splunk
Willoughby Capital
Harmony Partners
Stripes
Adams Street
Iconiq
SAIC
Redpoint Ventures

Source: Company website, all revenues are CY-21



Perimeter X



Founded: 2014
Revenue: \$25-\$50M

www.perimeterx.com
 1.650.620.7800

400 S. El Camino Real, Suite #1400
 San Mateo, CA 94402

Company Summary: PerimeterX is a provider of credential intelligence that empowers online organizations to safeguard the customer information in their web applications. Its solutions address a variety of automated attacks and client-side threats that are used against resellers, service providers, systems integrators, web marketplaces and technology companies. The platform ensures that web and mobile application users have a secure and successful experience and the web provider’s brand is safe. PerimeterX protects well over \$100 billion in e-commerce revenue annually and it processes over two billion login requests per day.

Products/Services: The PerimeterX Platform is the foundation for a suite of application protection solutions that collects hundreds of signals from users and devices. It uses advanced behavioral analysis, machine learning, predictive models and security research to protect enterprises against automated attacks and client-side threats. The platform supports three core applications including Bot Defender for protection from bot attacks against account abuse, checkout abuse and web scraping. The other two applications are Code Defender for protection against digital skimming and Hype Sales Protection for ensuring that bots do not exploit online sales.

Key Officers:

Omri Iluz – CEO & Co-founder
 Ido Safriti – CTO & Co-founder
 Kim DeCarlis – CMO
 Doug Jones – SVP of Corp. Dev & Strategic Alliances
 Raymond Lim – CFO
 Aj Stahl - CRO

Competition:

Imperva
 Akamai

Total Funding: \$149M

Key Investors:

Adams Street Partners
 Canaan Partners
 Data Collective
 DTCP
 Salesforce Ventures
 Scale
 Vertex Ventures

Board of Directors:

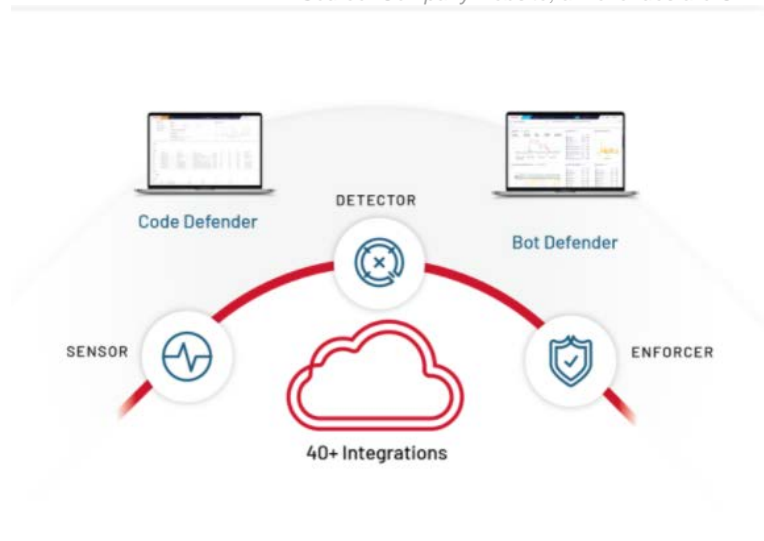
Ariel Tseitlin – Partner, Scale Venture Partners
 Jonathan Heiliger – General Partner, Vertex Ventures US

Headcount: 218

Open Positions: 14

U.S. based: 6
 International: 8
 Sales: 3
 Other: 11

Source: Company website, all revenues are CY-21





Qumulo

Founded: 2012
Revenue: >\$100M

www.qumulo.com
1 (855) 577-7544

1501 4th Avenue, Suite 1600
Seattle, WA 98101

Company Summary: Qumulo develops data management software for file data such as web pages, text documents, or media documents. The company designed its software to revolutionize native file systems that are experiencing significant disruption because of the rapid rise in unstructured data as the market shifts toward a digital-first world. The company targets customers heavy in file-based unstructured data, such as major film studios and large research facilities. The massive scale of file data today (Qumulo’s compound growth rate for total files under management from FY15-21 was 348%) makes customers less prone toward hardware appliances, which require recurring maintenance costs. Qumulo solutions manage more than an exabyte of data and more than 235 billion files worldwide. Qumulo customers create over 1 billion files and perform over 200 billion operations daily.

Products/Services: Qumulo’s Core platform supports the complete data lifecycle including ingesting, transforming, publishing, and archiving high-performance file data at enterprise scale across multi-cloud environments. The platform quickly deploys clusters in 10 minutes or less and includes a comprehensive suite of data services with: Scale (dynamic scaling), Perform (caching), Aware (monitoring and real-time performance analytics), Integrate (automate/manage with API), Shift (seamless data migrations), Protect (data protection for DR & backup), and Secure (security).

Key Officers:

- Bill Richter – President & CEO
- Neal Fachan – Co-Founder & Chief Scientist
- Matt Frey – CFO
- Molly Brown – VP, Engineering
- Ben Gitenstein – VP, Product Management
- Jonathan Maltos – VP, People
- Dave Coughlan – VP, Customer Success
- Jenny Desrosier – Head of Marketing

Board of Directors:

- Bill Richter – President & CEO
- Neal Fachan – Co-Founder & Chief Scientist
- Matt McIlwain, – MD, Madrona Venture
- Corey Mulloy – Highland Capital
- Samir Menon – Director, Blackrock
- Sujal Patel – CEO, Nautilus Biotechnology
- Wen Hsieh – GP, Kleiner Perkins
- Dan Miller – EVP Tableau
- Elissa Fink – Tableau

Competition:

- Dell
- NetApp
- Pure
- Weka

Total Funding: \$351M

Key Investors:

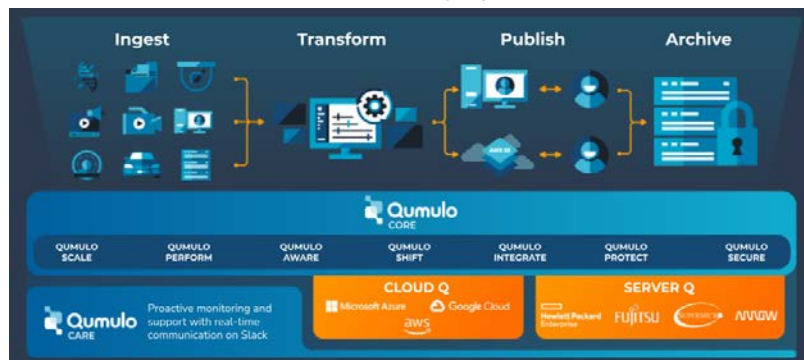
- Blackrock
- Kleiner Perkins
- Madrona
- Northern Light Venture
- Highland Capital

Headcount: 600

Open Positions: 53

- U.S. based: 41
- International: 12
- Sales: 13
- Other: 40

Source: Company website, all revenues are CY-21





Recorded Future

Founded: 2009
Revenue: >\$100M

www.recordedfuture.com
 617.553.6400

363 Highland Avenue
 Somerville, MA 02144

Company Summary: Recorded Future forged an early lead in the threat intelligence market. The company generates contextualized threat intelligence from the dark web in order to give its customers proactive security. With real-time intelligence and the ability to instantly integrate with close to 100 technology partners, Recorded Future delivers contextual information to nearly any customer environment. The company has historically sustained growth of 50% Y/Y and its customer base has grown to over 1,000 organizations.

Products/Services: Recorded Future’s primary product is its threat intelligence platform. It combines automated analytics with human expertise to unite a variety of open source, dark web, technical sources, and original research. By dynamically categorizing, linking, and analyzing intelligence in real time, the platform delivers easy-to-consume insights for proactive and persistent risk mitigation, via role-based modules that are tailored to the customers’ needs. The result is actionable threat intelligence that helps identify breaches in real time. Additionally, customers are able to customize their views of the threat landscape to highlight trending intelligence that is most relevant to each customer.

Key Officers:

- Christopher Ahlberg – CEO & Co-founder
- Dr. Staffan Truvé – CTO & Co-founder
- Scott Almeida – CFO
- Dr. Bill Ladd – Chief Data Scientist
- Stuart Solomon – President
- Craig Adams – Chief Product & Engineering Officer
- Tom Wentworth – CMO

Board of Directors:

- Christopher Ahlberg – CEO & Co-founder, Recorded Future
- Deirdre Bigley – CMO, Bloomberg
- Niloofar Howe – Director, Morgan Stanley
- Sir Alex Younger – Secret Intelligence Service
- Michael Triplett – Insight Partners
- Thomas Krane – Principal, Insight Partners
- Jeff Fagnan – Founding Partner, Accomplice

Headcount: ~700

Open Positions: 124

- U.S. based: 78
- International: 46
- Sales: 20
- Other: 104

Competition:

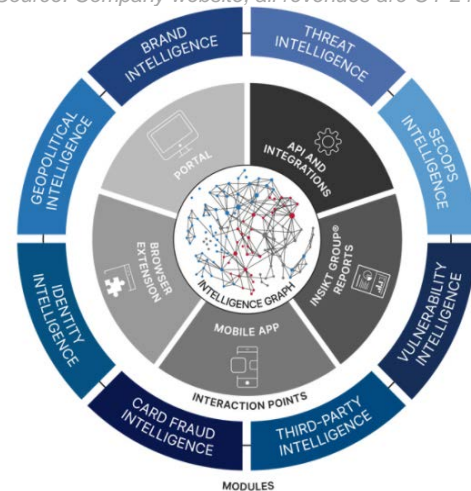
- CrowdStrike
- Mandiant
- Rapid7

Total Funding: Insight Venture Partners acquired in 2019

Key Investors:

- Insight Venture Partners
- Accomplice VC

Source: Company website, all revenues are CY-21





RedSeal

Founded: 2004
Revenue: \$50M - \$100M

www.redseal.net
408.641.2200

1600 Technology Dr., 4th Fl.
San Jose, CA 95110

Company Summary: RedSeal allows organizations to evaluate any and all possible internal and external attack paths to valuable network assets, increasing the company's overall resilience to cyberattacks. The company accomplishes this by creating a visual and responsive model that allows visibility into any vulnerability inside the network. With this map, users are able to gain more knowledge on where they are most exposed, and how much vulnerability lies at that site.

Products/Services: RedSeal's platform provides a visual and responsive model showing all possible paths to important network assets, making complex networks easier to understand and secure. The model is created by first importing configuration files of all layer 2 and layer 3 network devices. Next, its patented algorithm generates a visual model of the network, which discovers and compares previously unknown and misconfigured devices to industry best practices. The model allows RedSeal and its users to identify and prioritize network vulnerabilities, and provides all details necessary to remediate each one. Additionally, the company provides a Digital Resilience Score which measures the effectiveness of the security system and rate of improvement or decline. The platform can easily be integrated with incumbent security systems, allowing users to get the most out of their products.

Key Officers:

Bryan Barney – CEO
Kurt Van Etten – Chief Product Officer
Dr. Mike Lloyd – CTO
Christine Carberry – VP, Federal Business Unit
John Weald – VP, Engineering
Sukesh Garg – VP, Products

Board of Directors:

Ray Rothrock – Executive Chairman, RedSeal
Edouard Didier – VP, Symphony Technology Group
Justin Label – General Partner & Co-founder, Inner Loop Capital
Emilian Papadopoulos – President, Good Harbor Security Risk Management
J.T. Treadwell – MD, Symphony Technology Group

Headcount: 161

Open Positions: 12

U.S. based: 8
International: 4
Sales: 0

Competition:

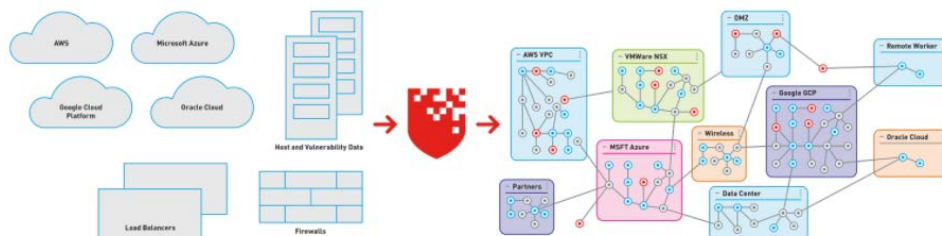
Skybox
IBM
AttackIQ

Total Funding: Acquired by Symphony Technology Group in 2019

Key Investors:

DRW Venture Capital
Icon Ventures
In-Q-Tel
JCI Ventures
Leapfrog Ventures
MATH Venture Partners
OVP Venture Partners
Runway Growth Capital
Sutter Hill Ventures
Symphony Technology Group
Venrock

Source: Company website, all revenues are CY-21





Rollbar

Founded: 2012
Revenue: <\$25M

www.rollbar.com
888.568.3350

665 3rd Street #150
San Francisco, CA 94107

Company Summary: Rollbar automates error monitoring and triaging so developers can fix errors that matter within minutes and continuously deliver software builds seamlessly. The error-tracking platform features alerts, dashboards, a suite of analysis tools, and an API for seamless integrations. Many programmatic languages are supported, including Ruby, Python, PHP, Node.js, JavaScript, iOS, and Android. Designed to couple well with agile development, Rollbar supplies crash reporting capabilities to monitor, triage, and debug deployed production environments in a streamlined fashion and is currently doing so across almost 5k customer sites.

Products/Services: The unique differentiator from application performance monitoring (APM) vendors is that Rollbar's root-cause analysis identifies a source of the bug down to the source code; this is a level of granularity APM cannot provide. This "stack trace" is delivered straight from the infrastructure and distilled into useful, structured data via an SDK. The SDK, powered by an AI algorithm, develops a fingerprint-like identifier to group together similar entities such that a developer can easily stack, rank errors and assign/prioritize triage accordingly.

Key Officers:

Brian Rue – Co-founder & CEO
Cory Virok – Co-founder & CTO

Board of Directors:

Salil Deshpande – Partner, Bain Capital Ventures

Headcount: ~75

Open Positions: 4

U.S. based: 3
International: 1
Sales: 0
Other: 4

Competition:

Airbrake.io
OverOps
Sentry
SmartBear

Total Funding: \$24M

Key Investors:

Albert Azout
Arjun Sethi
Bain Capital Ventures
Cota Capital
Hiten Shah
Level.VC
Resolute Ventures
Signatures Capital

Source: Company website, all revenues are CY-21

Why Rollbar



Faster Time to Market



9x Higher Deployment
Frequency



Lower Mean Time to
Resolution



Higher Developer
Productivity



Rubrik

Founded: 2014
Revenue: >\$100M

www.rubrik.com
844.478.2745

3495 Deer Creek Road
Palo Alto, CA 94304

Company Summary: Rubrik offers a cloud data management platform that delivers data protection, search, analytics, compliance, and copy data management. Leveraging scale-out hyperconverged architecture, Rubrik enables enterprises to backup and orchestrate mission critical data with a single policy engine, consolidating disparate silos of secondary storage. The platform enables data mobility across on-premise and cloud environments by utilizing a cloud index which allows for more granular data retrieval from public clouds. In addition, Rubrik's Zero Trust Data Security technology ensures that data is natively immutable so that it can never be modified, encrypted, or deleted by ransomware, thereby safeguarding all data from ransomware attacks.

Products/Services: Rubrik delivers a modern data management platform that leverages a Zero Trust framework to provide unified backup, instant recovery, replication, search, analytics, archival, compliance, and copy data management in one secure fabric across the data center and public cloud. The company's Zero Trust Data Security platform protects data against ransomware attacks while providing the data management to drive business resiliency, cloud mobility, and regulatory compliance. The company also enables key services such as data discovery, incident containment and application recovery.

Key Officers:

Bipul Sinha – Co-founder & CEO
Arvind Nithrakashyap – Co-founder & CTO
Soham Mazumdar – Co-founder & Architect
Dan Rogers – President
Kiran Choudary – CFO
Wendy Bahr – Chief Commercial Officer
Brian McCarthy – CRO
Anneka Gupta - CPO

Board of Directors:

Bipul Sinha – Co-founder & CEO, Rubrik
Arvind Nithrakashyap – Co-founder & CTO, Rubrik
Ravi Mhatre – Partner, Lightspeed Venture Partners
Asheem Chandna – Partner, Greylock Partners
John Thompson – Chairman, Microsoft
Enrique Salem – Partner, Bain Capital Ventures
Yvonne Wassenaar – CEO, Puppet
Scott Herren – EVP and CFO, Cisco

Headcount: 1,700

Open Positions: 296

U.S. based: 145
International: 151
Sales: 100
Other: 196

Competition:

Cohesity
Commvault
Clumio
Dell/EMC
Druva
NetApp
Qumulo
Veeam
Veritas

Total Funding: \$600M

Key Investors:

Bain Capital Ventures
Frank Sloatman
Greylock Partners
IVP
John Chambers
John W. Thompson
Khosla Ventures
Lightspeed Venture Partners
Mark Leslie

Source: Company website, all revenues are CY-21

 <p>Make Backups Tamper-proof Ensuring that no external or internal operation can modify or overwrite your backup data is non-negotiable.</p> <p>→ Learn more</p>	 <p>Stop Bad Actors It's not just the hackers on the outside you need to prepare for. Zero-trust entails planning for employees that go rogue.</p> <p>→ Watch now</p>	 <p>Find Sensitive Data Know where sensitive data resides at all times. Social security numbers. PI. Customer email addresses. Everything.</p> <p>→ Learn more</p>
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Scale Computing



Founded: 2007
Revenue: \$50M-\$100M

www.scalecomputing.com
 877.722.5359

525 S. Meridian Suite 3E
 Indianapolis, IN 46225

Company Summary: Scale Computing is a provider of hyperconverged infrastructure software that combines servers, storage, and virtualization into a single platform. It eliminates the need for traditional IT silos of virtualization software, disaster recovery software, servers, and shared storage, replacing these with a fully integrated, highly available platform for running applications. The hyperconverged architecture is faster to deploy, easier to manage, and has greater scalability than traditional IT infrastructure. The company offers its solution in appliances or in software and it has deployed more than 10,000 systems.

Products/Services: Scale Computing's HC3 hyperconverged solution integrates servers, storage and virtualization into a single platform for data centers, network edge and cloud environments. The self-healing platform automatically identifies, mitigates, and corrects infrastructure problems in real time, enabling applications to achieve maximum uptime.

Key Officers:

Jeff Ready – CEO & Co-founder
 Scott Loughmiller – Chief Product Officer
 Dave Hallmen – Chief Revenue Officer

Board of Directors:

Don Aquilano – Co-founder & Managing Director, Allos Ventures
 Doug Topkis – BET
 Jeff Ready – CEO & Co-founder
 John Stockel – VP, ABS Capital Partners
 Rick Thau – Managing Director, The Thought Process
 Scott Loughmiller – Chief Product Officer

Headcount: 144

Open Positions: 15

U.S. based: 0
 International: 15
 Sales: 4
 Other: 11

Competition:

Oracle
 NetApp
 Nutanix
 VMware

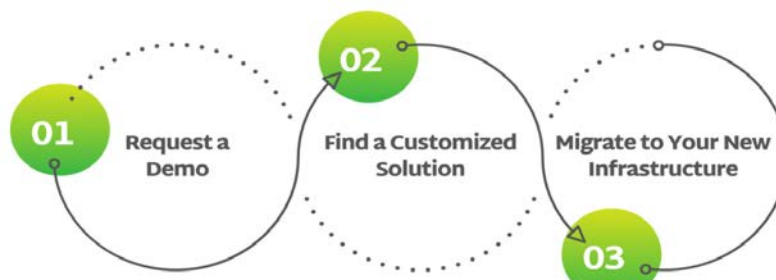
Total Funding: \$128M

Key Investors:

Allos Ventures
 Amos Ben-Meir
 Benchmark
 BET
 Blue Chip Venture
 CID Equity
 Collina Ventures
 First Analysis
 Heron Capital
 Lenovo
 Northgate Capital
 Reservoir Venture Partners
 Sathwik Ventures
 Spring Mill Venture Partners
 VisionTech Partners

Source: Company website, all revenues are CY-21

Easy Migration from Legacy Virtualization





SecurityScorecard

Founded: 2013
Revenue: \$50M-\$100M

www.securityscorecard.com
800.682.1707

12 E 49th Street, 11th Floor
New York, NY 10017

SecurityScorecard

Company Summary: SecurityScorecard provides detailed reports of an enterprise's security posture through a single score. The company is looking to democratize cyber scoring, similar to credit scoring, to significantly improve cybersecurity as a whole. The company's rating service allows its customers, ranging from small to large, to monitor the health of any enterprise cybersecurity infrastructure and to assess their own security risk profile, third-party vendor risk management, cyber insurance as well as prepare for board reporting, and M&A due diligence. The complete solution includes on-site evaluation, a formal written report, security rating services and documentation of security posture and is most often used to make decisions about internal security risk management or third-party security risk management.

Products/Services: SecurityScorecard's platform is built on a suite of products and services: Security Ratings, Security Assessment, Security Data, SecurityScorecard Marketplace and Professional Services. With its rating component, it enables users to view and continuously monitor its rating, while easily adding vendors or partners to its cyber ecosystem. Once the ratings are developed, the platform automatically generates an action plan to remediate any potential issues that may arise from 10 main risk factors. Security Assessment is a cybersecurity questionnaire exchange for modern risk management. Security Data is the aggregation of data that SecurityScorecard collects and makes available for customers. The data come from a global security intelligence engine that continuously collects and analyzes a broad range of non-intrusive, cybersecurity signals for millions of digital assets across the internet. SecurityScorecard Marketplace is a marketplace where customers can deploy trusted partner solutions to assess the workflows, security intelligence and risk mitigation capabilities of the products. Lastly, the professional services enable organizations to improve their own cybersecurity posture and third-party programs with advice from industry experts about operationalizing security ratings.

Key Officers:

Aleksandr Yampolskiy – CEO & Co-founder
Sam Kassoumeh – COO & Co-founder
Robert Gibney – CFO
Hein Hellemons – CRO
Christos Kalantzis – CTO
Heather Garen – SVP, People & Culture

Board of Directors:

Aleksandr Yampolskiy – CEO & Co-founder, SecurityScorecard
Upal Basu – GP, Nokia Growth Partners
Joe De Pinho – Principal, Riverwood Capital
Nick Donofrio – IBM Fellow Emeritus
Karim Faris – GP, GV
Sam Kassoumeh – COO & Co-founder, SecurityScorecard
Richard Seewald – MP, Evolution Equity Partners
Deven Sharma – Former CEO, S&P

Competition:

BitSight Technologies
Black Kite
Prevalent
RiskRecon

Total Funding: \$292M

Key Investors:

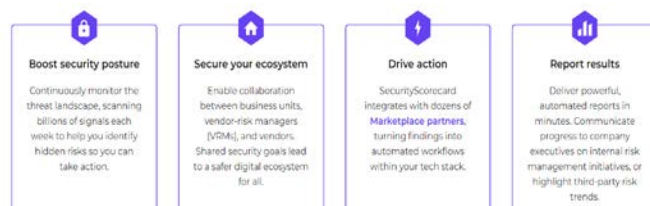
AXA Venture Partners
Boldstart Ventures
Evolution Equity Partners
GV
Intel Capital
Moody's
NGP Capital
Riverwood Capital
Sequoia Capital
Two Sigma Ventures

Headcount: 200

Open Positions: 63

U.S. based: 48
International: 15
Sales: 21
Other: 22

Source: Company website, all revenues are CY-21



Shift5



Founded: 2019
Revenue: <\$25M

www.shift5.io
 703.810.3320

1100 Wilson Blvd, Ste 2100
 Rosslyn, VA 22209

Company Summary: Shift5 focuses on specialized OT solutions for heavy transport vehicles, such as military equipment (tanks, helicopters), commercial airliners, and trains. In terms of sensitive assets, commercial airliners, trains, and military vehicles are perhaps some of the most vital to our economy and national security. Shift5 is ensuring these fleets can be secured and free from future vulnerabilities (another great example of OT providers staying ahead of cyber threat actors).

Products/Services: The company deploys its security technology directly to the serial buses (basic communications hardware) common in these vehicles. It is important to note that serial buses do not even use the same type of communication protocols typically seen in common IT assets, such as TCP/IP (internet protocol). This means the standard routes a hacker might take to access these vehicles are generally unavailable to them. However, Shift5 founders have deep knowledge in the space and understand the potential for attackers to find alternative access points, such as through radio frequency (RF) signals.

Key Officers:

- Josh Lospinosa – CEO & Co-founder
- Joe Lea – President
- Michael Weigand – Chief Growth Officer & Co-founder
- E. Egon Rinderer – Chief Technology Officer
- Matt MacKinnon – Chief Product Officer
- Ralph Kahn – Chief Revenue Officer
- Mitch Plonski – Vice President, Operations

Board of Directors:

- Lawrence Prior III – Operating Executive, Carlyle

Headcount: 63

Open Positions: 17

- U.S. based: 17
- International: 0
- Sales: 2
- Other: 15

Competition:

- Dragos
- Armis

Total Funding: \$73M

Key Investors:

- Squadra Ventures
- 645 Ventures
- Insight Partners
- Blue Wing Ventures
- First In
- General Advance
- United States Air Force
- United States DoD
- J2 Ventures
- Lamphere Capital
- Nue Capital
- Outland
- Renny McPherson

Source: Company website, all revenues are CY-21

How it Works

Shift5 collects data & protects OT platforms through a three-component solution



Shift5 Intake

Shift5 Intake provides full-take embedded data bus capture through continuous collection.



Shift5 Engine

Shift5 Engine is an advanced algorithm and machine learning engine that uses behavior heuristics to detect, log, and alert on anomalies and mechanical deficiencies.



Shift5 Gauge Cluster

Shift5 Console tracks incident response using advanced analytics to detect intrusions and prevent cyberattacks on OT.



Skybox Security

Founded: 2002
Revenue: \$50M-\$100M

www.skyboxsecurity.com
408.441.8060

2077 Gateway Place, Suite 200
San Jose, CA 95110

Company Summary: Skybox is a leading provider of security posture management solutions. The company's platform enables enterprises and governments to maintain compliance, reduce cyber exposure, minimize business risk, and prevent breaches. It allows for firewall management, threat and vulnerability management, and compliance monitoring to provide full context and understanding of the attack surface. The end result is a powerful visualization of all network elements across disparate environments including hybrid, multi-cloud, and OT while providing an understanding of the rules and configurations.

Products/Services: The Skybox platform combines network device and firewall data with threat and vulnerability intelligence, which allows customers to prioritize threats by level of importance and better visualize the overall landscape of the attack surface. The company's Security Posture Management Platform is comprised of two core solutions: 1) Security Policy Management, which collects, normalizes, and optimizes security data for comprehensive visibility, control, and insights; and 2) Vulnerability and Threat Management, which discovers vulnerabilities, prioritizes them based on exposure-based risk scores, and generates prescriptive remediation options.

Key Officers:

Gidi Cohen – Founder & CEO
Ami Ben-Dror – CIO
Rob Rosiello – CRO
Ron Davidson – CTO & VP, R&D
Claire Darling – CMO
Haggai Polak – CPO

Competition:

AlgoSec
FireMon
RedSeal Networks
Tufin
Tenable
Qualys

Board of Directors:

Gidi Cohen – Founder & CEO, Skybox
Chris Andrews – Principal, PSG
Doug Behrman – Director, CVC Capital
John Clancy – MD, PSG
Jason Glass – Partner, CVC Capital
Tom Reardon – MD, PSG

Total Funding: Acquired by PSG in 2016 with follow-on investors

Key Investors:

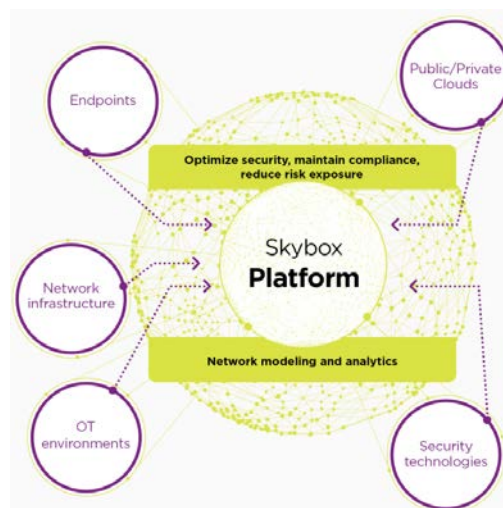
Benchmark Capital
CVC Capital Partners

Headcount: 350

Open Positions: 14

U.S. based: 9
International: 5
Sales: 1
Other: 13

Source: Company website, all revenues are CY-21




Smarsh

Founded: 2001
Revenue: >\$100M

www.smarsh.com
 503.946.5980

851 SW 6th Ave., Suite 800
 Portland, OR 97204

Company Summary: Smarsh has evolved to become a market leader in enterprise information archiving and monitoring. More specifically, the Smarsh platform allows enterprises to capture the most used communication channels, then reveal any regulatory, legal, or other risk factors that may stem from the captured communication threads. It can also analyze the data in the archives to not only meet the regulatory requests, but to enable informed decision-making. Smarsh's best-of-breed solution has allowed the company to garner over 6,500 customers for whom the company archives three billion messages daily.

Products/Services: Smarsh has two core pillars to its archiving platform – capture, archive, and apps, while supplementing those with web archiving and services. Its primary product, Communications Intelligence Platform, supports 80+ communication channels, and continuously captures in native form before seamlessly integrating with Communications Data Warehouse for compliant storage. Enterprise Archive provides assurance that content meets regulatory requirements and Conduct Intel provides monitoring and analytics for critical insights. Smarsh also offers Comprehensive Compliance And Risk Management for small and medium size businesses that need an end-to-end compliance solution that is user-friendly and efficient.

Key Officers:

Stephen Marsh – Founder and Chairman
 Brian Cramer – CEO
 Brian Agle – CFO
 Tom Padgett – CRO
 Suzanne Rudnitzki – COO
 Greg Vesper – CTO
 Laurie Ehrbar – CMO
 Goutam Nadella – CPO

Competition:

Proofpoint
 Global Relay
 Microsoft

Total Funding: Acquired by K1 Investment Management, 2015

Key Investors:

K1 Investment Management

Board of Directors:


Not Listed

Headcount: ~800

Open Positions: 117

U.S. based: 81
 International: 36
 Sales: 16
 Other: 101

Source: Company website, all revenues are CY-21



Communications Intelligence Platform

Maximize the value of your communications data

~~~~~

The Smarsh Communications Intelligence Platform is a unified, cloud-native solution designed to future-proof enterprise communications data strategies. Gain new insights using best-in-class technologies, including elastic compute, natural language processing, machine learning and artificial intelligence.



**Snyk**

**Founded:** 2015  
**Revenue:** >\$100M

www.snyk.io  
contact@snyk.io

100 Summer St., 7th Floor  
Boston, MA 02110

**Company Summary:** Snyk develops a vulnerability detection and fix platform that is designed for developers. The company’s dependency scanner continuously scans across internally developed and open-source code base, cloud environments, and containers. The platform is designed to embody the “shift-left” model for security, where security is embedded into the development process from its point of inception. Snyk currently serves approximately 1,000 customers and has sustained growth well into triple digits. The company has raised more than \$850M in primary and secondary funding with the most recent valuation at \$8.5B.

**Products/Services:** Snyk’s cloud native application security platform offers four comprehensive product modules: Snyk Open Source, Snyk Container, Snyk Code, and Snyk IaC (Infrastructure as Code). Snyk facilitates streamlined issue prioritization to drive enhanced data-driven security decisions through automated remediation and reduced exposure. With Snyk, customers are able to test as early in the development cycle as possible, natively from within the enterprise environment.

**Key Officers:**

- Peter McKay – CEO
- Guy Podjarny – Founder
- Ken MacAskill – CFO
- Aner Mazur – CPO
- Jeff Yoshimura – CMO & Customer Experience Officer
- Erica Geil – CIO

**Competition:**

- WhiteSource
- Synopsys
- Contrast Security
- GitHub
- GitLab
- Veracode

**Total Funding:** ~\$500M

**Board of Directors:**

- Peter McKay – CEO, Snyk
- Guy Podjarny – Founder, Snyk
- Philippe Botteri – Partner, Accel
- Ping Li, PhD – Partner, Accel
- Zach Nelson – (formerly) Netsuite
- Kathleen Murphy – (formerly) Fidelity
- Sanjay Poonen – (formerly) VMware
- Mike Scarpelli – Director, Snowflake
- Tamar Yehoshua – CPO Slack

**Key Investors:**

- Accel
- Alkeon
- Atlassian Ventures
- BlackRock
- Canaan Partners
- Coatue
- Franklin Templeton
- Geodesic Capital
- GV
- Salesforce Ventures
- Stripes
- Sands Capital Ventures
- Tiger Global Management
- Temasek

**Headcount:** ~800

**Open Positions:** 67  
U.S. based: 27  
International: 40  
Sales: 15  
Other: 52

Source: Company website, all revenues are CY-21



**Socure**



**Founded:** 2012  
**Revenue:** >\$100M

www.socure.com  
 866.932.9013

885 Tahoe Blvd. Suite 11  
 Incline Village, NV 89451

**Company Summary:** Socure provides digital identity verification by leveraging proprietary analytics to correlate social media footprints with traditional background data. Socure's service enables enterprise organizations to perform real-time identity verification of any consumer, including those with thin credit files. The company serves more than 1,000 enterprise organizations, including four of the top five U.S. banks, seven out of the top ten largest credit card issuers, and more than 100 of the largest and most successful FinTechs.

**Products/Services:** Socure's ID+ platform leverages automated machine learning with 300+ sources of curated data to provide an instant, multidimensional view of identity verification and fraud risk in real time. The company's holistic identity engine encompasses KYC (Know Your Customer), identity fraud detection, and document verification, which unlocks auto-enrollment and reduces manual review efforts. Core to the company's differentiation, Socure leverages its ID Graph technology and a database of over 800 million known good and bad identities which enable it to achieve far greater accuracy and simplicity than traditional verification services.

**Key Officers:**

Johnny Ayers – Founder & CEO  
 Pablo Abreu – Chief Product & Analytics Officer  
 Rhon Daguro – CRO  
 Gary Sevounts – CMO  
 Avi Aronovitz – CFO

**Competition:**

Legacy Providers (credit agencies)  
 Lexus Nexus

**Total Funding:** \$640M

**Key Investors:**

Accel  
 Capital One Ventures  
 Citi Ventures  
 FF Venture Capital  
 Flint Capital  
 Scale  
 Sorenson Capital  
 Synchrony Financial  
 Two Sigma Ventures

**Board of Directors:**

Not Disclosed

**Headcount:** 500

**Open Positions:** 107

U.S. based: 96  
 International: 11  
 Sales: 12  
 Other: 95

Source: Company website, all revenues are CY-21

|                   | Legacy Services | Socure | The Socure Difference |
|-------------------|-----------------|--------|-----------------------|
| CIP Auto Approval | 35-65%          | 85-92% | 30-60% increase       |
| Fraud             | 0.8%            | 0.2%   | 60-85% reduction      |
| False Positives   | 6:1             | 1:2    | >10x more accurate    |
| Manual Review/KBA | 35-65%          | 5-15%  | >50% reduction        |





## Synack

**Founded:** 2013  
**Revenue:** \$50M-\$100M

[www.synack.com](http://www.synack.com)  
[info@synack.com](mailto:info@synack.com)

303 Twin Dolphin Drive  
Redwood City, CA 94065

**Company Summary:** Synack is a leader in crowdsourced security testing. Its proprietary platform includes an array of features, such as vulnerability scanning, red-teaming, bug bounties, risk scoring analytics, easy reporting, remediation, and compliance checks. Its platform utilizes highly vetted ethical hackers and an efficient automated software to merge the best of people and software to improve enterprises' security posture. Its unique platform has allowed the company to garner over 250 customers, which are primarily in the Fortune 2000.

**Products/Services:** The Synack Crowdsourced Security Testing Platform provides the industry's most comprehensive, continuous penetration test with actionable results. The Synack Red Team conducts targeted testing, while the company's intelligent vulnerability assessment, SmartScan, provides broad attack surface coverage. The Synack Operations team triages findings, manages the entire process end to end and ensures the engagement is executed to meet the customers' security objectives. These three entities (SRT, SmartScan, and Synack Operations) work together, 365 days a year, 24/7 to proactively discover and help fix vulnerabilities.

### Key Officers:

Jay Kaplan – CEO  
Mark Kuhr – CTO  
Jim Hyman – CRO & COO  
Peter Blanks – CPO & Head of Engineering  
Claire Trimble – CMO  
Amit Sirdeshpandey – VP, Finance

### Board of Directors:

Ted Schlein – GP, Kleiner Perkins  
Thomas Mawhinney – GP, Icon Ventures  
Rashmi Gopinath – MD, M12  
Michael Coates – CEO, Altitude Networks  
Glenn Solomon – MP, GGV Capital  
Gary Steele – CEO, Proofpoint  
Derek Smith – CEO, Shape Security  
Karim Faris – GP, GV

**Headcount:** 300

**Open Positions:** 22

U.S. based: 19  
International: 3  
Sales: 6  
Other: 16

### Competition:

Accenture  
Deloitte  
Qualys  
Tenable  
PWC

**Total Funding:** \$117M

### Key Investors:

Allegis Capital  
B Capital Group  
C5 Capital  
GGV Capital  
GV  
Greylock Partners  
HPE  
Icon Ventures  
Intel  
KPCB  
M12  
Singtel Innov8  
Wing Venture Capital

*Source: Company website, all revenues are CY-21*





**Sysdig**

**Founded:** 2013  
**Revenue:** \$50M-\$100M

[www.sysdig.com](http://www.sysdig.com)  
 415.872.9473

135 Main Street, 21st Floor  
 San Francisco, CA 94105

**Company Summary:** Sysdig is a provider of security and monitoring services for the hosting of cloud-native apps in production. The Sysdig Secure DevOps Platform fuses security and compliance with performance and capacity monitoring to coin the Secure DevOps process. The company’s purpose-built tools offer a rich capability to support containers, including Kubernetes. IT professionals are able to embed security within their DevOps process, maximize availability, and validate compliance. Sysdig is operational in 280 customer sites, 130 of which are enterprise customers making up for the majority of ARR.

**Products/Services:** The Sysdig Secure DevOps Platform is comprised of two core products that integrate into the DevOps workflow: Sysdig Secure and Sysdig Monitor. With Secure, DevOps teams can efficiently resolve vulnerabilities, block threats at runtime, and respond to incidents swiftly. The Monitor side of the platform delivers user performance and availability to manage the risk, health, and performance of a microservices environment.

**Key Officers:**

Suresh Vasudevan – CEO  
 Loris Degioanni – CTO & Founder  
 Karen Walker – CFO  
 Keegan Riley – CRO  
 Janet Matsuda – CMO  
 Paris Georgallis – VP, Global Sales  
 Engineering & Chief Customer Success Leader

**Competition:**

Aqua  
 Palo Alto Networks  
 StackRox  
 Datadog  
 Prometheus

**Total Funding:** \$744M

**Board of Directors:**

Suresh Vasudevan – CEO, Sysdig  
 Loris Degioanni – CTO & Founder, Sysdig  
 Ping Li – Partner, Accel  
 Sandesh Patnam – Premji Invest  
 Enrique Salem – Bain Capital  
 Robert Schwartz – Third Point Ventures  
 Alex Melamud – Permira  
 Eric Wolford – Venture Partner, Accel

**Key Investors:**

Accel  
 Bain Capital Ventures  
 DFJ  
 Glynn Capital  
 Goldman Sachs  
 Guggenheim  
 In-Q-Tel  
 Insight Venture Partners  
 Next47  
 Permira  
 Premji Invest  
 Third Point Ventures

**Headcount:** ~500

**Open Positions:** 124

U.S. based: 60  
 International: 64  
 Sales: 51  
 Other: 73

*Source: Company website, all revenues are CY-21*



**MANAGE VULNERABILITIES**



**DETECT AND RESPOND TO RUNTIME THREATS**



**CONTINUOUSLY VALIDATE COMPLIANCE**



**SECURE MULTI-CLOUD SERVICES**



**MONITOR KUBERNETES AND CLOUD**



**Tanium**

**Founded:** 2007  
**Revenue:** >\$500M

[www.tanium.com](http://www.tanium.com)  
510.704.0202

3550 Carillon Point  
Kirkland, WA 98033

**Company Summary:** Tanium provides real-time security, endpoint management, visibility and control in enterprise IT environments by collecting and analyzing large amounts of data from a multitude of events and sources. This drastically reduces the time it takes for IT managers to identify and respond to threats. Rather than hours or days, it only takes a few seconds or minutes. In even the most complex networks, it has 15-second visibility and control over any endpoint. A unique feature of Tanium is the search bar. It allows users to use “plain English” (rather than script) to query thousands of endpoints in real time, which enables analysis that was previously not possible. Tanium focuses on large, enterprising clients due to the scale and complexity of their environments. Over half of the Fortune 100 and 8 of the top 10 financial institutions use Tanium.

**Products/Services:** Tanium offers a platform for endpoint security and incident response, asset discovery, patching, and mapping for audit and compliance. Tanium’s architecture queries are unique, in that almost all communication is client-to-client, rather than client-to-server, which decreases response time (less than 15 seconds) and simplifies large-scale deployments. Tanium’s single server manages up to hundreds of thousands of endpoints so deployment times can be dramatically reduced.

**Key Officers:**

- David Hindawi – Co-founder & Executive Chairman
- Orion Hindawi – Co-founder & CEO
- Tyker Fagg – CRO
- Marc Levine – CFO
- Pete Constantine – CPO
- Charles Ross – CCO
- Steve Daheb – CMO
- Bina Chaurasia – Chief Administrative and Operating Officer
- Christian Hunt – SVP, Engineering

**Board of Directors:**

- David Hindawi – Co-founder & Exec Chair, Tanium
- Orion Hindawi – Co-founder & CEO, Tanium
- Ash Carter – former U.S. Secretary of Defense
- Mark Fields – former CEO, Ford
- Ben Horowitz – Partner, Andreessen Horowitz
- Jim Whitehurst – Former President, IBM
- David Rowland – Chairman, Accenture LLP
- Maggie Wilderotter – Former CEO, Frontier

**Competition:**

- Microsoft
- Qualys
- ServiceNow
- Tenable

**Total Funding:** \$1B

**Key Investors:**

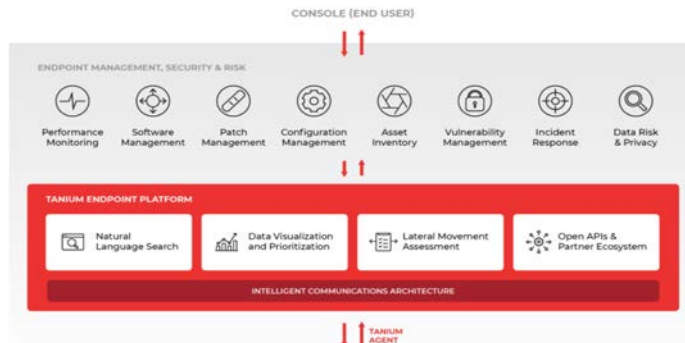
- Andreessen Horowitz
- Baillie Gifford
- Citi Ventures
- Franklin Templeton Investments
- Fidelity Management & Research
- Geodesic Capital
- Index Venture Partners
- Institutional Venture Partners
- Ontario Teachers’ Pension Plan
- Salesforce Ventures
- TPG
- T. Rowe Price
- Wellington Management

*Source: Company website, all revenues are CY-21*

**Headcount:** 2,500

**Open Positions:** 235

- U.S. based: 210
- International: 25
- Sales: 32
- Other: 203





## Tempered

**Founded:** 2012  
**Revenue:** <\$25M

[www.temperednetworks.com](http://www.temperednetworks.com)  
 206.452.5500

3101 Western Ave #550  
 Seattle, WA 98121

**Company Summary:** Tempered is using next-generation encryption technology to replace internal firewalls for segmentation. Its solutions allow for site-to-site VPNs with segmented access to individual systems and a common use is IIoT (Industrial Internet of Things), where an operator needs to control the IIoT device. The platform provides end-to-end secure connectivity using the Host Identity Protocol (HIP), which enables users to securely access endpoints and to cloak endpoint addresses to everything but the connected devices, with a simple-to-deploy setup.

**Products/Services:** Tempered's value-add lies within its proprietary Identity Defined Networking and Host Identity Protocol technologies. Its Identity Defined Networking utilizes a zero trust and invisible networks policy, which uses cryptographic machine IDs shared between devices to enforce a policy, eliminating many network attack vectors in a simple and secure manner. Its foundation in the HIP allows the platform to abstract the IP layer with verifiable machine IDs and self-generate key pairs to safely allow network connectivity.

**Key Officers:**

Keith Beeman – CEO  
 Bryan Skene – CTO  
 Mark Wright – CFO  
 Mauricio Gonzalez de la Fuente – VP Prod & Business Development

**Competition:**

Cisco  
 Fortinet  
 Illumio  
 Palo Alto Networks  
 vArmour  
 VMware

**Board of Directors:**

Jeff Hussey – Co-founder, Exec. Chairman  
 Stuart Bailey – Founder & CTO, Infoblox  
 John Connors – Managing Partner, Ignition  
 Dennis Weibling – MD, Rally Capital  
 Erik Swan – Co-founder, Splunk

**Total Funding:** \$68M

**Key Investors:**

Fluid Capital Group  
 Ignition Partners  
 Rally Capital  
 Ridge Ventures

**Headcount:** 60

**Open Positions:** 0

U.S. based: 0  
 International: 0  
 Sales: 0  
 Other: 0

Source: Company website, all revenues are CY-21

**Airwall is the most secure, easiest way to protect critical infrastructure.**

- Connected:** Connect anything, anywhere with end-to-end encryption and MFA.
- Invisible:** Make critical assets and infrastructure impervious to threats.
- Agile:** Because identity is not tied to location, when an asset moves, policy follows.
- Manageable:** Remove complexity by simplifying creation and enforcement of policies.



**vArmour**

**Founded:** 2011  
**Revenue:** \$25M-\$50M

[www.varmour.com](http://www.varmour.com)  
650.564.5100

270 3rd Street  
Los Altos, CA 94022

**Company Summary:** As companies migrate to the cloud, they transform their attack surface, which introduces new complexities for security teams. Accordingly, vArmour designed its application controller solution to help security teams reduce the attack surface and manage compliance for their hybrid-cloud infrastructures. The solution enables users to auto-discover applications to understand app-to-app communications and dependencies, visualize application relationships to assess the user's risk profile. It also creates an inventory of all business applications to better understand the user's environment.

**Products/Services:** The vArmour Application controller works in parallel with the vArmour Security graph, a web-like diagram showcasing all of the communication nodes across applications and infrastructure deployed within the enterprise. This representation of a potential attack surface provides insight into inherent security risk exposure, thereby enabling security teams to craft precise policies based on traffic history along with auto-generated recommendations. These compliance efforts continue to be tested and enforced as new environments are initiated into the architectural ecosystem defended by vArmour.

**Key Officers:**

- Timothy Eades – CEO
- Chris Dentiste – CFO
- Niels Jensen – CRO
- Marc Woolward – CTO & CISO
- Corey Williams – SVP, Marketing
- Jeff Jennings – SVP, Engineering
- Keith Stewart – SVP, Product and Strategy

**Competition:**

- Palo Alto Networks
- Illumio
- Check Point Software
- Cisco

**Total Funding:** \$185M

**Key Investors:**

- AllegisCyber Capital
- Citi Ventures
- Highland Capital Partners
- NightDragon Security
- Redline Capital
- SC Ventures
- Telstra Ventures

**Board of Directors:**

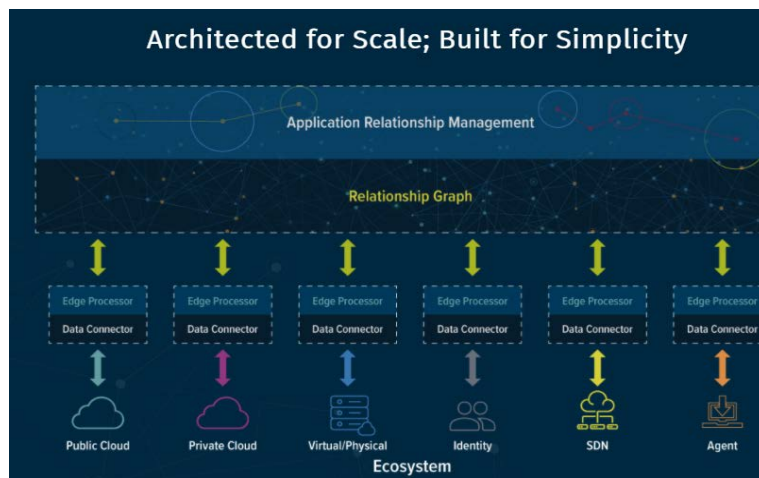
- Timothy Eades – CEO, vArmour
- Highland Capital Partners
- AllegisCyber Capital
- NightDragon Security
- Redline Capital Management

**Headcount:** 130

**Open Positions:** 19

- U.S. based: 11
- International: 8
- Sales: 0
- Other: 19

*Source: Company website, all revenues are CY-20*



**VAST Data**



**Founded:** 2016  
**Revenue:** >\$100M

[www.vastdata.com](http://www.vastdata.com)  
 212.658.1753

1460 Broadway  
 New York, NY 10036

**Company Summary:** VAST Data was started with the idea to create a data management solution for archive that leveraged new technology to make an entirely new system architecture. The founders used inexpensive flash (QLC) and high speed, low latency standards (NVMe) to create scalable storage fabrics that combine the performance with the efficiency of shared storage infrastructure. The resulting data storage platform is a single tier of affordable storage with access to massive volumes of data in real-time. The company initially provided its solution on hardware but in recent years the company has decoupled the software from hardware and today it sells a software platform. The company's financial profile is exceptional with triple-digit growth, profitability, a net expansion rate of >300% in its customer base, and an average selling price of \$1M.

**Products/Services:** Universal storage from VAST utilizes NVMe-over-fabric (NVMe-oF) alongside QLC flash to operate the VAST DASE (disaggregated, shared everything) cluster architecture. Within the global namespace, capacity and storage are de-coupled and enabled for independent scalability. The DASE architecture eliminates cache coherency challenges, batteries, rebuilds during server failures, and manual scaling.

**Key Officers:**

- Mike Wing – President
- Avery Pham – VP, Operations
- Renen Hallak – CEO & Founder
- Shachar Fienblit – VP, R&D & Co-founder
- Jeff Denworth – VP, Products & Co-founder

**Board of Directors:**

- Dror Nahumi – GP, Norwest Venture Partners
- Gil Goren – Partner, 83North
- Lakshmikanth Ananth – Managing Partner & CEO, Next47
- Tom Mendoza – Former SVP of Sales, NetApp
- Yair Snir – Partner, 83North
- Yuda Doron – Co-founder, Partner & Head, Greenfield Partners (Israel)

**Headcount:** ~300

**Open Positions:** 53

- U.S. based: 27
- International: 26
- Sales: 15
- Other: 38

**Competition:**


- IBM Spectrum Scale
- DDN
- NetApp
- WekaIO
- Dell EMC
- NetApp
- Pure Storage

**Total Funding:** \$263M

**Key Investors:**

- 83North
- Commonfund
- Dell Technologies Capital
- Goldman Sachs
- Greenfield Partners
- Next47
- Norwest
- Nvidia
- Tiger Global

*Source: Company website, all revenues are CY-21*



**Disaggregated Hardware Sourcing**

Buy Like A Hyperscaler,  
Deploy Like An Enterprise




**An Infinite Storage Lifecycle**

Never Pay The Refresh Tax,  
Never Migrate Again



**Zero-Compromises Warranty**

Your Risk-Free Path To  
Adopting Universal Storage



**A Trusted Co-Pilot**

Our Team Is Now  
Your Team

**VECTRA**

**Vectra AI**

**Founded:** 2011  
**Revenue:** \$50M-\$100M

www.vectra.ai  
408.326.2034

550 S. Winchester Blvd., Ste. 200  
San Jose, CA 95128

**Company Summary:** Vectra Networks leverages its AI platform to automate real-time threat detection and forensics analysis to detect hidden attackers in cloud, data center, IoT, and enterprise traffic. The platform enables organizations to protect against cloud and data center vulnerabilities and cyber attackers that can leave no trail of evidence. Partnering with an ecosystem of security companies, including CrowdStrike, Microsoft, and Splunk, Vectra provides critical network traffic monitoring and analytics capabilities. The need for new real-time AI-based threat detection was underscored by a recent survey that found that 89% of IT Security decision makers think traditional approaches do not protect against modern threats and 69% think they may have been breached and do not know about it.

**Products/Services:** The Cognito platform is composed of Cognito Recall, Cognito Detect, and Cognito Stream. Cognito Detect combines data science and behavioral analytics with machine learning to expose hidden and unknown attackers in real time, and also offers full threat context, eliminating manual guesswork. Cognito Recall searches for threats retrospectively to determine if newly discovered indicators of risk exist in historical data. Cognito Stream delivers scalable security-enriched network metadata to feed custom detection and response tools. The platform has the capability to seamlessly integrate into any preexisting security solution and provide additional threat intelligence. However, the platform also incorporates native security for the private cloud using Vectra’s virtual sensors, vSensors, ensuring complete visibility into all traffic flow.

**Key Officers:**

- Hitesh Sheth – President & CEO
- Marc Gemassmer – GM, SaaS PM
- Howie Shohet – CFO
- Oliver Tavakoli – CTO
- Jason Kehl – SVP, Engineering
- Kevin Kennedy – SVP, Product Management
- Jodi Sutton – VP, Business Operations

**Board of Directors:**

- Hitesh Sheth – President & CEO, Vectra
- Bruce Armstrong – OP, Khosla Ventures
- Kevin Dillon – Co-founder & MP, Atlantic Bridge
- Charlie Giancarlo – CEO, Pure Storage
- Brad Gillespie – GP, IA Ventures
- James Socas – MD, Blackstone
- Tim McAdam – GP, TCV
- Jim Messina – Founder & CEO, Messina Group
- Eric Wolford – Venture Partner, Accel

**Competition:**

- Darktrace
- Cisco
- ExtraHop

**Total Funding:** \$350M

**Key Investors:**

- Accel
- AME Cloud Ventures
- Atlantic Bridge
- Blackstone
- DAG Ventures
- IA Ventures
- Ireland Strategic Investment Fund
- Khosla Ventures
- Silver Lake
- Wipro Ventures

Source: Company website, all revenues are CY-21

**Headcount:** 450

**Open Positions:** 90

- U.S. based: 52
- International:38
- Sales: 17
- Other: 73



**VENAFI**® Venafi

**Founded:** 2000  
**Revenue:** >\$100M

[www.venafi.com](http://www.venafi.com)  
 801.676.6900

175 E 400 S, Suite 300  
 Salt Lake City, UT 84111

**Company Summary:** Venafi is the market leader and pioneer of machine identity protection, securing the machine-to-machine connections and communications used for every aspect of commerce, computing, and mobility. In the cyber world, humans use usernames and passwords to identify themselves so they can get access to data and services. Machines also need to identify themselves to each other, but they do not use usernames and passwords; instead they rely on digital certificates and cryptographic keys that serve as machine identities. Companies and governments spend ~\$8B per year protecting usernames and passwords, yet they spend very little protecting machine identities. Cyber attackers know this and are using compromised or forged machine identities to eavesdrop on sensitive digital communications, hide malicious activities, and install malware while remaining undetected. Venafi invented the technology that protects machine identities from unauthorized access. With over 30 patents, Venafi targets Global 5000 organizations and government agencies, including the top five U.S. health insurers, the top five U.S. airlines, and the top four credit card issuers.

**Products/Services:** The Venafi Platform protects machine identities by orchestrating cryptographic keys and digital certificates for SSL/TLS, code signing, endpoint, SSH, and cloud-native Kubernetes environments. Venafi solutions provide global visibility of machine identities and intelligence about their vulnerabilities and risks across the extended enterprise at machine speed and scale. Venafi puts this intelligence into action with automated remediation that reduces the security risks connected with weak or compromised machine identities. The Venafi Platform also includes out-of-the-box integrations with hundreds of third-party applications and is supported by an active developer ecosystem. The result is improved cybersecurity, reduced risk, and comprehensive support for regulatory, legal, and operational requirements.

**Key Officers:**

Jeff Hudson – CEO  
 Shivajee Samdarshi – Chief Product Officer  
 Peter Bartok – CTO & Chief Architect  
 Francois Delepine – CFO  
 Sandeep Singh Kohli – CMO  
 Shivajee Samdarshi – CPO  
 Brad Stratton – CRO  
 Kevin Bocek – VP, Security & Threat Intelligence

**Competition:**

AppViewX  
 Keyfactor

**Total Funding:** Acquired by Thoma Bravo in 2020 at a valuation of \$1.15B

**Key Investors:**

Thoma Bravo  
 TCV  
 Foundation Partners

**Board of Directors:**

Not Disclosed

*Source: Company website, all revenues are CY-21*

**Headcount:** 425

**Open Positions:** 42

U.S. based: 29  
 International: 13  
 Sales: 10  
 Other: 32

**Machine identities to safeguard machine-to-machine communications**

Just like user names and passwords authorize access to humans, keys and certificates act as machine identities that authorize and validate machine access to valuable data.

However, in many ways protecting the identities of machines is more challenging than protecting those of humans. Machines may not see subtle red flags. And they don't act on intuition. So, they may not easily identify machine identity threats. It's your job to take care of all of that for them.



## Veracode



**Founded:** 2006  
**Revenue:** >\$100M

www.veracode.com  
339.674.2500

65 Network Drive  
Burlington, MA 01803

**Company Summary:** With more than 2,600 customers across the globe, Veracode is the leading AppSec vendor for securely and efficiently creating application software. Veracode makes secure software a competitive advantage by empowering customers to confidently develop software by reducing the risk of security breach through comprehensive analysis, developer enablement, and governance tools. With its combination of process automation, integrations, speed, and responsiveness, Veracode helps companies find and fix flaws and get accurate and reliable results with fewer false positives. To date, Veracode has helped customers scan more than 30 trillion lines of code and fix more than 60 million flaws.

**Products/Services:** Veracode helps organizations overcome DevSecOps challenges with a unique combination of automated application analysis of the pipeline and expertise for developers and security professionals. The company's portfolio includes Application Analysis, Developer Enablement, and AppSec Governance solutions, offering a holistic, scalable way to manage security risk across an entire application portfolio. Veracode is the only solution that can provide visibility into an application status across all testing types, including SAST, DAST, SCA, IAST and manual penetration testing. The company's expertise is based on analyzing customer programs for over a decade, and its powerful SaaS model delivers a better, more scalable service at a lower cost.

### Key Officers:

Sam King – CEO  
Chris Wysopal – Founder & CTO  
David Forlizzi – CFO  
Elana Anderson – CMO  
Mark Bissell – Chief Customer Officer  
Pete Hartevelde – CRO  
Brian Roche – CPO

### Board of Directors:

Sam King – CEO, Veracode  
Erik Akopiantz – Operating Partner, Thoma Bravo  
Seth Boro – Managing Partner, Thoma Bravo  
Chip Virnig – Partner, Thoma Bravo  
Andrew Almeida – Principal, Thoma Bravo  
Gus Malezis – President & CEO, Imprivata  
Jim Pflaging – Managing Partner, Cynergy Partners

**Headcount:** >700

### Open Positions:

50  
U.S. based: 37  
International: 13  
Sales: 17  
Other: 33

### Competition:

Checkmarx  
Synopsys  
Micro Focus

**Total Funding:** Acquired by Thoma Bravo for \$950M in January 2019

### Key Investors:

Thoma Bravo

*Source: Company website, all revenues are CY-20*

Let us help you develop software with  
confidence.



## Wasabi Technologies



**Founded:** 2015  
**Revenue:** \$25M-\$50M

www.wasabi.com  
844.927.2241

111 Huntington Avenue Suite 2900  
Boston, MA

**Company Summary:** Wasabi was founded in 2015 by ex-Carbonite co-founders David Friend and Jeff Flowers. The cloud storage platform is available as a low-cost solution provider (roughly 1/5th the price of the major cloud providers) as it limits data transport fees (egress fees) at an unlimited scale for storage. The company was founded with the underlying principle of simplicity and the platform is a replication of the AWS S3 interface for streamlined use cases with any S3 compatible application.

**Products/Services:** The object storage service is available as a monthly pay-as-you go pricing model or, at a discount price, customers are able to commit to a reserved capacity for storage. Features of the platform include object lock (object-level immutability provides data protection), ransomware prevention (premium service for offsite back-ups in case of ransomware attack), and compliance.

**Key Officers:**

- David Friend – Co-founder & CEO
- Jeff Flowers – CTO & Co-founder
- Marty Falaro – EVP & COO
- Michael Bayer – CFO
- Michael Welts – CMO
- Jim Donovan – SVP, Product
- Pramod Kalyanasundaram – SVP, Engineering & Operations

**Board of Directors:**

- David Friend – Co-founder & CEO
- Jeff Flowers – CTO & Co-founder
- Susan Pravda – Managing Partner, Foley & Lardner LLP
- Alexander Papadimitriou – Managing Partner, Kedge Capital Private Equity
- Lou Shipley – Lecturer, Harvard Business School
- George Neble – Senior Advisor, AVALT
- Roger Biscay – SVP & Corporate Treasurer, Cisco Systems

**Competition:**

- Backblaze
- Cloudflare R2
- Amazon Web Services
- Microsoft Azure
- Google Cloud Platform

**Total Funding:** \$286M

**Key Investors:**

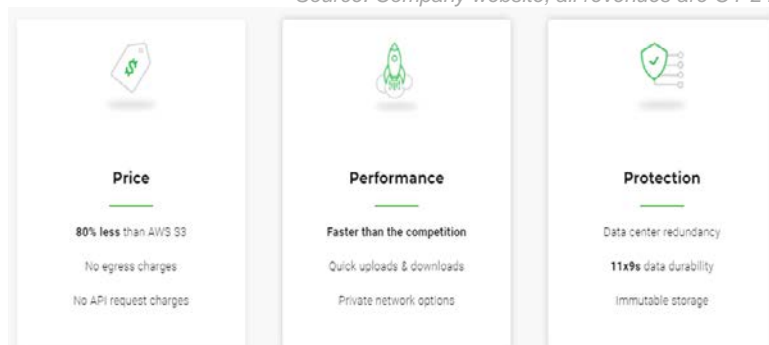
- CloudScale Capital Partners
- Forestay Capital
- NTT DOCOMO Ventures
- Fidelity
- Prosperity7 Ventures

**Headcount:** 200

**Open Positions:** 24

- U.S. based: 24
- International: 0
- Sales: 6
- Other: 24

Source: Company website, all revenues are CY-21





## WatchGuard

**Founded:** 1996  
**Revenue:** >\$100M

[www.watchguard.com](http://www.watchguard.com)  
800.734.9905

505 Fifth Avenue South, Suite 500  
Seattle, WA 98104

**Company Summary:** WatchGuard develops network and endpoint security, secure Wi-Fi, multi-factor authentication, and network intelligence products and services. The company's flagship solution supports traditional IPS, Gateway AV, application control, spam blocking, and web filtering to more advanced services for protecting against advanced malware, ransomware, and the loss of sensitive data. WatchGuard also offers a full suite of network visibility and management services. With 17K resellers, WatchGuard uses an indirect sales model that is predominantly focused on selling through managed service providers. WatchGuard's customer base includes more 250,000 small and midsize enterprises and it secures more than 10 million end-points. The company has historically achieved double-digit growth rates and it expanded its margins to achieve the rule of 40.

**Products/Services:** WatchGuard's security services are delivered as an integrated solution within an easy-to-manage and cost-effective appliance (Firebox) that is available as both physical and virtual instances. The Firebox appliance also supports a suite of management and visibility tools and WatchGuard complements it with Multi-Factor Authentication (AuthPoint) secure Wi-Fi (WatchGuard Wi-Fi Cloud) and a full stack end point security solution (WatchGuard Endpoint Security).

### Key Officers:

Prakash Panjwani – CEO  
Andy Reinland – CFO  
Corey Nachreiner – CSO  
Wayson Vannatta – CIO  
Shari McLaren – SVP, Operations  
Sean Price – SVP, WW Sales  
Michelle Welch – SVP, Marketing  
Jack Waters – SVP, Engineering

### Competition:

McAfee  
Fortinet  
SentinelOne  
SonicWall  
Sophos

**Total Funding:** Acquired by Francisco Partners in January 2013

### Board of Directors:

Benjamin Ball – Co-founder & Partner, Francisco Partners  
Sandy Gill – Principal, Vector Capital  
Anders Mikkelsen – VP, Francisco Partners  
Prakash Panjwani – CEO, WatchGuard  
Juan Santamaria – Executive Advisor, WatchGuard  
Alex Slusky – MD & CIO, Vector Capital

### Key Investors:

Francisco Partners

**Headcount:** 1,200

**Open Positions:** 45

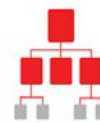
U.S. based: 9  
International: 36  
Sales: 7  
Other: 38

Source: Company website, all revenues are CY-21



#### Intelligent Protection

Effective protection against today's vast number of evolving threats requires multiple services working intelligently together. Prevent, detect, and instantly respond to cyber attacks with automated policies.



#### Simplified Management

Managing security across your organization has never been simpler. Use out-of-the-box tools to quickly and easily deploy, configure, and maintain your security with the granularity of your choice.



#### Actionable Visibility

Monitor and report on the health of your IT infrastructure. Actionable visibility tools enable you to proactively identify threats, while providing corrective action against known issues.

**Weka**



**Founded:** 2014  
**Revenue:** <\$25M

www.weka.io  
1.844.392.0665

910 E. Hamilton Ave., #430,  
Campbell, CA 95008

**Company Summary:** Weka was founded on the thesis that modern data management will take advantage of GPU compute and flash technologies to make enterprise storage a utility, thereby delivering profound simplicity, speed, scale, and economic benefit. The company offers the fastest file system for AI and technical compute use cases, and one of the only file systems capable of higher speed performance than a local file system for IO and metadata. For this reason, the parallel file system is most suitable for data intensive applications and operates in several high-performance markets, including autonomous vehicle AI training, genomics, financial modeling, software development, and satellite imaging. Last year Weka grew ARR by more than 100% and grew its customer base by more than 125%, a customer base including eight of the Fortune 50.

**Products/Services:** WekaFS is optimized particularly for NVMe-flash and hybrid cloud use cases. Customers experience the optionality of running their environments natively in the cloud, on-premises, or with spontaneous bursts to the cloud for maximum workload flexibility. WekaFS runs on commodity hardware and disrupts the traditional silos of NAS, SAN, and object storage, by offering low latency at a fraction of the cost of legacy alternative solutions.

**Key Officers:**

- Liran Zvibel – Co-founder & CEO
- Omri Palmon – Co-founder & COO
- Maor Ben-Dayan – Co-founder & Chief Architect
- Amit Pandey – Executive Chairman
- Jonathan Martin – President
- Intekhab Nazeer – CFO
- Shimon Ben David – CTO

**Competition:**

- DDN
- Dell EMC
- NetApp
- Pure Storage
- Qumulo

**Total Funding:** \$140M

**Board of Directors:**

- Maor Ben-Dayan – Co-founder, Weka
- Menashe Ezra – Managing Partner, Gemini Israel
- Roni Hefetz – Partner, Catalyst
- Dror Nahumi – Partner, Norwest
- Omri Palmon – Co-founder, Weka
- Amit Pandey – Executive Chairman, Weka
- Liran Zvibel – Co-founder, Weka

**Key Investors:**







- CID, Cisco, Gemini Israel,
- HPE, Hitachi, Norwest Venture Partners,
- Mellanox Technologies, MoreTech,
- Nvidia, Qualcomm, Seagate,
- Western Digital

**Headcount:** 180

**Open Positions:** 38

- U.S. based: 20
- International: 18
- Sales: 13
- Other: 25

Source: Company website, all revenues are CY-21

|                                                                                                                                                                                                                              |                                                                                                                                                                                                                                                                  |                                                                                                                                                                                                                                    |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  <p><b>CLOUD NATIVE, DATACENTER READY</b></p> <p>Seamlessly run on-premises, in the cloud and burst between platforms</p>                 |  <p><b>FASTER THAN LOCAL STORAGE</b></p> <p>Accelerate large scale data pipelines with reduced epoch times, the fastest inferencing and highest images/secs benchmarks.</p> |  <p><b>MULTIPROTOCOL SUPPORT</b></p> <p>Supports Native NVIDIA GPUDirect Storage, POSIX, NFS, SMB, and S3 access to data</p>                  |
|  <p><b>ZERO COPY ARCHITECTURE</b></p> <p>Run entire pipeline on the same storage backend and eliminate the cost and stalls of copies.</p> |  <p><b>ZERO TUNING MIXED WORKLOAD SUPPORT</b></p> <p>World's fastest filesystem, supporting high I/O, low latency, small files, mixed workloads &amp; data portability.</p> |  <p><b>FULLY SOFTWARE DEFINED</b></p> <p>Run on your choice of hardware and support new server technologies as soon as they are available</p> |



## WhiteSource Software

**Founded:** 2012 [www.whitesourcesoftware.com](http://www.whitesourcesoftware.com) 93 Summer Street  
**Revenue:** \$50M-\$100M +44-1928-352034 Boston, MA 02110

**Company Summary:** Market research estimates that in the next few years 60-80% of applications will be based on open-source components, yet there are very few companies that are tackling the problems associated with open-source software. WhiteSource offers the only all-in-one security, licensing, quality, and reporting solution for managing open-source components, as well as the only one that operates in real time. WhiteSource accomplishes this by continuously and automatically scanning open-source repositories and cross-referencing the data with customers' own open-source components. WhiteSource currently has approximately 1,000 customers and it monitors 11 billion source files in over 200 languages in 100 million libraries.

**Products/Services:** WhiteSource's platform has four main features: detection, selection, alerting, and reporting. The detection component automatically pinpoints all open-source components through cross-referencing open-source components with open-source repositories. The selection component notifies the user of any reported bugs, security risks, undesirable licenses, or newer versions for each component. The alerting function allows users to get real-time alerts whenever a vulnerability is detected. Lastly, the reporting function allows users to receive up-to-date reports on their open-source components, dependencies, and licenses. The platform also has the ability to integrate into any stage of the software development lifecycle (SDLC).

- Key Officers:**  
 Rami Sass – Co-founder & CEO  
 Ron Rymon – Co-founder & Exec Chair.  
 Ron Kormanek – Chief of Revenue  
 Ilan Sidi – CFO  
 Ran Erman – Chief Customer Officer  
 Vered Shaked – EVP, Strategy  
 Doron Cohen – EVP, Engineering  
 Arabella Hallawell – EVP, Marketing  
 Ori Bach – VP, Product

- Competition:**  
 Black Duck  
 Sonatype  
 Synopsys

**Total Funding:** \$121M

- Key Investors:**  
 83North  
 M12  
 SGE (Susquehanna Growth Equity)  
 Pitango

- Board of Directors:**  
 Ron Rymon – Executive Chairman & Co-Founder, WhiteSource  
 Erez Ofer – Partner, 83North  
 Lior Shahory – Partner, Peregrine Ventures  
 Boaz Lifschitz – Co-founder, Peregrine Ventures  
 Mony Hassid – Managing Director, M12

Source: Company website, all revenues are CY-21

**Headcount:** ~300

- Open Positions:** 33  
 U.S. based: 12  
 International: 21  
 Sales: 8  
 Other: 25

### Simplifying Open Source Management

|                                                                                                                                                                                                                                                     |                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                      |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <br><b>Full<br/>Visibility</b><br><small>View your components, their vulnerabilities, licenses, and dependencies all in one place for easier monitoring.</small> | <br><b>Effective<br/>Decision-making</b><br><small>Understand the impact of each vulnerability so you can easily choose the best course of action.</small> | <br><b>Intuitive<br/>Interface</b><br><small>All the power of WhiteSource is incredibly easy to use thanks to its clean, simplified UI.</small> |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|



**Wiz**

**Founded:** 2020  
**Revenue:** \$25M-\$50M

[www.wiz.io](http://www.wiz.io)

Eliezer Kaplan Street 8  
 Tel Aviv 6473409 Israel

**Company Summary:** As one of the highest profile private companies in cybersecurity (public or private), Wiz has had an explosive start since its founding in January 2020. The firm, started by the developers behind Azure Security, boasted \$600 million in venture funding as of October 2021, driving a reported valuation of \$6 billion. Wiz has taken a broad approach to cloud security, tackling a wide swath of use cases that were traditionally the domain of individual point solutions. The cloud-native visibility solution analyzes security risk and compliance across clouds, containers, and workloads in an agentless fashion to populate graph-based analysis to identify vulnerabilities, misconfigurations, and exposed secrets.

**Products/Services:** The platform connects via API to the relevant customer cloud environments and then scans every workload to build a complete inventory of the assets, including data related to configuration, installed software, and serverless functions. After building this comprehensive picture of the cloud environment, Wiz utilizes a unique risk-based assessment to identify “toxic combinations” of vulnerabilities and misconfigurations. Rather than focus on single vulnerabilities or issues, Wiz adopts more of an attacker perspective to determine groups of security deficiencies that would most likely be targeted during an incident. This type of all-encompassing, quantitative view is also useful for compliance reporting since tracking to all the potential standards and benchmarks can be quite a complex task.

**Key Officers:**

- Assaf Rappaport – CEO
- Ami Luttwak – CTO
- Yinon Costica – VP, Product
- Roy Reznik – VP, R&D
- Raaz Herzberg – Head of Product
- Colin Jones – CRO

**Board of Directors:**

- Douglas Leone – Global Managing Partner, Sequoia Capital
- Gili Raanan – Founder, Cyberstarts
- Jeffrey Horing – Co-founder & Managing Director, insight Partners
- Shardul Shah – Partner, Index Ventures

**Competition:**

- Aqua Security
- Axonious

**Total Funding:** \$600M

**Key Investors:**

- Insight Partners
- Greenoaks Capital
- Sequoia Capital
- Index Ventures
- Salesforce Ventures

**Headcount:** 180

**Open Positions:** 127

- U.S. based: 111
- International: 16
- Sales: 85
- Other: 42

Source: Company website, all revenues are CY-21

**One tool, one portal, one policy for end-to-end cloud security**  
 Unified view, Clear risk analysis, Simplifies operations

|                                                                                                                                |                                                                                                                                                                                                                       |                                                                                                                                                                                   |                                                                                                                                          |
|--------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------|
| <p><b>Any cloud:</b></p> <ul style="list-style-type: none"> <li>AWS</li> <li>Azure</li> <li>GCP</li> <li>Kubernetes</li> </ul> | <p><b>Any architecture:</b></p> <ul style="list-style-type: none"> <li>PaaS</li> <li>IaaS</li> <li>Container</li> <li>Serverless</li> <li>Container images</li> <li>VM images</li> <li>Infra as Code (IaC)</li> </ul> | <p><b>Any layer:</b></p> <ul style="list-style-type: none"> <li>Vulnerabilities</li> <li>Configuration</li> <li>IAM</li> <li>Network</li> <li>Secrets</li> <li>Malware</li> </ul> | <p><b>Full lifecycle:</b></p> <ul style="list-style-type: none"> <li>Production</li> <li>Stage</li> <li>Deploy</li> <li>Build</li> </ul> |
|--------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------|

**No more silos**



**ZeroFOX**

**Founded:** 2012  
**Revenue:** \$50M-\$100M

[www.zerofox.com](http://www.zerofox.com)  
855.936.9369

1834 S. Charles St.  
Baltimore, MD 21230

**Company Summary:** ZeroFOX protects its users from modern security challenges related to social media and other digital platforms. Its proprietary platform is able to identify and remediate targeted phishing attacks, credential compromise, data exfiltration, brand hijacking, executive and location threats and more. In December 2020, ZeroFox announced it will merge with the special purpose acquisition company L&F Acquisition Corp. and it will acquire a leading digital privacy protection and data breach response services company, IDX. Upon closing of the transaction in 2022, the combined company will be renamed ZeroFox Holdings, Inc. and it will be listed under the ticker symbol "ZFOX". The combined company will have over 650 employees and serve nearly 2,000 customers including five of the Fortune 10.

**Products/Services:** The ZeroFox Platform enables actionable intelligence to disrupt phishing, impersonations, malicious domains and data leakage across the public, deep and dark web, including pervasive cloud-based applications such as Zoom, Slack, Google, Facebook and other social media sites. IDX's digital protection and privacy platform provides external breach response services, protecting enterprises from associated risks. Together, IDX and ZeroFox will provide a holistic offering for companies protecting against, or responding to, any external cyberattack.

**Key Officers:**

James C. Foster – CEO  
Mike Price – CTO  
Tim Bender – CFO  
Scott O'Rourke – CRO  
Kevin Reardon – COO  
John Prestridge – CMO

**Board of Directors:**

James C. Foster – Chairman, ZeroFOX  
Peter Barris – Managing General Partner, NEA  
Lane Bess – Former CEO, Palo Alto Networks  
Todd Headley – Former CFO, Sourcefire  
Sam King – CEO, Veracode  
Sunil Kurkure – Managing Director, Intel  
Gilman Louie – Co-founder, Alsop Louie  
John Mike McConnell – Former Director, National Intelligence  
Corey Mulloy – GP, Highland Capital

**Competition:**

Digital Shadows  
Proofpoint  
Recorded Future

**Total Funding:** \$154M

**Key Investors:**

Core Capital Partners  
Genacast Ventures  
Highland Capital Partners  
Intel Capital  
NEA  
Orix  
Redline Capital  
Silver Lake  
Stifel

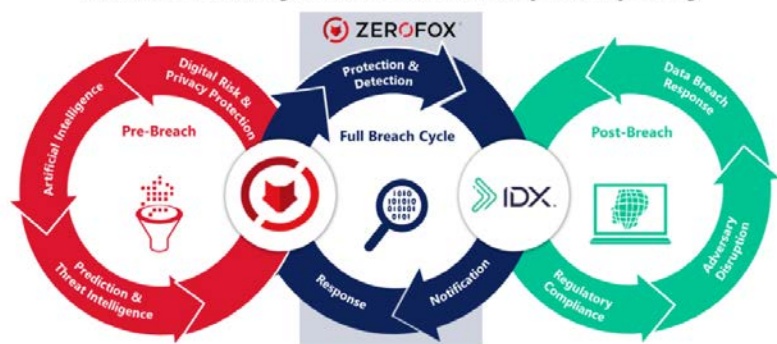
**Headcount:** 550

**Open Positions:** 49

U.S. based: 23  
International: 26  
Sales: 14  
Other: 35

Source: Company website, all revenues are CY-21

**ZeroFox and IDX: Creating the First End-to-End External Cybersecurity Offering**





## Zimperium

**Founded:** 2010  
**Revenue:** \$50M-\$100M

[www.zimperium.com](http://www.zimperium.com)  
 844.601.6760

4055 Valley View  
 Dallas, TX 75244

**Company Summary:** Zimperium is a leader in mobile and application security, with its platform offering real-time, on-device protection. It protects against both known and unknown threats on Android, iOS and Chromebook endpoints. This represents a growing TAM as mobile devices represent 60% of the total endpoints in an organization and are largely unprotected, leaving organizations at risk of breach and being outside the bounds of regulatory compliance. Further to this point, mobile threats themselves are growing 60-80% per year and are estimated to be the target for 30% of all cyber threats in 2021. The Zimperium platform leverages a proprietary machine-learning engine to protect data on mobile devices, as well as the apps and sessions against device compromises, network attacks and malicious apps. The core z9 platform has detected 100% of zero-day mobile exploits to date, with no updates needed, and has not suffered from any delays or breakdowns.

**Products/Services:** Zimperium’s core product is its z9 platform, which utilizes machine learning to protect mobile devices from known and unknown threats. There are five primary pillars of its platform: zIPS, its main on-device detection product; z3A, a cloud-based advanced application analysis tool; zSecure, mobile protection for residences; and MAPS, mobile application protection suite. zIPS is able to dynamically detect threats, analyze the device behavior and then rapidly remediate when malicious activity is discovered. z3A provides holistic visibility into an enterprise’s mobile security posture, and zSecure is a safe measure for private citizens within residences. MAPS identifies security and compliance risks for mobile applications from development to production.

**Key Officers:**

- Shridhar Mittal – CEO
- Brian Szeto – CFO
- Ed Carter – CRO
- Anuj Gulati – Chief Customer Officer
- Nitin Bhatia – Chief Strategy Officer
- Jon Paterson – Chief Technical Officer
- Esteban Pellegrino – Chief Scientist

**Board of Directors:**

- Zuk Avraham – Co-founder & Chairman, Zimperium
- Cary Davis – MD, Warburg Pincus
- Mark Fernandes – MD, Sierra Ventures
- Shridhar Mittal – CEO, Zimperium
- David Nishida – MD, SoftBank
- Mark Sherman – MD, Telstra Ventures
- Ashutosh Somani – MD, Warburg Pincus

**Headcount:** >200

**Open Positions:** 20

- U.S. based: 16
- International: 4
- Sales: 2
- Other: 18

**Competition:**

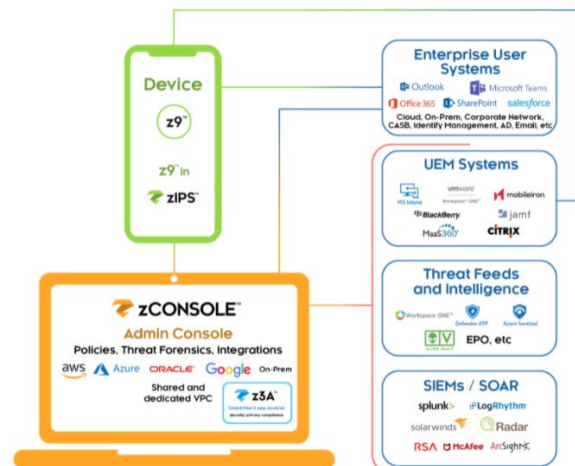
- CrowdStrike
- Lookout

**Total Funding:** \$72M

**Key Investors:**

- Samsung Ventures
- Sierra Ventures
- SoftBank
- Telstra Ventures
- Warburg Pincus

Source: Company website, all revenues are CY-21





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 415-835-3918



Erik Suppiger is a Managing Director and Senior Research Analyst covering IT Infrastructure.

Prior to joining JMP, Mr. Suppiger was a managing director and senior analyst at Signal Hill Capital covering Internet Infrastructure Technology and Services. Previously, he followed the Networking and Cybersecurity sectors as a managing director and senior analyst at Pacific Growth Equities and as a senior analyst at J.P. Morgan and its predecessor, Hambrecht & Quist. Early in his career, he researched the communications sector as a member of the Deutsche Bank DMG Technology Group.

Mr. Suppiger ranked second among all stock pickers in the Communications Equipment category for 2018 and third among all stock pickers in the Software category for 2014 in the StarMine Analyst Awards. In the 2010 StarMine Analyst Awards, he ranked as the top stock picker in both the Communications Equipment category and the Internet Software & Services category. Also in 2010, he placed first in the Telecommunications Equipment category and second in the Internet & Computer Services category in the annual “Best on the Street” analyst survey conducted by The Wall Street Journal. In 2005, he placed second in the Communications Equipment category in the “Best Brokerage Analysts” rankings released by Forbes.com in conjunction with StarMine.

Mr. Suppiger holds a B.S. in business administration from the Boston University School of Management.

### Trevor Walsh

Vice President  
[twalsh@jmpsecurities.com](mailto:twalsh@jmpsecurities.com)  
 415-835-3934



Trevor Walsh is a Vice President and Equity Research Analyst covering the Cybersecurity industry.

Prior to joining JMP Securities, Mr. Walsh worked at Tanium where he held a variety of roles across field operations and marketing. Before Tanium, he served as a Special Agent for the Federal Bureau of Investigation in the New York Field Office, with major case work including counterterrorism, cyber, and organized crime. He was also an operator/medic on the Special Weapons and Tactics (SWAT) team for the New York office, executing high-risk warrants and providing executive protection to the FBI Director and U.S. Attorney General. Mr. Walsh began his government service as an Intelligence Officer in the United States Navy, supporting Navy SEALs engaged in counterterrorism missions in the Middle East and Asia. In his early career, he worked as an investment banking analyst at JPMorgan Chase in the Technology, Media, and Telecommunications group.

Mr. Walsh holds an MBV from the University of Southern California, Marshall School of Business and graduated with honors with a BA in Geosciences from Princeton University, where he was an Academic All-American on the varsity water polo team.

**Rustam Kanga**

Vice President  
rkanga@jmpsecurities.com  
415-835-3914



Rustam Kanga is a Vice President covering the Cybersecurity and IT infrastructure sectors.

Mr. Kanga joined JMP in 2019 after transitioning from a career in enterprise technology sales at Oracle. He was responsible for both cloud and on-premise platform, infrastructure, and database offerings for a sub-set of Oracle's Fortune 500 accounts. Mr. Kanga led multiple, complex six-figure selling engagements and was awarded Top Performer for License Technology Sales across Enterprise Named Accounts in FY19Q2.

Mr. Kanga holds a B.A. in Economics from the University of California, Berkeley with a Certificate in Technology and Entrepreneurship.

We would also like to thank our intern, Nick Broback, for his significant contribution to the Elite 80.

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Market Outperform (MO): JMP Securities expects the stock price to outperform relevant market indices over the next 12 months.

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| JMP Rating             | Regulatory Equivalent | # Co's Under Coverage | % of Total  | Regulatory Equivalent | # Co's Under Coverage | % of Total  | # Co's Receiving IB Services in Past 12 Months |                            |
|------------------------|-----------------------|-----------------------|-------------|-----------------------|-----------------------|-------------|------------------------------------------------|----------------------------|
|                        |                       |                       |             |                       |                       |             | # Co's                                         | % of Co's With This Rating |
| MARKET OUTPERFORM      | Buy                   | 287                   | 70.34%      | Buy                   | 287                   | 70.34%      | 101                                            | 35.19%                     |
| MARKET PERFORM         | Hold                  | 90                    | 22.06%      | Hold                  | 90                    | 22.06%      | 13                                             | 14.44%                     |
| MARKET UNDERPERFORM    | Sell                  | 1                     | 0.25%       | Sell                  | 1                     | 0.25%       | 0                                              | 0%                         |
| COVERAGE IN TRANSITION |                       | 30                    | 7.35%       |                       | 30                    | 7.35%       | 3                                              | 10.00%                     |
| RATING SUSPENDED       |                       | 0                     | 0.00%       |                       | 0                     | 0.00%       | 0                                              | 0%                         |
| <b>TOTAL:</b>          |                       | <b>408</b>            | <b>100%</b> |                       | <b>408</b>            | <b>100%</b> | <b>117</b>                                     | <b>28.68%</b>              |

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