ELITE 80
THE HOTTEST PRIVATELY HELD CYBERSECURITY, DATA MANAGEMENT, AND IT INFRASTRUCTURE COMPANIES

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FOR DISCLOSURE AND FOOTNOTE INFORMATION, REFER TO JMP FACTS AND DISCLOSURES SECTION.
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EXECUTIVE SUMMARY

Welcome to the fifth annual JMP Securities Elite 80 report (formerly Super 70). In this report, we highlight what we believe to be the most interesting and strategically positioned private companies in the Cybersecurity, Data Management & IT Infrastructure industries.

For our cover photo, we selected a photo of the Golden Gate Bridge. The picture not only conveys the image of bridging the physical world to the clouds, but also exemplifies how innovation enabled engineers to overcome the challenges posed by building infrastructure with unprecedented scale and capacity. The Golden Gate Bridge was the largest suspension bridge in the world for nearly three decades after it was built and it required new technologies and techniques in its construction which shaped bridge building procedure and safety protocols all over the world. For example, the scale of the 80,000 miles of suspension cables that support the bridge platform was so massive that the engineers invented machines to build the cables onsite during construction of the bridge. In addition, safety issues were so daunting that the use of hard hats and safety nets made their debut during the bridge’s construction.

Similarly, many enterprises are constructing IT infrastructure to bridge their needs for newer technologies and architectures with the existing framework. Such an onerous task of embracing digital transformation is a major undertaking that requires unconventional thinking and modern and innovative technologies. The clouds to the side of the bridge symbolize new cloud and cybersecurity, data management, and infrastructure technologies, and epitomize bridges to cloud technologies. The combination creates revolutionary IT infrastructure that changes lives, much like the way the Golden Gate Bridge has forever altered the lives of San Franciscans and people across the globe.

The road ahead for members of our Elite 80 will often be treacherous and challenging, so only the best companies will succeed. However, the need to improve IT infrastructure now is readily apparent given the robust funding environment demonstrated by the companies included in this report. In our opinion, a favorable funding environment has significantly bolstered the viability of privately held companies, by fostering a culture of innovation and accelerating the pace of deployment for next-generation infrastructure technologies.

We spoke to executives of each Elite 80 member, and we believe the companies have the capability to dominate their respective markets. The execution risk is high, but security, data management, and networking technologies and environments are evolving so rapidly that the need for innovation is accelerating as traditional approaches are deemed inadequate.

We hope this report is helpful. Please feel free to reach out to our team with any questions.

The JMP Internet Security, Communications Infrastructure, and Data Management Team

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Cybersecurity

Several trends emerged in 2018 which led to robust cybersecurity spend, demonstrating a strong growth year for the sector. We believe the healthy growth rates of 2018 were driven by a few factors, highlighted by further awareness of breaches at the executive and boardroom level. As hackers continue to develop increasingly sophisticated attacks, there were several common threats to cybersecurity in 2018, including: phishing attacks, ransomware, and business email compromise (BECs). The attacks in 2018 were some of the largest the cybersecurity world has ever seen, from the Marriott data breach of over 500 million customers, to Quora, which affected more than 100 million customers, to the Cambridge Analytica scandal, which resulted in significant concerns over the legitimacy of the 2016 presidential election. All of these public-facing breaches have shed light on the need to secure IT infrastructure across a perpetually growing surface area, especially with the rapid adoption of cloud architectures, DevOps processes, IoT devices, mobile devices, and virtual technologies. We also think many organizations delayed some spending in 2017, as IT teams sifted through regulatory requirements from the impending start of GDPR in Europe. However, we believe GDPR was a catalyst for 2018 as companies began spending on projects to gain or maintain compliance with the new regulations.

A healthy spending environment was fostered in 2018 for cybersecurity, a trend we believe will continue into 2019. With strong spending levels, we believe several trends that emerged in 2018 will continue to meaningfully impact the market in 2019, highlighted by IPO activity, technology convergence, and vendor consolidation. With cybersecurity budgets still tightly restricted and monitored, IT teams continuously have to do more with less. In response, technology vendors are committing more and more resources to developing platforms that can not only be easily deployed, but are highly automated, requiring less human capital to operate. However, as more established vendors develop broad platform solutions, the market will demand broadly integrated product portfolios, which, in our opinion, will lead to increased vendor consolidation in 2019.

While we believe there will be significant technology convergence and vendor consolidation with established security vendors, we think a handful of strong emerging companies are well positioned to take their next-gen technologies mainstream. In our view, some of the emerging market opportunities, where vendors have developed highly differentiated technologies, include next-gen endpoints, application security, cloud security, and network security. In Figure 1, we detail key trends that gained momentum in 2018, which we think will shape the market in 2019.
Key technology changes in cybersecurity

**Securing the public cloud.** With the rapid adoption of cloud hosting services, such as AWS, Microsoft Azure, and Google Cloud, the need to secure cloud content and deliver it in a reliable and secure manner has emerged as a critical technology. Emerging cloud-centric security vendors, such as Illumio and vARMOUR, have experienced sharp demand, and more established application security vendors, such as Alert Logic, with revenues of more than $100 million, have seen the cloud services portion of their business drive growth. Additionally, there has been a sharp increase in public vendors realizing the need for public cloud security solutions, which led to the acquisitions of RedLock and Evident.io by Palo Alto Networks in 2018. Cloud security covers a broad array of topics, so emerging vendors have solutions that cover individual disciplines, such as cloud governance, compliance, orchestration, and more, but it will be increasingly important to have a platform solution, and we believe that will lead to more consolidation in the space in 2019.

**Protecting the application development process.** As companies embrace digital transformation, the development of software has become central to their value proposition, and securing software applications has become business critical. In addition, the advent of the DevOps model has resulted in software development becoming an agile process with extremely rapid development cycles, which requires security to be an integral component of the development process. As a result, application security vendors, such as Checkmarx with revenues of more than $50 million, are benefiting from accelerating demand for solutions that embed security into the development process. Additionally, enterprises are beginning to realize they need a full application security stack, which has resulted in companies buying not just static application security testing (SAST) products that vendors like Checkmarx make, but also dynamic application security testing (DAST) for when the code is live, as WhiteHat Security makes, and run-time application self-testing (RASP) products for testing the performance of the application. In light of the transition to more platform-oriented solutions, there are even vendors which are looking to create products that incorporate each aspect of the application security stack, such as Contrast Security. Lastly, with the perimeter slowly evaporating, it is becoming increasingly important to secure and harden individual applications, outside of the code, which has led to the success of vendors like Arxan.
Rapid adoption of next-generation endpoint. Emerging vendors further established positions in the endpoint market in 2018 with four vendors in our Elite 80 generating revenues of $100M+. We believe these private vendors are developing innovative technologies, where large incumbent vendors are behind the curve. In our opinion, vendors that are able to leverage both endpoint detection and remediation (EDR) and endpoint protection capabilities (EPP) will be the ones to gain the most traction in 2019. Several vendors, such as CrowdStrike and SentinelOne have already made significant strides in the use of machine learning (ML) to optimize their EDR capabilities for enterprise-grade endpoint protection, while Malwarebytes and Webroot have made similar strides on the consumer and SMB side. All of these vendors, other than SentinelOne, have also attained revenues >$100M with double-digit growth. We believe these vendors will need to continue to utilize their advanced technology and growing scale to maintain disruption in a market where large and entrenched endpoint vendors, such as Symantec, McAfee, Trend Micro, and Sophos compete and large network-based security vendors, such as Palo Alto Networks, Check Point, FireEye, Fortinet, and Cisco are using their tight customer relationships and brand awareness to leverage a footprint with their own solutions.

Gaining visibility & control. Virtually all major attacks occur over an extended period of time, with the breaches typically going undetected for 3-6 months. Visibility into suspicious activity has been impeded by increasing IT complexity as organizations embrace cloud architectures, mobile devices, virtualization, and an array of other technologies that require separate tools and procedures for management. Accordingly, visibility across networks, endpoints, data centers, and applications has become a key focus for large organizations with global networks and 10k-100k+ endpoints. Tanium, which has revenues of well over $100 million, has tackled the visibility problem by developing a light weight agent on the end-point that has enabled it to attract several hundred of the largest organizations in the world and enabled Tanium to become a standard in the financial services industry. Other emerging vendors such as FireMon, RedSeal, Skybox, and Tufin, each of which are projecting revenues of at least $50 million in 2018, use analytics to provide visibility of the customer’s security infrastructure. Similarly, vendors such as Tenable and AlienVault analyze log data from an array of IT devices to provide broad visibility into breach activity and to prioritize suspicious activity. Finally, vendors, such as ExtraHop and Vectra, focus on network traffic flows to identify suspicious activity in real time and to provide context around the activity. The need for visibility and control gained considerable momentum in 2018, and we believe all of the vendors noted have strong prospects in 2019.

Networking
Network requirements are continually evolving, driven by several IT trends, including the migration toward cloud and the adoption of new networking architectures. To accommodate rapid architectural changes, we believe networks are shifting toward more open and programmable solutions. In tandem with a broader trend toward subscription pricing models, organizations are increasingly demanding new consumption models for networks, which limit capital expenditures (capex). In addition, network administrators are demanding new architectures that simplify deployment and operations.
Key technology changes in networking

**SD-WAN gaining traction.** Enterprise data center networking has improved significantly, driven by more efficient architectures, from companies such as Arista Networks. Enterprises are moving from rigid and difficult-to-manage, three-tier network architectures to flatter "leaf-spine" architectures that require significantly less manual and physical management. Enterprises are now seeking to gain the same operational efficiencies and cost savings with broader internet connections by deploying software-defined WAN (SD-WAN) solutions. SD-WAN offerings enable enterprises to augment traditional private MPLS networks with cheaper public internet bandwidth, which is particularly useful for distributed enterprises with several branch offices. Managing internet connections to branch offices can be highly complex, and often requires significant management overhead. SD-WAN centralizes the management of WAN services, typically by using a cloud service, thereby dramatically simplifying management. There are several SD-WAN vendors targeting the space, and our due diligence suggests Silver Peak reached significant scale, while some of its key competitors have been sold to broad IT platform providers. Given the highly-attractive ROI associated with SD-WAN, adoption has accelerated as enterprises gain comfort with the reliability of the offering.

**Networking vendors continue to move to security.** As highlighted in our report last year, we believe networking vendors are increasingly leveraging their positions to deliver advanced analytics and data security. We believe rapid growth in both the data analytics and security markets is motivating networking vendors to bolster monitoring capabilities, and increasingly, to position their products as security solutions. A number of our Elite 80 networking companies have significantly evolved their product offerings to better address analytics and security use cases, and we believe these companies will continue to shift their focus to these areas. Larger networking incumbents, such as Cisco, are also emphasizing security capabilities as key differentiators, and we expect these vendors to continue to disproportionately invest in their security practices through organic R&D investment and/or strategic M&A.
Adoption of cloud is an agent for change. The adoption of the cloud is driving a paradigm shift in networking. For public cloud providers, the network must be highly available, scalable, and simple to administer, which is driving increased adoption of data center architectures that integrate with multiple vendor solutions (“open”) and are programmable. In the enterprise, IT organizations are attempting to replicate the cloud delivery model internally by building private clouds, which are essentially public clouds residing inside the corporate data center. Both public and private clouds require re-architecting the network to achieve automation, ease of use, and faster time-to-market. These needs are driving corresponding demand for networking technologies that promote increased automation and limit total cost of ownership (TCO).

Enterprises also need better access to cloud services directly from remote and branch offices (ROBO). Today, traffic from ROBOs is typically backhauled to the corporate data center over an expensive MPLS link, increasing cost and introducing latency. SD-WAN vendors are seeking to improve this issue by enabling ROBOs to directly access cloud data centers over public broadband links.

Data Management
The $40B data management market remains in a state of constant disruption. It continues to shift toward next-generation vendors as enterprises increasingly demand better performance, flexibility, agility, and total cost of ownership (TCO). New architectures and business models are reshaping the way data management is procured and deployed. While the shift to hyperscale public cloud continues to grow at a rapid clip, next-generation data management vendors continue to post robust growth rates, highlighting the large opportunity in on-premise data center infrastructure. Hyperconverged infrastructure (HCI) has taken center stage in the primary storage market, and all-flash arrays (AFAs) are quickly becoming the de facto standard for primary storage.

As in the primary storage market with HCI and AFA, we see a similar, if not more pronounced, disruption ramping in the secondary storage market in 2018. There are several startups targeting this space, and we believe the technical differentiation between vendors remains relatively significant. We believe startup vendors in this category will seek to dramatically improve data management by breaking down silos associated with traditional secondary storage environments, such as backup/recovery, archiving, application test/development, and analytics. We continue to see new entrants with rapid growth in the secondary storage market, whereas the primary storage market seems to be consolidating around category leaders. Furthermore, we believe that vendors in the secondary storage market are rapidly converging to compete with one another, even if originally they were targeting different areas, as customers continue to want holistic data management solutions that provide storage, backup/recovery, archiving and many more features to make the most of an enterprise’s data.
Below we describe what we feel are the most significant technological changes occurring in the data management industry. In our view, these trends are driving the need for new infrastructure deployment models, and facilitating market demand for innovative technologies.

- **Secondary storage is becoming holistic data management.** Much of the innovation in the storage market over the last decade has been in primary storage, with vendors such as Nimble Storage, Pure Storage, Nutanix, and XtremIO coming to market with innovative offerings that disrupted the status quo. However, the secondary storage market has largely been untouched. Up until the last five years, the secondary storage market had not seen significant innovation since the introduction of Data Domain in the early 2000s. However, several startups targeting secondary data management have come to market, often led by highly successful industry veterans in the data center infrastructure space. In our view, there is significant white space in the secondary storage market, especially for vendors with strong cloud integration stories. More specifically, vendors that were originally going after one aspect of secondary storage or data management are now going attempting to provide offerings that are part of a holistic data management platform, which can include features such as backup and recovery, disaster recovery, data mobility, and archiving. We believe this is primarily due to customers wanting platform services to help consolidate vendors. Additionally, we believe data is now the most important asset to most enterprises, and data management vendors are beginning to realize they can add significant value to businesses by becoming the core vendor to maximize the utility of customer data, which we think is a significantly positive trend. In fact, this has led companies, like Rubrik and Cohesity, to generate exceptional growth, garnering massive capital raises in the last 12 months. Similarly, companies like Zerto have achieved robust growth capitalizing on the increasing importance of data.

- **Software-only becomes more important with cloud adoption.** We have seen software continue to play a larger role in the data center infrastructure space. Vendors are beginning to morph hardware-based solutions into software-only offerings. While enterprises continue to demand integrated hardware solutions, the cloud is making ‘software-only’ a more attractive deployment model. Enterprises are increasingly utilizing x86 servers to perform data management functionality, with the underlying software provided by ISVs. Nutanix has shifted to a software-only business model. Longer term, we believe a strong software-only offering will become more important as cloud adoption increases. Enterprises want a
common management interface between on-premise and public clouds. In order to provide this functionality, vendors need to offer viable software-only solutions that can run consistently across on-premise and cloud applications environments. We believe vendors that have proven their ability to run on standard x86 at scale will have an advantage as cloud migration efforts continue.

- **Providing a fabric between on-premise and cloud.** Another key trend is the growing demand for integration between on-premise data centers and public cloud services, particularly as offered by hyperscalers, such as AWS and Azure. One of the biggest barriers to cloud adoption is the challenge of migrating data and applications to the cloud from on-premise data centers. Data has gravity - as evidenced by Amazon's Snowball program, which utilizes full-size shipping trucks to transport data stored on physical storage devices. Application migration can be uncertain and time-consuming, as cloud infrastructure utilizes different interfaces and software to manage applications. And enterprises are wary of vendor lock-in as the cloud providers make it challenging to move data off of their cloud once it has been moved there, according to our checks. Our discussions indicate that most mid-to-large enterprises will leverage a hybrid cloud architecture, having both on-premise and cloud infrastructures. Based on this assumption, we believe there will be strong demand for solutions that can bridge the two architectures.

**FUNDING TRENDS**

**Funds Raised**

In total, the Elite 80 companies raised ~$2,099M in 2018, $480M of which came from new companies that were added to the list this year; the remaining $1,619M was raised by companies that were included in last year’s report. The 2018 total of $2,099M is up from 2017, where our selected group of companies raised $1,638M, and up significantly from 2016 raises of $1,033M, even after adjusting for the additional companies.


Source: Company reports, crunchbase.com
Looking at funding by year, fundraising has grown significantly since 2012, reaching peak levels in 2018, and continuing its rebound from a down year in fundraising in 2016.

Total fundraising rose in 2018, even after adjusting for additional companies, and there were a handful of large capital raises for the Elite 80 companies. Figure 7 illustrates the ten largest amounts raised by our Elite 80 companies in 2018, according to crunchbase.com and company press releases.
As far as fundraising by category, security companies in our Elite 80 report raised $1,420M in 2018, data management companies raised $546M, and networking companies raised $133M. For a more granular view, we have segmented our Elite 80 companies into six categories, including: 1) endpoint security, 2) identity and access management, 3) network security, 4) application and cloud security, 5) data management, and 6) networking. Within our Elite 80 group, companies raised $575M in endpoint security in 2018 (compared to $415M in 2017), $290M in application and cloud security ($494M in 2017), $483 in IAM ($158M in 2017), $72 in network security ($150M in 2017), $546M in data management ($345M in 2017), and $133M in networking ($76M in 2017). See Figure 8 for the breakout.
# FIGURE 9. Company Distribution by Category

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Source: JMP Securities LLC and Company Reports
Revenue Range

For each of our Elite 80 companies, we have included an estimate of 2018 revenues in the ranges of <$25M, $25-$50M, $50-$100M, and >$100M. Many of our Elite 80 companies are SaaS-based companies with rapid growth, thus billings can be much higher than revenues.

**FIGURE 10. Elite 80 Companies by Revenue Range**

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*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, in our opinion. We view our Elite 80 companies as some of the most innovative and promising companies in networking, security, and data management. As the market shifts, we believe these companies will have a strong opportunity to represent the next-generation of IT infrastructure vendors.
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ACTIFIO

Founded: 2009  www.actifio.com  333 Wyman Street
Revenue: $50M-$100M  855.886.8997  Waltham, MA 02451

Company Summary: Actifio helps over 3,500 global enterprise customers and service provider partners in more than 37 countries around the world virtualize their data, just as they virtualized their applications and infrastructure. Actifio’s Virtual Data Pipeline™ technology decouples data from infrastructure, enabling dramatic improvements in business resiliency, agility, and access to the cloud. Actifio replaces siloed data management applications with a radically simple, application-centric, SLA-driven approach that lets customers capture data from production applications, manage it more economically, and use it when and where they need. The result is enterprise data available for any use, anytime, anywhere.

Products/Services: Actifio uses micro-virtualization technology on its VDP platform, to virtualize and copy data allowing for high availability and data protection on a single storage platform. The platform allows for the DevOps process to be streamlined with high availability and ease of backup. High availability is complemented with deduplication and compression algorithms that allow for easy backup and long-term retention. The platform replaces siloed systems with a single physical copy of the same production data, which allows IT administrators to easily manage workflows through Mount, Clone, LiveClone, or Restore operations. Most recently, the company has been seeing a strong uptick in DevOps and analytics use cases of its products.

Key Officers:
Ash Ashutosh – Founder & CEO
Jim Sullivan – President
David Chang – SVP of Solutions Development
Brian Reagan – CMO
Edward Durkin – CFO
Dave Dyer – CRO

Board of Directors:
Ash Ashutosh – Founder & CEO, Actifio
Peter Levine – Andreessen Horowitz
Will Palmer – Crestline Investors
Bob Hower – Advanced Technology Partners
Jit Saxena – Founding CEO, Netezza
Erez Ofer – 83North
Bill Burgess – North Bridge Venture Partners

Headcount: 380
Open Positions: 12
U.S. based: 5
International: 7
Sales: 3
Other: 9

Competition:
Delphix
Commvault
EMC
Hitachi Data Systems (HDS)
IBM
Veritas
VMware

Total Funding: $353M

Key Investors:
Crestline Investors
83North
Advanced Technology Partners
Andreessen Horowitz
Greylock Partners
North Bridge Venture Partners
Technology Crossover Ventures
Tiger Global Management

Source: Company website, all revenues are CY-18
ALERT LOGIC

Company Summary: Alert Logic provides a holistic SaaS solution for comprehensive application security in cloud and hybrid environments. In contrast to point solutions from competitors, Alert Logic offers a full suite of services that secure entire application environments regardless of where the applications reside. The company’s partner network of cloud hosting providers allows customers to seamlessly add on security services in a highly scalable and easily consumed manner. A key driver of growth has been Alert Logic’s purpose-built security services for AWS, which in just a few years have become a large portion of the company’s bookings. The growth of its business has been driven by cloud adoption by customers, which is predicted to soon be the majority of the company’s business.

Products/Services: With Alert Logic, customers receive a full suite of services, including advanced security tools to monitor the infrastructure of the user’s network, vulnerability management for AWS, a fully outsourced and managed SaaS delivery model, and integrated 24/7 security operations center services to monitor and provide guidance. Although most often seen in cloud environments, Alert Logic can be deployed in any environment, including on-premise.

Key Officers:
Bob Lyons – Chairman & CEO
Sheila Flaherty – Chief Legal & Administration Officer
Sydna Kelley – SVP, Technology Operations and CIO
Tim Alguire – CFO
Dick Faulkner – VP, Worldwide Sales
Chris Noell – SVP, Engineering
Matt Selheimer – CMO
Christopher Rajiah – SVP, Worldwide Alliances and Partnerships

Board of Directors:
Bob Lyons – Chairman & CEO, Alert Logic
Christian Heim – Principal, Welsh Carson
Tony de Nicola – Co-President, Welsh Carson
Mike Donovan – GP, Welsh Carson
Jim Lewandowski – Former CEO, FireMon
Raymond Ranelli – Senior Operating Executive, Welsh Carson
Steve Munford – Former CEO, Sophos

Headcount: ~700
Open Positions: 45
U.S. based: 30
International: 15
Sales: 4
Other: 41

Source: Company website, all revenues are CY-18
ALGOSEC

Revenue: $50-$100M  888.358.3696

Company Summary: Founded in 2003 in Israel, AlgoSec is at the forefront of next-gen firewall management, where its unique platform allows enterprises to discover, map, and migrate business application connectivity to the cloud and proactively analyze security risk from a business perspective. Additionally, it can automate network security policy changes with zero-touch provisioning, while linking cyberattacks to certain business processes, allowing companies to significantly mitigate risks. With a host of products that have a differentiated offering, AlgoSec has been able to accumulate over 1,500 customers and 20 of the Fortune 50.

Products/Services: AlgoSec has a host of firewall management and security tools, led by its security management solution, which helps manage the entire security policy lifecycle to ensure ongoing secure connectivity for business applications by unifying network security policies in an automated fashion. In addition to its core firewall management solution, it offers various security and analytics tools, such as BusinessFlow, which provides application discovery and connectivity management to gain deeper visibility; FireFlow, which condenses the time to process security policy changes; Firewall Analyzer, which delivers further network visibility; and AlgoSec EcoSystem, which supports many leading security brands tightly integrated with the platform to offer a fully-unified solution and optimize the security functionality of an enterprises’ security stack.

Key Officers:
Yuval Baron – CEO & CCSO
Avishai Wool – CTO & Co-founder
Ofer Segev – COO & CFO
Jeffrey Starr – CMO

Board of Directors:
Not Listed

Headcount: 400

Open Positions: 31
U.S. based: 10
International: 21
Sales: 12
Other: 19

Competition:
Tufin
Skybox
FireMon
Palo Alto Networks
Fortinet
Cisco
Check Point

Total Funding: $36M

Key Investors:
Claridge Israel
ANCHORFREE

Revenue: >$100M  408.744.1002  Redwood City, CA 94063

Company Summary: Founded in 2005, AnchorFree is a security company that focuses on securing the consumer segment by providing secure connectivity with its three core products, Hotspot Shield, Kaboom, and Privacy Wizard. In an effort to mitigate the impacts of net neutrality and privacy in public wi-fi locations, AnchorFree has been able to sustain robust growth with revenues >$100M, driven by ~100M active users. AnchorFree is currently the top-grossing productivity app in the iTunes app store, demonstrating the efficacy and ease of use of its products, charging $5-$12/mo/user depending on the choice of products. AnchorFree is beginning to venture into the enterprise, with its first wi-fi security product being launched in Japan.

Products/Services: AnchorFree has three key product lines — Hotspot Shield, Kaboom, and Privacy Wizard. Its flagship product, Hotspot Shield, is a consumer VPN product that allows users around the world to access all of the content they desire, especially if it is limited by governments or other extenuating circumstances are preventing access to online content. Kaboom is AnchorFree’s version of a SnapChat product to view messages and photos quickly before they disappear. Lastly, its Privacy Wizard product protects all user apps on a mobile device by putting locks on individual apps and disguising the lock with a unique cover.

Key Officers:
David Gorodyansky – CEO & Co-founder
Eugene Malobrodsky – EVP & Co-founder
Jason Loia – President and GM of Consumer Products
Dr. Eugene Lapidous – Chief Architect
Michael Geer – Chief Strategy Officer
Ivaylo Lenkov – VP, Engineering
Alok Pandey – VP, Finance and Corp Dev

Board of Directors:
David Gorodyansky – CEO, AnchorFree
Sujay Jaswa – Managing Partner, WndrCo
Jeffrey Katzenberg – Partner, WndrCo
Sameer Gandhi – Partner, Accel Ventures

Headcount: ~130
Open Positions: 43
U.S. based: 31
International: 12
Sales: 1
Other: 42

Source: Company website, all revenues are CY-18

VPN is off

 Governments

 Hackers

 ISPs

 Unsecure connection

 Content
ARMOR

Company Summary: Armor, founded in 2009, 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 an attractive security partner for customers that need an MSSP.

Products/Services: Within its managed service offering, Armor has two core product offerings, Armor Anywhere and Armor Complete. Armor Anywhere is designed with the cloud in mind, with the flexibility to operate in any environment while providing unified visibility and control, audit-ready compliance, and robust protection in a managed SaaS model. Armor Complete delivers a robust hosting solution for high-performance infrastructure needs, with a focus on public cloud environments, and provides strong service organization control (SOC) and it has varied offerings including DDoS protection, Malware protection, and log management to secure an infrastructure.

Key Officers:
Mark Woodward – CEO
Chris Drake – President, Founder and Head of Strategy and Technology
Wayne Reynolds – Head of Security
Diana Massaro – Head of Marketing
Josh Bosquez – Head of Engineering
Stephen Thomas – Head of Sales
Arash Marzban – Head of Product
Patricia Picco – Head of Customer Experience

Board of Directors:
Mark Woodward – CEO, Armor
Chris Drake – President and Founder, Armor
Thomas Hedrick – Operating Partner, Stephens Group, LLC
Aaron Clark – MD, Stephens Group, LLC
Chris Smith – Partner, The Circumference Group
Justin Lilley – Director, Board of ST Telemedia
Nikhil Eapen – CEO & CIO, ST Telemedia
Steven Terrell Clontz – SVP, ST Telemedia

Headcount: ~240

Open Positions: 33
U.S. based: 33
International: 0
Sales: 11
Other: 22

Competition:
Alert Logic
Imperva
Splunk
SecureWorks
TrendMicro

Total Funding: $149M

Key Investors:
ST Telemedia
Stephens Group, LLC
The Circumference Group

Source: Company website, all revenues are CY-18
ARXAN

Founded: 2001  www.arxan.com  650 California St., Ste 2750
Revenue: $25M-$50M  415.247.0900  San Francisco, CA 94108

Company Summary: Arxan offers a comprehensive solution to application security in untrusted environments, and accomplishes this by mathematically rearranging the binary, white box encryption, and guards, which are small programs inserted inside the binary. This provides multi-layered application protection, adding additional security beyond traditional firewalls. Arxan secures all types of apps, including mobile and desktop apps, as well as apps used in healthcare devices. With regulatory requirements escalating the liability of data secured in applications and devices, such as medical devices, the need for application security is stronger than ever.

Products/Services: With brand reputation being of high importance for corporations, eliminating the possibility of licensing and IP attacks and securing customer data are essential. Arxan delivers a wide range of app security, including protection for android, iOS, desktop, servers, and JavaScript. Its technology allows the code to be tamper-resistant as well as tamper-aware, offering maximum protection. Arxan’s Threat Analytics is utilized to understand and deploy countermeasures to attacks that are underway. Arxan for Web is used to defend against server side attacks and credential theft in real time.

Key Officers:
Joe Sander – CEO
Mark Lorion – SVP, Ops & Corp. Development
Rusty Carter – VP, Product Management
Aaron Lint – VP, Research & Chief Scientist
Deborah McGinn – VP, Global Marketing
James Love – Chief Revenue Officer
Charlie Velasquez - CFO

Board of Directors:
Alex Gounares – CEO, Polyverse Corp.
Tom Heiser – Advisor, TA Associates
Alex Melamud – Advisor, TA Associates
Tom Mendoza – Vice Chairman, NetApp
Joe Sander – CEO, Arxan
Kenneth Schiciano – Co-head of North America Technology Group, TA Associates

Headcount: 120

Open Positions: 3
U.S. based: 0
International: 3
Sales: 0
Other: 3

Source: Company website, all revenues are CY-18
Company Summary: Founded in 2013, Auth0 provides an enterprise grade identity and access management (IAM) cloud services for developers of applications. The platform offers a comprehensive suite of services, ranging from single sign-on (SSO) to machine-to-machine communication. Auth0 serves across all customer sizes and offers pricing to accommodate the needs and depth requirements of its customer base. With >4,000 customers, including >500 enterprise customers Auth0 grew more than 80% Y/Y in 2018. The company’s IDaaS service is used to authenticate and secure more than 2.5 billion logins per month.

Products/Services: Auth0’s platform offers a litany of IAM services, with the core being the SSO offering. In addition to SSO, the platform offers Universal Login, multi-factor authentication (MFA), user management, breached password detection, passwordless protection, and machine-to-machine communication protection. The breadth of solutions makes Auth0’s platform attractive to all customer sizes with needs spanning from a simple SSO deployment to an enterprise class IAM platform.

Key Officers:
Eugenio Pace – Co-founder & CEO
Matias Woloski – Co-founder & CTO
Lewis Carpenter – CMO
Chris Dukelow – CFO
Dave Wiener – Chief Revenue Officer
Joan Pepin – Chief Information Security Officer

Board of Directors:
Karan Mehandru – General Partner, Trinity Ventures
Monica Enand – CEO, Zapproved
Peter van Hardenberg – Principal, Ink & Switch
David Cowan – Partner, Bessemer Venture Partners
Eugenio Pace – Co-founder & CEO, Auth0

Headcount: 387
Open Positions: 61
U.S. based: 36
International: 25
Sales: 15
Other: 46

Competition:
RSA
Okta
OneLogin
Duo
Ping Identity

Total Funding: $109M

Key Investors:
Bessemer Venture Partners
Sapphire Ventures
K9 Ventures
Meritech Capital Partners
Trinity Ventures
World Innovation Lab

Source: Company website, all revenues are CY-18
BIG SWITCH NETWORKS, INC.

Founded: 2010
Revenue: $50M-$100M
www.bigswitch.com
650.322.6510
3111 Coronado Dr., Building A
Santa Clara, CA 95054

Company Summary: Considered one of the original pioneers of software defined networking (SDN), Big Switch was founded in 2010 with a vision to change networking technologies by combining industry standard switch hardware with intelligent SDN control software. By providing an automated, responsive, and programmable SDN fabric-based networking solution, Big Switch is able to implement data center transformation and reduce costs. The company continues to expand into new markets and boast impressive sales, growing north of 80% Y/Y.

Products/Services: Big Switch offers two data center networking solutions: Big Cloud Fabric and Big Monitoring Fabric. Big Cloud Fabric is a data center switching fabric for OpenStack clouds or VMware virtualization environments that improves network management, agility, and cost. Big Monitoring Fabric is a network packet broker that provides visibility and monitoring across virtual and physical SDN environments. Its solutions are designed for use by enterprises, as well as cloud and service providers.

Key Officers:
Douglas Murray – President & CEO
Kyle Forster – Co-founder
Prashant Gandhi – VP & Chief Product Officer
Gregg Holzrichter – VP, Marketing and CMO
Susheel Chitre – VP of Business Development
Joe Palazola – VP, WW Operations and Customer Support
Alan Hase – VP, Engineering & CDO
Seamus Hennessy – CFO

Board of Directors:
Douglas Murray – President & CEO, Big Switch Networks
Bruce Armstrong – Operating Partner, Khosla Ventures
Kyle Forster – Co-Founder, Big Switch Networks
Bill Meehan – Lecturer, Stanford University Graduate School of Business
Gary Morgenthaler – Partner, Morgenthaler
Mike Volpi – Partner, Index Ventures
Dan Warmenhoven – Former CEO, NetApp

Headcount: 200
Open Positions: 14
U.S. based: 12
International: 2
Sales: 5
Other: 9

Source: Company website, all revenues are CY-18
BITSIGHT TECHNOLOGIES

Founded: 2011  
Revenue: $50M-$100M  
Revenue: 617.245.0469  
Address: 111 Huntington Ave., Ste. #2010, Boston, MA 02199

Company Summary: BitSight is changing the way companies mitigate third- and fourth-party risk, as well as 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 maintained a consistent growth rate of 90%, with a gross margin above 80%.

Products/Services: BitSight offers three main products: BitSight Security Ratings, BitSight Discover, and BitSight Sovereign Security Ratings. Its flagship product, BitSight Security Ratings, generates objective and quantitative data on a company’s security level to produce its rating based on externally observable data and methods. BitSight Discover allows enterprises to discover single points of failure by locating any connections between organizations and service providers impacting their network. Lastly, BitSight’s Sovereign Security Ratings determines the cybersecurity levels of national government organizations.

Key Officers:
Tom Turner – CEO & President  
Nagarjuna Venna – CPO & Co-Founder, SVP of Strategic Alliances  
Stephen Boyer – CTO & Co-founder  
Shaun McConnon – Executive Chairman  
Mary-Jo Porcello – VP, People & Talent  
Brian Cohen – CFO  
Eric Fischer – SVP, Sales  
Dave Fachetti – CMO, EVP of Strategy

Board of Directors:
David Aronoff – General Partner, Flybridge Capital Partners  
Cary Davis – MD, Warburg Pincus  
Dave Fachetti – CMO, BitSight  
Stephen Boyer – CTO, BitSight  
Venky Ganesan – MD, Menlo Ventures  
Brendan Hannigan – Entrepreneur  
Shaun McConnon – Executive Chairman  
Glenn Solomon – MP, GGV Capital  
Tom Turner – CEO & President, BitSight

Headcount: >400

Open Positions: 24
U.S. based: 20
International: 4
Sales: 9
Other: 15

Source: Company website, all revenues are CY-18
Company Summary: Bugcrowd provides an innovative solution for crowdsourced security, 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 >90,000 hackers, and automatically selects the right hacker for the right 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
Casey Ellis – Chairman, Founder and CTO
Nicholas Telford – CFO
David Baker – Chief Strategy Officer
Mark Milani – Global Head of Engineering
Rick Beattie – VP of Global Sales
Jason Haddix – VP of Researcher Growth
Michael Schultz – VP of Marketing

Board of Directors:
Not Listed

Headcount: >100

Open Positions: 10
U.S. based: 7
International: 3
Sales: 2
Other: 8

Competition:
HackerOne

Total Funding: $48.7M

Key Investors:
Triangle Peak Partners
Blackbird Ventures
Costanoa Ventures
Industry Ventures
Paladin Capital Group
Salesforce Ventures
Rally Ventures
First State Super

Source: Company website, all revenues are CY-18
**CENTRIFY**

**Founded:** 2004  
**Revenue:** >$100M  
**Website:** www.centrify.com  
**Address:** 3300 Tannery Way, Santa Clara, CA 95054

**Company Summary:** Centrify offers Privileged Access Management (PAM) solutions that are cloud-ready for mid-sized and large enterprises. It recently split the company into two businesses, one focusing on privileged access management (PAM) and the other on Identity as a Service (IDaaS). About 10% of its business is with SMBs, and 20-30% is done in the mid-market. Centrify leverages a market trend toward vendor consolidation, which can be achieved by the company's platform. Centrify serves four main enterprise identities: privileged, workforce, partners, and customers to ensure full protection across all corners.

**Products/Services:** Centrify currently offers five core services: Privileged Access Service, Authentication Service, Privileged Elevation Service, Audit & Monitoring Service, and Privileged Threat Analytics Service. The Privileged Access Service allows secure administrative access with workflow-driven access requests and approvals, as well as multi-factor authentication (MFA) at the vault. The Authentication Service allows proper verification of requests for privileged access. Privilege Elevation Service minimizes exposure to cyber-attacks caused by a user with excessive privileges. The Audit and Monitoring Service can record and archive through a gateway or host to allow for process launch and file integrity monitoring. Lastly, Privilege Threat Analytics provides adaptive MFA technology and user behavior statistics to maximize the security posture for privileged access.

**Key Officers:**  
Tim Steinkopf – CEO  
Dan Menudier – CFO  
Nate Yocom – CTO  
David McNeely – Chief Strategy Officer  
Rashmi Garde – General Counsel

**Board of Directors:**  
Tim Steinkopf – CEO, Centrify  
David Weiss – Operating Partner, Thoma Bravo  
A.J. Rohde – Partner, Thoma Bravo  
Carl Press – Principal, Thoma Bravo  
Laurens Albada – Operating Partner, Thoma Bravo  
Nicolaas Vlok – Operating Partner, Thoma Bravo

**Headcount:** 250  
**Open Positions:** 25  
**U.S. based:** 25  
**International:** 0  
**Sales:** 16  
**Other:** 9

**Privileged Access Service**  
- Stored Account & Password Vault  
- Application Passwords and Secrets Vault  
- Credential Management  
- Secure Remote Access  
- Secure Administrative Access via Jump Box  
- Access Request & Approval Workflow  
- MFA at Vault

**Authentication Service**  
- Multi-Domain Bridging  
- Active Directory Bridging  
- Machine Identity & Credential Management  
- Local Account & Group Management  
- Certificate Zone Technology  
- Group Policy Management  
- MFA at System Login

**Privilege Elevation Service**  
- Privilege Elevation  
- Delegated Privilege Rule & Policy Management  
- Time-Based Risk Assignment  
- MFA at Privilege Elevation

**Audit and Monitoring Service**  
- Session Recording & Auditing  
- Gateway Session Monitoring & Control  
- Host-Based Session Auditing, Recording & Reporting

**Privilege Threat Analytics Service**  
- Adaptive Multi-Factor Authentication  
- User Behavior Analytics

Source: Company website, all revenues are CY-18
CHECKMARX

Revenue: $50M-$100M  917.470.9501  Paramus, NJ 07652

Company Summary: With a growing market trend toward securing the increasingly large number of applications available, Checkmarx provides secure application testing and additional security at the application layer. Checkmarx allows developers to identify the problem while they write the code, eliminating the timely cost of fixing the code after it has already been written. 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 is the strongest technology player in the market, and has been growing in the high double digits.

Products/Services: The CxSAST platform is Checkmarx’s flagship product, serving as a static code analyzer that covers 20 coding and scripting languages, the latest development technologies, and requires no configuration to scan any language. CxSAST is able to comprehensively identify hundreds of known code vulnerability, and ensures both industry compliance regulations and secure coverage. The “Best Fix Location” algorithm cuts costs and time greatly by identifying and patching multiple vulnerabilities at a single point. Recently the company has added AppSec training to complement its platform, similar to offerings from KnowBe4 and Cofense, as well as managed app security testing. CxSAST has scanning capabilities 80% faster than its competitors by only scanning new code that has not been previously scanned, reducing scan time to focus on the real issue of fixing vulnerabilities before an application goes into production.

Key Officers:
Emmanuel Benzaquen – CEO
Maty Siman – Founder & CTO
Alex Roichman – Chief Software Architect
Shmuel Arvatz – CFO
Moshe Lerner – SVP, Product Strategy & Corporate Development
Rafi Bhonker – SVP, Global Sales
Assaf Dar – Chief Product Development Officer
Yael Ben Tovim – VP, Human Resources
Nir Livni – VP, Products

Board of Directors:
John True – GP, Cultivation Capital
David (Dede) Goldschmidt – Former MP & CEO, Mofet Technology Fund
Emmanuel Benzaquen – CEO, Checkmarx
Maty Siman – Founder & CTO, Checkmarx

Headcount: ~500

Open Positions: 40
U.S. based: 5
International: 35
Sales: 8
Other: 32

Source: Company website, all revenues are CY-18

Total Funding: $92M

Key Investors:
Insight Venture Partners
Ofer Hi-Tech
Salesforce Ventures
XT Investments
Naiot Ventures
CLOUDFLARE

Founded: 2009
Revenue: >$100M
www.cloudflare.com
101 Townsend Street
San Francisco, CA 94107
888.993.5273

Company Summary: Cloudflare provides a CDN solution that allows its customers to distribute their content around the world. It protects and accelerates any website with no need to add hardware, install hardware, or change a line of code. Cloudflare also offers its users webpage optimization, security, DDoS protection, and DNS service. The company’s analytics provide insight into customers’ website traffic, including threats and search engine crawlers. The company’s optimizer solution optimizes web pages to render quickly and efficiently from multiple devices. Cloudflare’s security solution protects its customers’ websites from a range of online threats from spammers to SQL injection to DDOS. The company’s customers range from small local blogs to Fortune 500 companies.

Products/Services: Cloudflare offers a range of products to provide secure CDN capabilities. On the CDN side it has its core CDN, as well as web optimizations, Argo smart routing for reducing internet latency and connection errors. Cloudflare Stream combines video, encoding, global delivery, and player functions, and the company offers a range of security products to ensure a safe deliver of its content. These products include distributed denial of service (DDoS) protection, rate limiting, web app firewall (WAF), SSL/TLS decryption, as well as an analytics platform.

Key Officers:
Matthew Prince – CEO & Co-founder
Lee Holloway – Lead Engineer & Co-founder
Michelle Zatlyn – User Experience & Co-founder
Thomas Seifert – CFO

Board of Directors:
Not Listed

Headcount: ~575

Open Positions: 175
U.S. based: 94
International: 81
Sales: 71
Other: 104

Competition:
Akamai Technologies
Limelight Networks

Total Funding: $182M

Key Investors:
Baidu
Fidelity Microsoft Ventures
New Enterprise Associates
Pelion Venture Partners
 Qualcomm Ventures
Union Square Ventures
Venrock

Source: Company website, all revenues are CY-18
CLOUDIAN

Founded: 2011  
Revenue: $25M-$50M  
Company Summary: Cloudian offers a highly scalable and affordable object-based storage system (HyperStore) and file services (HyperFile) on-prem and in the cloud. The HyperStore software is running on AWS, Google, and Azure, allowing for multi-cloud management. Cloudian's S3 native storage service platform was the first to adopt 100% native S3 application programming interface (APIs), which Amazon has made into the de-facto standard for object storage. In March of 2018, the company acquired Infinity Storage, a leader in software-defined file storage solutions. This acquisition enabled Cloudian to offer integrated file and object-based storage solutions that combine all unstructured data types into a scalable storage pool.

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 their 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. Lastly, Cloudian’s HyperFile can be deployed as software or as an appliance with up to 840TB per node.

Key Officers:
- Michael Tso – Co-founder & CEO
- Gary Ogasawara – VP, Engineering
- Jon Ash – VP, WW Sales
- Jon Toor – CMO
- Hiroshi Ohta – Co-founder & Cloudian Japan President
- Fadel Hamed – VP, Customer Success
- Michael Morgan – CFO
- Neil Stobart – VP, Global Sales Engineering

Board of Directors:
- Not Listed

Headcount: 160

Open Positions: 15
- U.S. based: 10
- International: 5
- Sales: 1
- Other: 14

Competition:
- Dell/EMC
- IBM (Cleversafe)
- NetApp
- Scality
- SwiftStack (RedHat)

Total Funding: $104M

Key Investors:
- Fidelity
- Goldman Sachs
- Innovation Network Corporation of Japan
- Intel Capital
- Digital Alpha Advisors

Source: Company website, all revenues are CY-18
CODE42

Revenue: >$100M  844.333.4242  Minneapolis, MN 55401

Company Summary: Originally an endpoint backup company for consumers and SMBs, Code42 has evolved to become a broader singular security SaaS platform for the enterprise. In the last few years, Code42 has significantly expanded its product offerings and driven its focus toward the enterprise market, protecting Mac, windows and Linux OS. After only entering the enterprise market in the last 3-4 years, the company derives all of its business from SME to large enterprise customers. Code42 allows enterprises to leverage endpoint data for several use cases including device migration, endpoint backup/restore, security, compliance, and monitoring, protecting more than 54,000 organizations worldwide. With the increasing prevalence of ransomware as a top attack vector, we believe Code42 is particularly well positioned to continue growing its enterprise business.

Products/Services: Code42’s core product, Code42 Next-gen Data Loss Protection, delivers file visibility, retrieval, and retention capabilities through a single centralized view. The company’s traditional product, CrashPlan, allows SME customers (<200 employees) to protect endpoint data, backing up data to the cloud or on-premise. With the Code42 platform, IT users can ensure business continuity by restoring data in case of a disaster and protecting data during migrations. IT admins can also mine their data for the purposes of meeting policy and compliance, and implementing policies in real time.

Key Officers:
Joe Payne – President & CEO
John Emerick – CFO
Jadee Hanson – CISO
Eric Wansong – Customer Success SVP
Steve Buege – SMB SVP/GM, Education & Small/Medium Business
Ann Fellman – Marketing SVP
Mike Robbins – WW Sales SVP

Board of Directors:
Ping Li – General Partner, Accel Partners
Harry Gruner – Founder & Managing General Partner, JMI Equity
Michael Gorman – MD, Split Rock Partners
Mike Stankey – Vice Chairman, Workday
Joe Payne – President & CEO, Code42
Matthew Dornquast – Co-founder, Code42

Headcount: >400

Open Positions: 15
U.S. Based: 12
International: 3
Sales: 5
Other: 10

Source: Company website, all revenues are CY-18
COFENSE

**Founded:** 2011  
**Revenue:** $50M-$100M  
**Company:** 1602 Village Market Blvd. SE, #400  
**Website:** www.cofense.com  
**Phone:** 703.652.0717  
**Address:** Leesburg, VA 20175

**Company Summary:** Formerly known as Phishme, Cofense offers a unique solution against common phishing attacks. In February 2018, Phishme was acquired by a private equity syndicate with a valuation of $400 million, and changed its name to Cofense. The thought process behind the rebranding was to reflect the image that it is more than just phishing prevention. While it does still offer phishing training programs, Cofense has added in a second line of defense in the event someone falls prey to the attack attempt. The acquisition has provided Cofense with the necessary funding to continue innovation with organic and inorganic growth initiatives. With ~80% revenue CAGR over the last four years and ~1,800 enterprise customers, Cofense is a leader in the phishing security orchestration and incident response market.

**Products/Services:** Cofense offers a myriad of 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 malicious emails 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
- Keith Ibarquen – Chief Product Officer
- Mel Wesley – CFO
- Shane McGee – General Counsel & Chief Privacy Officer
- Brian Stone – SVP, Global Sales

**Board of Directors:**
- Rohyt Belani – Co-founder & CEO, Cofense
- Aaron Higbee – Co-founder & CTO, Cofense
- Nick Lantuh – Former Founder & President, NetWitness Corporation
- Kevin Mandia – CEO, FireEye
- Muhammad Mian – MD, BlackRock
- Darren Battistoni – Partner, Pamplona Capital
- Gene Riechers – Former Director/Executive, EverFi

**Headcount:** 504

**Open Positions:** 36
- U.S. based: 27
- International: 9
- Sales: 10
- Other: 26

**Competition:**
- KnowBe4
- Wombat (Proofpoint)

**Total Funding:** $58M

**Key Investors:**
- Telstra Ventures
- Pamplona Capital Management
- BlackRock
- Adams Street Partners

Source: Company website, all revenues are CY-18
COHESITY

Founded: 2013  www.cohesity.com  300 Park Avenue
Revenue: >$100M  855.926.4374  San Jose, CA 95110

Company Summary: Cohesity integrates secondary storage environments, such as test/development, data protection, file shares, and analytics, by combining a web-scale distributed file system with a commodity hardware appliance, thus eliminating the secondary storage silos of past solutions. The company’s hyperconverged platform allows enterprises to utilize public clouds, such as AWS or Azure, for archival, tiering, and disaster recovery more efficiently, significantly simplifying data protection. Cohesity’s revenues grew 300% Y/Y in FY18, with customer adoption growing 75% in 4Q18 compared to 3Q18. Cohesity recently launched a new addition to its platform called Cohesity Helios, a SaaS-based management solution.

Products/Services: Cohesity’s DataPlatform leverages a hyperconverged solution to deliver a streamlined approach to data protection. The DataPlatform is comprised of a web scale-out architecture, consolidating secondary data and workflow, which allows users to extend their data to the public cloud, gain more visibility into dark data, and develop applications significantly quicker. Cohesity recently launched a new addition to its platform, Cohesity Helios, which allows users to visualize, manage, and have control over secondary data and applications globally, all from a single dashboard. Helios also comes with analytics and machine-learning capabilities, which allow for greater insight into untapped data. Combining Helios with the DataPlatform allows customers to have complete access, visibility, and control of their data whether on-premise, at the edge, or in the cloud.

Key Officers:
Mohit Aron – Founder & CEO
Lynn Lucas – CMO
Vineet Abraham – Engineering U.S.
Rob Salmon – COO
Apurv Gupta – Chief Architect
Lorenzo Montesi – Finance
Mark Parrinello – Worldwide Sales
Andy Dobrov – Support & Services

Board of Directors:
Mohit Aron – Founder & CEO, Cohesity
Bill Coughran – Sequoia Capital
Gaurav Garg – Wing Ventures
Dan Warmenhoven – Former CEO, NetApp
Jonathan Chadwick – Independent Board Member
Carl Eschenbach – Sequoia Capital (Observer)
Karim Faris – Google Ventures (Observer)
Quinn Li – Qualcomm Ventures (Observer)
Stuart Peterson – Artis Ventures (Observer)

Competition:
Commvault
Dell/EMC
NetApp
Rubrik
Veeam
Veritas

Total Funding: $410M

Key Investors:
SoftBank
Cisco Investments
Hewlett Packard Pathfinder
Morgan Stanley Expansion Capital
Sequoia Capital
Accel
Battery Ventures
GV
Foundation Capital

Source: Company website, all revenues are CY-18

Headcount: 700

Open Positions: 63
U.S. based: 47
International: 16
Sales: 33
Other: 30
CONTRAST SECURITY

Founded: 2013  www.contrastsecurity.com  240 3rd St., 2nd Floor
Revenue: $25M-$50M  888.371.1333  Los Altos, CA 94022

Company Summary: Founded in 2013, Contrast provides application security in a unique manner, as application code can expose critical vulnerabilities to hackers. With a new platform, Contrast agents are injected into the code, providing sensors that detect and correct vulnerabilities prior to deployment and protect all the way through operation. Working tightly with agile DevOps teams, Contrast has the ability to transform software application from a weak point to a stronghold in an enterprise’s security stack.

Products/Services: Contrast Security has two core products, Contrast Assess and Contrast Protect. Contrast Assess can identify vulnerabilities in the DevOps process, utilizing interactive (IAST), static (SAST) and dynamic (DAST) application security testing protocols in conjunction with software composition analysis (SCA) to provide best-in-class accuracy. Contrast provides a continuous stream of vulnerability information while being fully integrated into the software lifecycle and is easily scalable. Contrast Protect utilizes runtime application self-protection (RASP) technology to accurately protect the live application, without the need to change the app or runtime environment, while not impacting performance and easily scaling with application usage.

Key Officers:
Alan Naumann – Chairman of the Board, President & CEO
Jeff Williams – Co-founder & CTO
Arshan Dabirsiahi – Co-founder & Chief Scientist
Surag Patel – Chief Strategy Officer
Mike Keating – VP, Sales
Steve Feldman – VP, Engineering
Ann Germany – VP, Finance
Scott Chaykin – VP, Customer Success

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 – MD, General Catalyst
John M. Jack – Ex-CEO, Fortify
Dharmesh Thakker – MD, Battery Venture

Headcount: 140
Open Positions: 39
U.S. based: 35
International: 4
Sales: 19
Other: 20

Competition:
Veracode
HP Fortify
Checkmarx
Synopsys (BlackDuck)
Imperva (Preocty)
WhiteHat
Qualys

Total Funding: $54M

Key Investors:
Acero Capital
General Catalyst
Battery Ventures
M12
AXA Venture Partners

Source: Company website, all revenues are CY-18
CounterTack

Founded: 2007  
Revenue: $25M-$50M

Company Summary: Starting out as a player in the endpoint detection and response (EDR) space, CounterTack has invested in other forms of security, such as next-gen antivirus as well as managed detection and response (MDR). The company’s Predictive Endpoint Protection Platform offers next-gen antivirus, EDR, and insider cyber threat detection. CounterTack recently acquired GoSecure, an MDR leader, allowing it to continue to improve the platform and offer its customers a best-in-class MDR Platform-as-a-Service. Leveraging its acquisitions, we expect the company to grow 100% in CY19.

Products/Services: CounterTack’s flagship product, Endpoint Protection Platform (EPP), 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 EPP is the industry’s most scalable solution, allowing enterprises of all sizes to customize the solution to specific needs. With the demands of consolidation rising, CounterTack’s Predictive EPP 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
Jim Harrison – CFO
Michael Davis – CTO
Pascal Fortin – President
Raj Dodhiwala – CPO
Mike Deskewie – VP, Strategic Sales & Channel Partners
Matt Addington – EVP, Federal Business
William Ronca III – SVP, Global Sales

Board of Directors:
Robert McCullen – CEO & President, Trustwave
William J. Fallon – Retired Admiral
Neil Creighton – CEO, CounterTack
Paul L. Ciriello – Managing GP, Fairhaven Capital
Jeff Karras – MD, Singtel Innov8
Jack Kerrigan – MD, Razor’s Edge Ventures

Open Positions: No openings at this time

Source: Company website, all revenues are CY-17
CRADLEPOINT

Revenue: >$100M  855.813.3385  Boise, ID 83702

Company Summary: Founded in 2006, Cradlepoint provides next-gen connectivity with its software-defined wireless WANs based on 4G LTE technology, and soon, 5G technology. Its services let organizations connect people, places, and things in a robust manner. Its solution set covers a broad array of connectivity services, including SD-WAN, Wi-Fi, edge computing, and more. Most recently the company has partnered with AT&T to help move toward a 5G future for businesses and first responders.

Products/Services: Cradlepoint’s core product is its NetCloud Platform, which utilizes proprietary technology to manage underlying products with NetCloud manager, NetCloud OS, and NetCloud Perimeter. The underlying products include routers covering branch, mobile, and IoT use cases. Additionally, unique access points interact with its failover bridge for out-of-band management to provide best-in-class connectivity for users.

Key Officers:
George Mulhern – Chairman & CEO
Val Heusinkveld – COO
Ian Pennell – CPO
Todd Krautkremer – CMO
Todd Kelly – CSO
Ryan Adamson – Co-founder & SVP, Americas
George Mulhern – Chairman & CEO, Cradlepoint
Val Heusinkveld – MD, OVP Venture Partners
Ian Pennell – CEO, Cradlepoint
Todd Krautkremer – CMO, Cradlepoint
Todd Kelly – CSO, Cradlepoint
Ryan Adamson – Co-founder & SVP, Americas
Sales
Lindsay Notwell – SVP of 5G Strategy & Global Carrier Operations
Pankaj Malhotra – SVP of Engineering
Don Baumgartner – SVP of Operations

Board of Directors:
George Mulhern – Chairman & CEO, Cradlepoint
Gerry Langeler – MD, OVP Venture Partners
Rick Belluzzo – Director, Venture Partners
Mike Myer – CEO, Quiq
Greg Warnock – Director, Mercato Partners
Ron Mika – MD, Sorenson Capital
LeGrand Lewis – Principal, Sorenson Capital
Doug Gilstrap – CSO, Ericsson
LeGrand Lewis – Principal, Sorenson Capital

Headcount: 500
Open Positions: 38
U.S. based: 38
International: 0
Sales: 17
Other: 21

Competition:
Cisco (Meraki)
Ubiquiti
Cambium
Fortinet
Sierra Wireless

Total Funding: $163M

Key Investors:
TCV
Sorenson Capital
Mercato Partners
Venture Partners

Source: Company website, all revenues are CY-18
CROWDSTRIKE

Revenue: >$100M  855.461.9795  Irvine, CA 92618

Company Summary: Founded in 2011, CrowdStrike was created to fix the problem of advanced malware attacks, which were unpreventable by traditional methods. The CrowdStrike cloud-delivered platform uses endpoint detection and response (EDR) to locate the hacker behind the attack and stop them at the point of inception. This advanced endpoint protection comes with a 24/7 managed hunting service, to holistically protect users from malware attacks. The simplicity of the platform has enabled the company to attract more than 1,000 large enterprise customers at a rapid rate, and the breadth of services offered enables CrowdStrike to generate robust cross-sell prospects in addition to up-sell opportunities.

Products/Services: CrowdStrike offers a suite of products, known as CrowdStrike Falcon, which uses a lightweight agent on the endpoint, enabling it to deliver advanced antivirus, EDR, threat intelligence, and managed threat hunting. As a single integrated solution, the Falcon is unmatched in speed, protection, scalability, and efficiency. CrowdStrike also offers a search engine that compiles all collected threat data into a comprehensive search engine known as the Falcon Search Engine. This allows users to easily identify malware and react early in an attack. More recently, the company adopted the trial-to-pay freemium model, which allows potential customers to see its value before purchasing.

Key Officers:
George Kurtz – Co-founder, President, & CEO
Shawn Henry – President of Services & CSO
Dmitri Alperovitch – Co-founder & CTO
Burt Podbere – CFO
Colin Black – CIO
Johanna Flower – CMO
Lisa McGill – Chief HR Officer
Amol Kulkarni – Chief Product Officer
Michael Carpenter – President, Global Sales
Jerry Dixon - CISO

Board of Directors:
Gerhard Watzinger – Former CSO, McAfee
George Kurtz – President & CEO, CrowdStrike
Denis O’Leary – MP, Encore Financial Partners
Cary Davis – MD, Warburg Pincus
Sameer Gandhi – Partner, Accel Partners
Joseph Landy – Co-CEO, Warburg Pincus
Joe Sexton – President (retired), AppDynamics
Godfrey Sullivan – Board Chairman, Splunk Inc.
Roxanne Austin – President and CEO, Austin
Investment Advisors

Headcount: 1150

Open Positions: 100
U.S. based: 60
International: 40
Sales: 36
Other: 64

Source: Company website, all revenues are CY-18
CUMULUS NETWORKS

Founded: 2010  
Revenues: $25M-$50M  
Company website: www.cumulusnetworks.com  
185 E. Dana Street  
Mountain View, CA 94041

Company Summary: Cumulus Networks offers the Linux operating system used in software-defined networks (SDNs) that run on top of industry-standard networking hardware. This software enables enterprises to have highly automated, flexible, and efficient data centers, significantly reducing manual configuration time and the need for specialized hardware. More recently, the company also introduced products that provide visibility and data center connectivity, in an effort to round out the platform. Cumulus is deployed on over one million switch ports across a global network of more than 1,100 customers, including one third of the Fortune 50.

Products/Services: Cumulus offers two main products: Cumulus Linux and Cumulus NetQ. Cumulus Linux is an open network operating system which allows customers to customize, automate, and scale with software defined networking (SDN). Additionally, Cumulus NetQ significantly reduces complexity by providing actionable insight into every hop and trace in the data center. The company’s Voyager optical switch is the industry’s first open packet optical platform for cost-effective data center interconnects.

Key Officers:
Josh Leslie – CEO  
JR Rivers – Co-founder & CTO  
Ami Badani – VP, Marketing  
Jim McNicholas – CFO  
Sandy Palicio – VP, HR  
Partho Mishra – VP, Engineering & Product Management  
Kaushik Shirhatti – VP, WW Field Operations

Board of Directors:
Josh Leslie – CEO, Cumulus Networks  
JR Rivers – Co-founder & CTO, Cumulus Networks  
Kim Hammonds – Independent Director  
Peter Levine – GP, Andreessen Horowitz  
Scott Tobin – GP, Battery Ventures

Headcount: 160  
Open Positions: 13  
U.S. based: 11  
International: 2  
Sales: 5  
Other: 8

Source: Company website, all revenues are CY-18
CYBERA

Company Summary: Cybera provides critical application enablement through an SD-WAN solution by leveraging a simplistic approach and securing enterprise-grade network applications and services in remote environments. These services are accessible whether in rural or urban environments and it delivers secure application networks rather than site-to-site connections and virtual private networks (VPNs). Cybera is able to minimize cyber-threat profiles and the regulatory compliance scope of various environments by giving each application its own secure network based on specific business needs.

Products/Services: The Cybera Network Services Platform is based on software-defined wide area networking or SD-WAN, significantly reduces costs and enhances protection, speed, and performance. While the solution is managed remotely in the cloud, the platform utilizes a customer premise device (CPE) at the customer site, which connects Cybera’s points of presence (POPs) that are placed around the world. This approach also significantly reduces the number of network devices needed at each location by creating multiple overlay networks on top of an underlying physical network, all while keeping the same security and performance. Lastly, the platform also offers dedicated application gateways for services such as mobile payment, loyalty, video surveillance, and voice over IP.

Key Officers:
Andrew Lev – CEO
Cliff Duffey – President & Founder
Jon Howard – CFO
Kristen Hudson – VP, Business Process and PMO
Jeff Manning – EVP, Worldwide Sales & Channels
Jayesh Patel – SVP, Business Development
Bethany Allee – VP, Marketing

Board of Directors:
Andrew Lev – CEO, Cybera
Cliff Duffey – President & Founder, Cybera
Paul Mercadante – MD & Co-founder, Sumeru Equity Partners
Sanjeet Mitra – MD & Co-founder, Sumeru Equity Partners
Ellen Carnahan – Principal, Machrie Enterprises
George H. Spencer – Consultant, Adams Street Partners

Headcount: 145

Open Positions: 3
U.S. based: 3
International: 0
Sales: 0
Other: 3

Competition:
VMware
Cisco
Silver Peak
Trustwave
Fortinet

Total Funding: $80M
(with private equity recap.)

Key Investors:
Adams Street Partners
Sumeru Equity Partners

Source: Company website, all revenues are CY-18
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 finds a single component of an attack and connects it to other pieces of information to reveal an entire campaign and shut it down. Even the most talented analysts would struggle with detecting a threat and quickly building 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) to comprise the core of the platform. With its Deep Investigate product, Cybereason utilizes the massive amounts of data it collects and makes actionable items from the pre-categorized data in an easy to use interface. The interface is marketed as Deep Respond, where the platform is able to have single-click remediation in a single pane of glass. Lastly, the company has a free ransomware product for consumer PCs.

Key Officers:
Lior Div – CEO & Co-founder
Yossi Naar – CVO & Co-founder
Yonatan Striem-Amit – CTO & Co-founder
Bhanu Sareddy – Chief Customer Officer
Cindy Klein Roche – CMO
Ziv Oren – CIO
Sam Curry – Chief Security Officer
Israel Barak – CISO
Andy Byron – Chief Revenue Officer
Shai Horovitz – CEO Cybereason Japan & Global Head of Business Development
Emmy Linder – COO

Competition:
CrowdStrike
Cylance
Intel/McAfee
SentinelOne
Symantec
Tanium

Total Funding: $189M

Key Investors:
CRV/SoftBank
Spark Capital

Board of Directors:
Not Listed

Headcount: 400+
Open Positions: 41
U.S. based: 23
International: 18
Sales: 29
Other: 12

Source: Company website, all revenues are CY-18
DATERA

Company Summary: Datera offers a new data management architecture on software-defined storage (SDS) solutions that dramatically improves performance and decreases latency relative to other SDS solutions on the market. Datera’s Elastic Data Fabric enables the high-performance of traditional arrays, and operational agility of hyperscale cloud infrastructures running on commodity x86 servers. With Datera, scale-out storage vendors are provided with capacity management tools to enable flexible storage that seamlessly adapts to their ever-changing business demands. The platform understands applications and network infrastructure services in the datacenter and has the ability to automatically make changes based on business requirements. The company has been funded by top-tier VCs as well as industry luminaries Andy Bechtolsheim (co-founder of Arista) and Pradeep Sindhu (co-founder of Juniper). Its unique platform is rapidly gaining traction, with the company demonstrating >200% revenue growth in 2018 (revenue is a JMP estimate).

Products/Services: Datera Elastic Data Fabric is a simple, scalable block storage solution for on-premise clouds, for enterprises running both legacy and new applications. Datera Elastic Data Fabric delivers elastic block storage for enterprises and service providers in a single software platform. With unprecedented scale-out to handle today’s digital workloads, it is the only data management solution uniquely built for on-premise clouds that delivers enterprise application performance at web-scale economics and operations.

Key Officers:
Marc Fleischmann – President & Co-founder
Nic Bellinger – Co-founder & Architect
Flavio Santoni – Chief Revenue Officer
Eric Soli – CFO
Guy Churchward – CEO
Claudio Fleiner – Co-founder & Architect
Chris Cummings – Chief Marketing Officer
Hal Woods – CTO
Bill Borsari – Head of Systems Engineering

Board of Directors:
Brian Byun – Partner, Khosla Ventures
Michael Janse – VP, Samsung Ventures
Eric Wolford – Partner, Accel Partners
Marc Fleischmann – President & Co-founder, Datera
Nic Bellinger – Co-founder & Architect, Datera
Guy Churchward – CEO, Datera

Headcount: ~100

Open Positions: 5
U.S. based: 5
International: 0
Sales: 0
Other: 5

Source: Company website, all revenues are CY-18

Competition:
Dell/EMC
NetApp
VMware

Total Funding: $40M

Key Investors:
Andy Bechtolsheim
Khosla Ventures
Samsung Ventures
Pradeep Sindhu

Complex
- Excessive administrative planning & provisioning
- Too many storage tiers & types
- Can’t consolidate apps or data

Costly
- Multiple point products
- Proprietary vendor lock-in
- Over-provisioned & under-utilized

Rigid
- Limited scalability
- Hurdle upgrades & data migrations
- Dedicated storage networks
DIGITAL GUARDIAN

Founded: 2003  www.digitalguardian.com  275 Wyman Street, Suite 250
Revenue: $50M-$100M  781.788.8180  Waltham, MA 02451

Company Summary: Digital Guardian's product suite includes data loss prevention (DLP) and endpoint detection and response (EDR) technologies, which offer a complete data protection platform. As the only provider of a platform that unifies DLP and EDR technologies, Digital Guardian is able to reduce operational costs for customers. The company started its move to a cloud-based solution in 4Q17, which removed the server but allowed the sensors to stay in the network. The company is also partnering with Netskope, a leader in cloud security and highest ranked cloud access security broker (CASB). Digital Guardian hopes that its move to the cloud and partnership with Netskope will continue to boost revenue and size.

Products/Services: Digital Guardian’s platform utilizes its new subscription cloud service to detect and prevent threats from both inside and outside sources. The cloud-based platform utilizes “human-learning” and offers a myriad of features and functions, including DLP, big data security analytics and reporting, alarms management, incident management, and incident response. The platform uses real-time streaming data to ensure optimal protection and is compatible with numerous operating systems, including Linux, Windows, Mac and Virtual.

Key Officers:
Constance Stack – CMO
Dave Karp – Chief Product Officer
Tom Hamilton – SVP, Engineering
Mark Stevens – SVP, Global Services
James McCarthy – SVP, Global Sales
Peter Rooney – SVP, Technical Operations

Board of Directors:
Paul Ciriello – Managing GP, Fairhaven Capital Partners
Hugh Warren – Trustee, Loring, Wolcott & Coolidge
Anandh Hari – MD, GE Asset Management
David Stienes – Partner, LLR Partners
Thomas Naughton – Professor and Executive Director, Tuck School of Business

Headcount: ~ 404

Open Positions: 14
U.S. based: 7
International: 7
Sales: 7
Other: 7

Source: Company website, all revenues are CY-18
DIGITAL SHADOWS

Founded: 2011  www.digitalshadows.com  332 Pine Street, Suite 600
Revenue: <$25M  888.889.4143  San Francisco, CA 94104

Company Summary: Founded in 2011, 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 protection against the seven digital risk categories: cyber threat, data exposure, brand exposure, third-party risk, VIP exposure, physical threat, and infrastructure exposure. 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. 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
Felix Knoll – CRO
Rick Holland – CISO & VP, Strategy
Dan Lowden – CMO
Bryan O’Neil – CTO

Board of Directors:
Eileen Burbidge – Partner, Passion Capital
Ryan Floyd – MD, Storm Ventures
Stuart McClure – CEO, Cylance
Schwarz Satyavolu – GP, Trinity Ventures
Luke Hakes – Partner, Octopus Ventures
Rob Theis – GP, World Innovation Lab

Headcount: ~185

Open Positions: 8
U.S. based: 5
International: 3
Sales: 3
Other: 5

Competition:
RiskIQ
Recorded Future
ZeroFOX
Flashpoint (Intel)

Total Funding: $49M

Key Investors:
Trinity Ventures
Octopus Ventures
Storm Ventures
Passion Capital
Industry Ventures
World Innovation Lab
TenEleven Ventures

Source: Company website, all revenues are CY-18
Company Summary: Founded in 2008, 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.

Products/Services: Druva’s cloud platform allows enterprises to manage their data across all sources and is easily scalable, predictable, and on-demand. It has three core pillars within its platform: inSync, Phoenix, and CloudRanger. Druva inSync provides a simple approach to protecting, preserving, and discovering data while reducing costs, risk, and complexity. Druva Phoenix delivers data protection and management for enterprise workloads with a high-performance engine and easily scalable backup, disaster recovery, archival, and analytics to improve visibility and reduce risk, delivered as a service. Lastly, Druva CloudRanger unifies and automates DRaaS and management of AWS workloads.

Key Officers:
Jaspreet Singh – Co-founder & CEO
Milind Borate – Co-founder & CTO
Thorsten Freitag – Chief Revenue Officer
Sherry Lowe – CMO
Mike Palmer – Chief Product Officer
Mahesh Patel – CFO
James Takazawa – Chief People Officer
Bridget Warwick – Chief of Staff

Board of Directors:
Jaspreet Singh – Co-founder, Druva
Milind Borate – Co-founder, Druva
Gregg Adkin – MD, Dell Technologies
Tom Banahan – MD, Tenaya Capital
Harish Belur – VP, Riverwood Capital
Jishnu Bhattacharjee – MD, Nexus Venture Partners
Sue Bostrom – CMO, Cisco
Mike Gustafson – Ex-CEO, Virident Systems
Shailendra Singh – MD, Sequoia Capital

Headcount: ~600
Open Positions: 73
U.S. based: 26
International: 47
Sales: 23
Other: 50

Source: Company website, all revenues are CY-18
ENDGAME

Founded: 2008
Revenue: $25M-$50M

Company Summary: Endgame leverages cloud technology to offer a cloud-based endpoint security platform that stealthily detects and remediates cyberattacks. With its machine learning engine and cloud platform, Endgame provides real-time detection in an isolated and secure environment. While most of Endgame’s competitors expect the customer to take action when a threat is detected, Endgame’s platform has the ability to automatically remediate attacks without any human intervention. Originally created with a focus on securing endpoints for the Department of Defense, Endgame has expanded into the enterprise space. The company currently has a gross margin of over 90%.

Products/Services: Endgame’s cloud-based platform offers a myriad of functions, including threat intelligence, real-time detection and response, and big-data analytics and machine learning. The platform significantly reduces cost and complexity by replacing the functions of AV, anti-exploit prevention, IOC search, and IR. It is also able to stop targeted attacks and their components, including exploits, phishing, malware, fileless attacks, and ransomware. Endgame’s intuitive attack visualization, Resolver, along with its AI-powered chatbot, Artemis, elevate and accelerate tier 1 and tier 3 analysts to eliminate 0 day exploits. Lastly, Endgame MalwareScore, a machine learning powered signature-less malware prevention tool, blocks execution of unknown and known malware with 99.5% efficacy.

Key Officers:
Nathaniel Fick – CEO
Mark Snell – CFO
Jamie Butler – CTO
Tony Meehan – VP, Engineering
Donald Saelinger – COO & General Counsel
Jon Brody – SVP, Marketing
Joann O’Connell – SVP, Strategy
Matthew Bruening – SVP, Sales
Rick Hensley – SVP, Customer Success

Board of Directors:
Shelley Leibowitz – Founder, SL Advisory
David Cowan – Bessemer Venture Partners
Arun Gupta – Columbia Capital
Thomas Noonan – Partner, TechOperators LLC
Ted Schlein – Gen. Partner, Kleiner Perkins Caufield & Byers
Chris Darby – President & CEO, In-Q-Tel

Headcount: 150
Open Positions: 41
U.S. based: 41
International: 0
Sales: 9
Other: 32

Source: Company website, all revenues are CY-18
Company Summary: eSentire launched its managed security service in 2008 and has since been experiencing robust operational and geographic growth. eSentire aims to simplify cybersecurity for mid-sized 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 650 customers and a 97% customer retention rate, eSentire is continuing to grow as a leader in MDR.

Products/Services: eSentire’s product architecture is composed of five parts: esNETWORK, esENDPOINT, Logging, esARTEMIS, and SOC. esNETWORK provides real-time network threat detection and prevention by using advanced behavior-based anomaly detection and attack pattern analysis. Powered by Carbon Black’s technology, esENDPOINT is a next-gen endpoint protection and threat detection product that eliminates endpoint blind spots, allowing eSentire’s SOC to search for and contain attacks before they get out of hand. The purpose-built logging is the first and only MDR logging and event management service that supports threat detection and response. esNETWORK, esENDPOINT, and the logging product all connect to esARTEMIS, which is a fully-integrated platform that allows deep threat visibility, investigation, and response. eSentire’s SOC analysts use esARTEMIS to offer best-in-class MDR to its customers.

Key Officers:
Kerry Bailey – CEO
J. Paul Haynes – President & COO
Dustin Rigg Hillard – CTO
Eldon Sprickerhoff – Founder & Chief Innovation Officer
Chris Gesell – Chief Strategy & Marketing Officer
James Yersh – Chief Administrative Officer
Brett Davis – EVP, Global Sales

Board of Directors:
Not Listed

Headcount: 375

Open Positions: 25
U.S. based: 1
International: 24
Sales: 2
Other: 23

Competition:
CrowdStrike
Carbon Black

Total Funding: $39M

Key Investors:
Warburg Pincus
Edison Partners
Cisco Investments
Georgian Partners
VentureLink LP
Northleaf Capital Partners
Information Venture Partners
Colorics International Ltd.

Source: Company website, all revenues are CY-18
EXTRAHOP

Founded: 2007  
Revenue: $50M-$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. 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 to move a business forward. Most recently, it has ventured into more security use cases, with its Reveal(x) product offering.

Products/Services: The ExtraHop platform 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 they need to operate more efficiently. The platform is a fundamentally new way to observe and analyze digital interactions in an increasingly digital world. With its expansion into security, its platform is now divided into security use cases with Reveal(x) and performance for analytics and investigation for IT ops.

Headcount: 300

Open Positions: 59
U.S. based: 56
International: 3
Sales: 33
Other: 26

Source: Company website, all revenues are CY-18
EZSHIELD

Revenue: $25M-$50M  888.439.7443  Baltimore, MD 21220

Company Summary: Named the Identity Protection Services Leader by Javelin Strategy and Research for three years, EZShield provides check fraud protection as well as identity theft protection for consumers. Acquired by the Wicks Group of Companies from EdgeStone Capital Partners in 2017, EZShield has been an extremely lean and profitable vendor, while growing around 20% organically. The company recently acquired IdentityForce, the top-rated identity theft protection provider for businesses and consumers, allowing EZShield’s identity protection ecosystem to expand significantly.

Products/Services: EZShield offers two main forms of fraud protection: Check Fraud Protection and ID Restoration. Its Check Fraud Protection program comes with many features, including protection that covers altered, endorsed, or forged checks; expert protection tips and timely news through Live Fraud Feed; Certified Resolution Specialists; End2End DefenseSM 32-step recovery process; 24/7 live support; and check replacement. Its ID Restoration product provides fraud and identity theft solutions and comes with optional upgrades: Family ID Restoration Pro, Family Monitoring, Child Monitoring, Financial Transaction Monitoring, Identity Theft Insurance, Dark Web Monitoring, Quarterly Credit Score, Credit Monitoring, Credit Report, Key Logging Security, New Account Monitoring, Social Media Monitoring, and Public Records Monitoring.

Key Officers:
Dale Dabbs – President & CEO
Angela Murphy – COO
Michael Catanzarita, CPA – CFO
Rich Scott – Chief Commercial Officer
Heidi Daitch – Chief Strategy Officer
Donna Parent – CMO
John Evans – EVP, Sales
Darrell Laffoon – VP, CTO

Board of Directors:
Not listed

Headcount: 75

Open Positions: Not actively hiring at this time

Source: Company website, all revenues are CY-18
FIREMON

Founded: 2004  www.firemon.com  8400 W. 110th Street, Ste. 500
Revenue: $50M-$100M  913.948.9570  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.

Products/Services: FireMon’s Intelligent Security Management delivers several security products that are essential to protect companies from the growing number of cyberattacks today. The Security Manager platform cleans up firewall configurations to maximize efficiency, validates compliance policies, and alerts the user on every change to network access. The Policy Planner 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 Immediate Insight feature provides an active approach to detect and respond to attacks in advance. Most recently, its acquisition of Lumeta brings network context in real time, while providing threat hunting and configuration monitoring services. All of these products provide a complete protection platform to defend a business from any attack.

Key Officers:
Satin H. Mirchandani – CEO
Matt Dean – VP of Product Strategy
Jim Weakley – SVP Global Services
Donald Klum – CFO
Dan Lamorena – CMO
Reggie Best – CEO, Lumeta

Board of Directors:
Not Listed

Headcount: 250

Open Positions: 11
U.S. based: 11
International: 0
Sales: 2
Other: 9

Competition:
Tufin
Skybox
AlgoSec
Palo Alto Networks
Fortinet
Cisco
Check Point Software

Total Funding: Not Listed

Investors:
Not Listed

Source: Company website, all revenues are CY-18
FLEXERA

Founded: 2008  www.flexera.com  300 Park Blvd, Suite 500
Revenue: >$100M  800.374.4353  Itasca, IL 60143

Company Summary: Founded in 2008, Flexera provides a broad array of services for the software supply chain, ranging from multi-user management to embedding intelligent devices with software. With its wide range of products, Flexera is able to serve enterprises of all sizes, helping application producers increase application usage and derive more value from their various pieces of software. With a growing importance of data and applications in running a business, Flexera’s value proposition continues to grow, and the company looks to further expand its presence within the space with potential technologies such as dynamic application security testing (DAST) and static application security testing (SAST).

Products/Services: Flexera offers an extensive list of products, which includes application readiness, data platform, software composition analysis, software license optimization, software monetization, and vulnerability management. Its wide array of products serve a host of use cases, which include cloud software management, IT asset management, vulnerability management, patch management, management and monetization of IoT devices and application security. The breadth of products and services makes Flexera quite strategic for its customers.

Key Officers:
Jim Ryan – President & CEO
Joseph Freda – CFO
Eric Free – Chief Growth Officer
Ryan Kubacki – Chief Revenue Officer
Conal Gallagher – CIO
Laura Kelber – SVP, Marketing
Walker White – SVP, Products
Brent Pietrzak – SVP & GM, Supplier Business

Board of Directors:
Not Listed

Headcount: ~650

Open Positions: 98
U.S. Based: 47
International: 51
Sales: 17
Other: 81

Competition:
Ivanti
Imperva (Prevoty)
ServiceNow
Snow Software
SolarWinds
Contrast Security
Synopsys (Black Duck)
Qualys

Total Funding: NA

Investors:
TA Associates
Ontario Teacher’s Pension Fund

Source: Company website, all revenues are CY-18
Company Summary: Founded in 1994, and acquired by Raytheon in 2015, Forcepoint offers a systems-oriented approach to insider threat detection and analytics, cloud-based user and application protection, next-gen network protection, data security, and systems visibility. With a host of solutions to meet many enterprise security needs, Forcepoint offers a unique product line that utilizes an in-depth understanding of behavior and intent, and when mixed with its innovative technology and experience, is aptly able to help solve many security issues.

Products/Services: Forcepoint has a litany of products, with four main categories: cloud security, network security, data and insider threat security, and cross domain security. Within cloud security, it offers CASB, web security, email security, and URL filtering products. Its network security platform offers a competitive next-gen firewall, while its data and insider threat platform has data loss prevention (DLP), insider threat prevention, and UEBA behavioral analytics. Lastly, cross domain security offers a trusted thin client for simultaneous access to data on multiple networks, secure data transfer, and secure file transfer.

Key Officers:
Matthew Moynahan – CEO
Matthew Santangelo – CFO
Meerah Rajavel – CIO
Kristin Leary – Chief Human Resources Officer
Kevin Isaac – Chief Revenue Officer
Matt Preschern – CMO

Board of Directors:
Not Listed

Headcount: Unknown

Open Positions: 279
U.S. Based: 139
International: 140
Sales: 112
Other: 167

Competition:
SonicWall
Palo Alto Networks
Fortinet
Cisco
Check Point Software

Total Funding:
Acquired by Raytheon in 2015

Investors:
Raytheon Co.

Source: Company website, all revenues are CY-18
FORGEROCK

Founded: 2010  www.forgerock.com  201 Mission St., Suite 2900
Revenue: >$100M  415.599.1100  San Francisco, CA 94105

Company Summary: Founded in Norway in 2010, ForgeRock quickly gained a vast amount of recognition. One year later, the company moved to the U.S., however it still kept its ties overseas. The company generates ~50% of its revenue from international sales, while the other 50% comes from domestic sales. ForgeRock is unique in the sense that it targets external (customer facing) identities, while its competitors typically target employee and third-party identities. ForgeRock focuses on three main markets: Security, CIAM (customer identity access management), and IoT. It recently brought on Francis Rosch as its new CEO, replacing Mike Ellis. Mr. Rosch plans to continue to develop ForgeRock as a leader in identity management.

Products/Services: The ForgeRock Identity Platform has many capabilities, including Identity Management, Access Management, Directory Services, User-Managed Access, and Identity Gateway, which all lie on a singular common platform. This platform allows developers to decrease the time between development and production, which solves the DevOps problem by creating a sense of unity between administrators and developers. The most unique aspect of the platform is its scalability. It can be integrated into a multitude of products, ranging from sports equipment to automobiles.

Key Officers:
Francis Rosch – CEO
Lasse Andresen – CTO & Co-founder
Atri Chatterjee – CMO
Sam Fleischmann– Chief Legal Officer
John Fernandez – CFO & EVP, Global Ops
Pete Angstadt – Chief Revenue Officer
Peter Barker – Chief Product Officer
Evelyn Acosta Behrendt – Chief People Officer
Steve White – VP, Chief Security Officer

Board of Directors:
Arun Mathew – Partner, Accel Partners
David DeWalt – Former President & CEO, McAfee
Jonathan Scudder – Co-founder, ForgeRock
Warren Weiss – GP, Foundation Capital
Bruce Golden – Partner, Accel Partners
Alex Ott – Venture Partner, Cross Continental Ventures
Paul Madera – Founder, Meritech Capital
Lasse Andresen – Co-founder, ForgeRock
Dave Welsh – Managing Director, KKR
Scott McNealy – Founder, Sun Microsystems

Headcount: ~550

Open Positions: 31
U.S. Based: 17
International: 14
Sales: 12
Other: 19

Competition:
Okta

Total Funding: $140M
Investors:
Accel Partners
Foundation Capital
KKR & Co.
Meritech Capital Partners

Source: Company website, all revenues are CY-18
GUARDICORE

Founded: 2013
Revenue: <$25M
www.guardicore.com 628.220.2670
650 California St., 7th Floor San Francisco, CA 94108

Company Summary: Founded in 2013, GuardiCore serves enterprises that need significantly enhanced visibility into their hybrid cloud environments. By providing segmentation in the cloud and combining it with orchestration tools, GuardiCore employs a unique architectural approach to microsegmentation, allowing companies to easily protect their growing hybrid cloud environments in a seamless manner. In addition to microsegmentation and orchestration, it also provides detection capabilities, which allows its products to rapidly detect breaches within a hybrid environment.

Products/Services: GuardiCore’s primary product is its GuardiCore Centra Security Platform, which integrates security solutions for the hybrid cloud. Its proprietary architecture reveals application flows across the entirety of an enterprise’s infrastructure, while detecting threat and lateral movements with greater visibility than other solutions, all the way down to the process level. With its powerful policy engine, it can define segmentations rapidly with automatic policy recommendations and consistent policy expressions across environments. With its built-in detection, it can dynamically trap attackers with high quality contextual incident alerts.

Key Officers:
Pavel Gurvich – CEO & Co-founder
Ariel Zeitlin – Co-founder & CTO
Yaron Bartov – CFO
Ofer Wolf – COO
Dror Sa’ee – VP Biz Dev & Co-Founder
Sharon Besser – VP, Products
Ori Aldor – VP, R&D
Nathan Perdue – VP, Sales North America

Board of Directors:
Pavel Gurvich – CEO, GuardiCore
Ariel Zeitlin – CTO, GuardiCore
Prof. Ehud Weinstein – Chairman of the Board, GuardiCore
Scott Tobin – General Partner, Battery Ventures
Erez Ofer – General Partner, 83North

Headcount: ~100

Open Positions: 13
U.S. Based: 5
International: 6
Sales: 4
Other: 9

Competition:
Cisco (Tetration)
VMware (NSX)
Illumio
CloudPassage

Total Funding: $46M

Investors:
Battery Ventures
83North
TPG Growth
Dell Technologies Capital
Cisco Investments
Greenfield Capital Partners

Source: Company website, all revenues are CY-18
HACKERONE

Founded: 2012  
Revenue: $25M-$50M  
Company Summary: HackerOne is the first bug bounty platform, founded by security leaders from Facebook, Microsoft and Google, as a replacement for 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 ethical hackers compete for awards. HackerOne has many large companies on its platform, including Uber and Yahoo, and has recently started selling to the Department of Defense, Lufthansa, and Starbucks.

Products/Services: HackerOne offers an online product with over 850 platforms 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 $500 or a maximum of $10,000 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
Marjorie Janiewicz – VP, Sales
Tim DaRosa – VP, Marketing
Alex Bekker – VP, Engineering

Board of Directors:
Not Listed

Headcount: ~150

Open Positions: 14
U.S. Based: 11
International: 3
Sales: 2
Other: 12

Competition:
Cobalt
Synack
Bugcrowd

Total Funding: $74M

Investors:
Benchmark Capital
Dragoneer Investment Group
EQT Ventures
Marc Benioff
New Enterprise Associates

Source: Company website, all revenues are CY-18
IBOSS

Revenue: $50M-$100M  877.742.6832  Boston, MA 02110

Company Summary: iboss is a cybersecurity company that offers a Secure Web Gateway (SWG) SaaS solution to a common problem. While many competitors still use on-premise SWGs, iboss developed its platform natively for the cloud, capitalizing on the expanding preference and technical advantages for cloud-based solutions. Traditional web gateways need physical appliances which require costly backhauling. iboss’ SaaS cloud solution significantly reduces management costs and offers a faster, more distributed alternative to previous on-premise gateways.

Products/Services: In 2016, iboss introduced its Distributed Gateway Platform, a SaaS solution that uses a node-based architecture to detect and eliminate threats prior to occurring, providing complete security protection. Node-based architecture eliminates the need of updating on-premise tools, significantly reducing maintenance costs and making it a true cloud-based platform. The platform allows users to perform upgrades when most convenient and configure web gateway security specifically to the customers’ needs, making the product highly flexible and customizable to the needs of individuals.

Key Officers:
Paul Martini – CEO & Co-founder
Peter Martini – President & Co-founder
Christopher Park – CTO
Christian Kasper – CFO & COO
Kyle Bettigole – SVP & General Counsel
Joe Cosmano – SVP, Engineering Services
Ted Ranft – Chief Sales Officer
Andy MacDonald – VP, Cloud Services

Board of Directors:
Paul Martini – CEO & Co-Chairman, iboss
Peter Martini – President, iboss
Stephen Kerns – VP, Private Capital Investing, Goldman Sachs
Frank Fanzilli – Former Global CIO, Credit Suisse
John M. Connolly – Senior Advisor & Co-Chairman, Bain Capital Ventures
George Blank – Former CFO, Univision
Hillie Moerman – Co-Head, Private Capital Investing, Goldman Sachs
Joel Wecksell – Former Executive, Gartner & Xerox

Competition:
Zscaler
Blue Coat/SYMC
Cisco
Forcepoint

Investors:
Goldman Sachs

Total Funding: $35M

Headcount: ~400

Open Positions: 44
U.S. based: 43
International: 1
Sales: 13
Other: 30

Source: Company website, all revenues are CY-18
ILLUMIO

Founded: 2013
Revenue: $50M-$100M
www.illumio.com
920 De Guigne Dr.
Sunnyvale, CA 94085

Company Summary: Illumio delivers adaptive security that works across the largest data centers and cloud computing environments, including some of the largest financial institutions. Illumio allows 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.

Products/Services: Illumio sells a bundle of its services, with the three components being Enforcement, Illumination and SecureConnect. Enforcement utilizes the Adaptive Security Platform (ASP) to enforce microsegmentation policies on large scale networks, and down to the single workload level while encrypting traffic between environments and workloads. Illumination provides live insights across environments and helps visualize application dependencies and how exposed vulnerabilities can be exploited with automatic recommendations. Lastly, SecureConnect delivers on-demand, policy-based encryption of data in motion by establishing IPsec tunnels with a single click.

Key Officers:
Andrew Rubin – Founder & CEO
PJ Kirner – Founder & CTO
Emily Couey – VP, People
Scott Downie – VP, Support and Services
Matthew Glenn – VP, Product Management
Ben Verghese – VP, Engineering
Jim Yares – SVP, Global Field Operations

Competition:
Cisco
CloudPassage
Dome9
GuardiCore
RedSeal
vArmour
VMware

Board of Directors:
Andrew Rubin – CEO, Illumio
Steve Herrod – MD, General Catalyst Partners
John Jack – Board Partner, Andreessen Horowitz
Joe Lonsdale – Founder & Managing Partner, Formation 8

Headcount: 300

Open Positions: 51
U.S. based: 42
International: 9
Sales: 11
Other: 40

Total Funding: $332.5M

Investors:
Accel Partners
Andreessen Horowitz
BlackRock Funds
Data Collective
Formation 8
General Catalyst
J.P. Morgan
Jerry Yang
John W. Thompson
Marc Benioff

Source: Company website, all revenues are CY-18
KNOWBE4

Founded: 2010  
Revenue: >$100M  
www.knowbe4.com  
33 N Garden Ave., Ste. 1200  
855.566.9234  
Clearwater, FL 33755

Company Summary: With exponential growth in computer usage comes the need to understand how to properly protect against and prevent phishing attacks. In 2010, serial entrepreneur Stu Sjouwerman founded KnowBe4, an integrated platform for computer-based awareness training. The platform teaches employees of companies in many sectors when they are encountering a phishing attack and how to diffuse the threat. The training program comes with fully-automated simulated phishing attacks with numerous versions to allow for a complete training program for enterprise employees. The average number of users clicking on phishing attacks drops from 16% to 1% once the program is completed, indicating a high level of effectiveness. KnowBe4 currently has over 15,000 customers and continues to grow as a leader in security awareness training.

Products/Services: KnowBe4’s main product is the Kevin Mitnick Security Awareness Training program, which comes with a free simulated phishing attack for baseline testing for employees. The training course follows certain baseline tests. The platform will then issue a second simulated phishing attack to test the program’s success. With a significant reduction in the number of clicks, the program improves an organization’s overall security and helps protect its employees.

Key Officers:
Stu Sjouwerman – Founder and CEO
Kevin Mitnick – Chief Hacking Officer

Board of Directors:
Not Listed

Headcount: 600

Open Positions: 38
U.S. based: 33
International: 5
Sales: 9
Other: 29

Competition:
Cofense
Wombat Security Technologies
PhishLine
Inspired eLearning

Total Funding: $44M

Key Investors:
Goldman Sachs
Elephant Partners

Source: Company website, all revenues are CY-18
KOUNT

Founded: 2007  www.kount.com  917 Lusk St., Suite 300
Revenue: N/A  866.919.2167  Boise, ID, 83706

Company Summary: Founded in 2007, Kount has a patented machine learning technology platform that analyzes transactions to stop fraud and increase revenue for online businesses, merchants, acquiring banks, and payment service providers. Kount instantaneously provides both current environment and historical insight for every transaction, helping organizations make smarter decisions. Using two branches of machine learning, merchants typically see an immediate improvement in fraud and chargeback rates.

Products/Services: Kount offers three key services, Kount Complete, Kount Access, and Kount Central. Kount Complete is the flagship product to protect all types of online merchants. Kount Access enables companies to identify fraudulent behavior at the login in real time before fraudsters can gain entry into the network. Lastly, Kount Central protects payments processors and their entire merchant portfolio from the effects of fraud, while offering new, value-added services and additional revenue streams.

Key Officers:
Bradley Wiskirchen – CEO
Jim Gasaway – CTO
Rich Stuppy – Chief Customer Experience Officer
Kody Kraus – CFO
Gary Sevounts – CMO
Tricia Phillips – SVP, Product & Strategy

Board of Directors:
Jason Glass – MD, CVC Growth Partners
John Clark – Managing Partner, CVC Growth Partners
Gordon Eubanks – Ex-CEO, Oblix
Dr. Timothy Barber – CEO, Keynetics
Linda Levinson – Advisor, CVC Growth Partners
Bradley Wiskirchen – CEO, Kount

Headcount: 160

Open Positions: 12
U.S. based: 12
International: 0
Sales: 3
Other: 9

Competition:
ThreatMetrix
Sift Science
Accertify
CyberSource

Total Funding: $80M

Key Investors:
CVC Growth Partners

Source: Company website, all revenues are CY-18
KUDELSKI SECURITY

Founded: 2012  www.kudelskisecurity.com  5090 N. 40th St., Suite 450
Revenue: >$100M  623.235.2500  Phoenix, AZ 85018

Company Summary: The Kudelski Group launched its cybersecurity venture in 2012 in Switzerland, but has expanded operations across the U.S. Kudelski Security offers IoT security, pen testing, and a wide range of security evaluation services tailored to the customer, providing a completely personalized security experience. The company has also deployed a robust management platform as well as security lifecycle software to provide a comprehensive perspective across its security infrastructure. It uses a long-term approach to client relationships, aiming to fully understand the client’s security needs and produce an innovative solution tailored to their specific environment.

Products/Services: Kudelski Security offers three solutions: Advisory, Managed Security, and Innovation. In Advisory, Kudelski Security will judge the resilience of a company’s cybersecurity blueprint to discover redundancy in products and identify areas with a lack of coverage. The Managed Security segment outsources security management to improve the security blueprint using its cyber threat intelligence. Finally, the Innovation segment is tailored to the customer to develop custom solutions to each security challenge, with the newest being BluePrint to managing the lifecycle of security tools.

Key Officers:
Rich Fennessy – CEO
Andrew Howard – Research & Development
Steve Speidel – Global Ops
John Van Blaricum – Global Marketing
Alton Kizziah – Global Managed Security
Tom Marsnik – North America Technical Services

Competition:
Optiv

Total Funding: Not Listed

Key Investors:
Not Listed

Board of Directors:
Not Listed

Headcount: 320

Open Positions: 13
U.S. based: 6
International: 7
Sales: 6
Other: 7

Source: Company website, all revenues are CY-18
LOOKOUT

Founded: 2007
Revenue: $50M-$100M
Company Summary: Since its founding in 2004, Lookout has been a pioneer in mobile security. Using threat intelligence gathered from more than 100 million mobile devices, Lookout manages a dataset that evaluates every version of every app on different App Stores for any vulnerabilities, which amounts to over 94.5M application tests. With this knowledge, Lookout is able to provide enterprises with data regarding corrupted applications operating on employee devices connected to their networks.

Products/Services: Lookout offers three main mobile security solutions: mobile endpoint security, app defense, and personal devices security. Its mobile endpoint security solution provides risk management for enterprises across iOS and Android devices and provides visibility and control over data leakage. This allows enterprises to be secured against app, device, and network-based threats, and to also extend their endpoint security policies to mobile devices. Leveraging the ability of the Lookout Security Cloud, Lookout App Defense offers an easily-deployed and secured solution to protect organizations and individuals from a data breach during transactions through mobile apps. The company also offers 24/7 identity theft protection and restoration, along with the ability to locate a lost or stolen device.

Key Officers:
Jim Dolce – CEO
Aaron Cockerill – Chief Strategy Officer
Marc Jaffan – VP, Business & Corp. Development
Vijaya Kaza – Chief Development Officer
Santosh Krishnan – Chief Product Officer
Mark Nasiff – COO & CFO
Missy Ballew – Chief HR Officer

Board of Directors:
Jim Dolce – CEO, Lookout
Kevin Hartz – CEO & Co-founder, Eventbrite
John Herin – Co-founder & ED, Lookout
Jeff Jordan – GP, Andreessen Horowitz
Ping Li – Partner, Accel Partners
Kevin Mahaffey – Co-founder & CTO, Lookout
Mike Volpi – Partner, Index Ventures
David Weiden – Partner, Khosla Ventures

Headcount: 350
Open Positions: 33
U.S. based: 26
International: 7
Sales: 13
Other: 20

Source: Company website, all revenues are CY-18
MALWAREBYTES

Revenue: >$100M  800.520.2796  Santa Clara, CA 95054

Company Summary: Marcin Kleczynski, CEO of Malwarebytes, was 15 years old when he wrote the first version of Malwarebytes in 2004 in an effort to better protect consumers against malware on endpoints. Malwarebytes eventually went viral as a consumer product, and over time, demand for the solution among small and mid-sized businesses grew organically. By 2015, downloads of Malwarebytes products surpassed 500 million, and Malwarebytes now has 30-40 million active users. The company’s business is split between consumer and small business customers, and it has sustained rapid growth in the 25-30% range.

Products/Services: Malwarebytes offers four core solutions for business: Anti-Malware Remediation, Anti-Malware for Business, Anti-Exploit for Business, and a comprehensive Endpoint Security Package. Malwarebytes is able to leverage its large installed base of consumer endpoints to perform data telemetry for enterprises using an enormous data set. While Malwarebytes was initially popularized by its unique ability to seamlessly remediate infected endpoints, the company has expanded its capability to include prevention solutions, including a free product download. As a result, Malwarebytes can now offer a comprehensive endpoint security portfolio that spans detection, remediation, and prevention. Most recently it has the capability to fully replace legacy AV, as well as EDR capabilities.

Key Officers:
Marcin Kleczynski – CEO
Tom Fox – CFO
Fernando Francisco – VP, Corporate Development & Strategy
Mark Patton – SVP, Engineering
Pedro Bustamante – VP, Research & Innovation
Raj MallemPATHI – SVP, Marketing

Board of Directors:
Marcin Kleczynski – CEO, Malwarebytes
Corey Mulloy – Partner, Highland Capital
Alexander Eckelberry – COO, AutoLoop
Brooke Seawell – Partner, NEA
Justin Somain – Chief Security Officer, SAP
Doug Swanson – Founder & Partner, Zipline Scientific Consulting
Gary Steele – CEO, Proofpoint

Headcount: 700

Open Positions: 49
U.S. based: 40
International: 9
Sales: 9
Other: 40

For Home
Malwarebytes for Windows
Peace of mind for your digital life
Multiple layers of malware protection. Sandbox detection. Connected prevention protects your computer price economically.

For Business
Malwarebytes Endpoint Protection
Connected endpoint protection with a simple and lightweight agent
LEARN MORE
FREE TRIAL
CONTACTSALES

Malwarebytes Endpoint Protection & Response
Intelligence-driven malicious content protection in a multi-layer and real-time detection and response solution. Drive away threats to keep your business productive.
LEARN MORE
FREE TRIAL
CONTACTSALES

Malwarebytes Incident Response
Adapt to threats that aren’t known by providing immediate remediation.
LEARN MORE
FREE TRIAL
CONTACTSALES

Malwarebytes Endpoint Security
Comprehensive endpoint protection with multiple layers to keep your data secure.
LEARN MORE
FREE TRIAL
CONTACTSALES

Source: Company website, all revenues are CY-18
METASWITCH NETWORKS

Founded: 1981
Revenue: >$100M
Company Summary: Metaswitch Networks focuses on four types of service provider solutions; most recently the company has focused on bolstering its role as a consumer and enterprise mobile player through its Mobile Unified Communication (UC) and Converged UC, respectively. More specifically, the company intends to capture 5G transformation by cloudifying telecom networks with fully automated turnkey solutions. Metaswitch made several key changes to its business, including a spin out of its software-defined network (SDN) operations into Tigera and an acquisition of Clearwater, allowing the company to become a more focused market player.

Products/Services: Metaswitch offers Core Network products, Management products, Application products, and Networking Software. It is a truly cloud native binary product, consisting of a Session Border Controller (SBC) and IP Multimedia Subsystem (IMS). The company is also shifting its focus to UC solutions. Its Hosted UC, targeted at businesses, provides HD voice and video calling with IM and presence, many control features for calls and conferences, coherent cloud-based web conferencing, and comprehensive webinars and meetings. The Mobile UC is a network-based solution for consumers and enterprises to overcome communication challenges by providing a native dialer experience for multiple profiles. It also supports multiple devices and features a suite of business capabilities. This technology dramatically changes the way meetings have been conducted in the past, simplifying the process and giving the user more flexibility.

Key Officers:
Martin Lund – CEO
Martin Taylor – CTO
Tom Cronan – CFO
Roger Heinz – Chief Sales Officer
Ian Maclean – CMO
Henock Gessesse – General Counsel
Alastair Mitchell – SVP, Engineering

Board of Directors:
Deep Shah – Co-president, Francisco Partners
Jason Brein – Principal, Francisco Partners
Jim Goetz – Partner, Sequoia Capital
Steve Mullaney – SVP & GM, VMware, Inc.
Ian Ferguson – Founder, Metaswitch
Martin Lund – CEO, Metaswitch
Graeme MacArthur – EVP, Metaswitch

Headcount: 840
Open Positions: 11
U.S. based: 4
International: 7
Sales: 2
Other: 9

Competition:
Alcatel
BroadSoft
Cisco
Ericsson
Nokia
Sonus
Mavenir

Total Funding: Not disclosed
Key Investors:
Francisco Partners
Sequoia Capital

Source: Company website, all revenues are CY-18
NETSKOPE

Founded: 2012
Revenue: $50M-$100M
Company Summary: Netskope’s cloud technology allows users to gain visibility by eliminating blind spots, and target and control activities across a myriad of cloud services and websites. Netskope Security Cloud has the ability to guard data anywhere and comes with advanced threat protection, allowing customers to have full control from just one cloud. In early 2018, the company expanded its platform to Secure Enterprises Web Access with Netskope for Web. Additionally, it acquired Sift Security, whose award-winning Infrastructure-as-a-Service (IaaS) threat detection, visualization, correlation, and response engine will be combined with Netskope’s Security Cloud to further advance protection. Netskope has sustained 80% growth in ARR Y/Y and is focused on continuing to expand.

Products/Services: Netskope Security Cloud goes deeper than any other security provider, eliminating blind spots and enabling quick targeting and control of activities across cloud services and websites. The 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 be deployed 100% in the cloud, on-premise, or via a hybrid configuration. The platform offers enterprises five main capabilities: visibility into apps, devices, users, etc.; deep analytics on user activity; data loss prevention (DLP); policy enforcement; and response capabilities. It is currently the industry’s only SaaS, IaaS, and web security platform built in one cloud.

Key Officers:
Sanjay Beri – CEO
Ravi Ithal – Chief Architect
Krishna Narayanaswamy – Chief Scientist
Amol Kabe – VP, Product Management
Steve Malmkog – Chief Network Architect
Chris Andrews – SVP, WW Sales

Board of Directors:
Sanjay Beri – CEO, Netskope
Eric Wolford – Partner, Accel Partners
Enrique Salem – Independent Board Member
Arif Janmohamed – Partner, Lightspeed Ventures
Tony Bates – Managing Partner, Social Capital

Headcount: 560
Open Positions: 110
U.S. based: 59
International: 51
Sales: 17
Other: 93

Source: Company website, all revenues are CY-18
Cybersecurity, Data Management & IT Infrastructure

**OBSERVEIT**

**Founded:** 2006  
**Revenue:** <$25M  
**www.observeit.com**  
200 Clarendon St., 21st Floor  
Boston, MA 02116

**Company Summary:** Founded in 2006, ObserveIT provides insider threat management software to prevent against employees and insiders from improperly sharing data. IBM estimates that 60% of all attacks are carried out by insiders, and that insiders create security breach costs of ~$5M on average. Using its proprietary software, ObserveIT allows enterprises to detect risky user behavior by identifying anomalous activity, and then investigates the suspicious use in minutes to create actionable real-time alerts, blocks and offer education. The company is working on making its services a multi-tenant SaaS model in the next year, where it is currently a term subscription.

**Products/Services:** The company’s primary insider threat management solution is able to detect threats in real time utilizing behavioral analytics and proactively respond to user activity. Its platform also allows enterprises to monitor third-party activity when given access to sensitive files, while gaining visibility into all endpoint activity and receiving alerts as needed. If an insider threat were to occur, then ObserveIT’s investigation tool provides whole picture visibility with an activity timeline and video session recordings, while protecting user privacy. Lastly, the platform has strong integrations with a number of SIEM and log management vendors to better protect an organization.

**Key Officers:**  
Michael McKee – CEO & Director  
Mayank Choudhary – VP, Products  
Alex Kremer – Chief Architect  
Will Porter – CFO  
Simon Sharp – VP, International Sales  
John Vigeant – SVP, Sales and Business Development

**Board of Directors:**  
Jack Sweeney – Chairman and CEO, SevOne  
Ben Nye – CEO, Turbonomic  
Dave DeWalt – Vice Chairman and Founder, NightDragon Security  
Jeff Williams – Director, Bain Capital Partners  
Deepak Taneja – Director, ObserveIT  
Avi Amos – Co-Founder and Director, ObserveIT  
Mark Sutton – VP and CISO, Bain Capital  
Charles Carmakal – VP & Strategic Services CTO, FireEye

**Headcount:** 135  
**Open Positions:** 15  
U.S. based: 14  
International: 1  
Sales: 2  
Other: 13

**Competition:**  
Balabit  
Ekran System  
Varonis

**Total Funding:** $53M

**Key Investors:**  
Bain Capital Ventures  
Spring Lake Equity Partners  
MDI Ventures  
NightDragon Security

Source: Company website, all revenues are CY-18
**OPTIV**

**Founded:** 2015  
**Revenue:** >$100M  
**www.optiv.com**  
**303.298.0600**  
**1125 17th St, Suite 1700**  
**Denver, CO 80202**

**Company Summary:** Optiv is a pure-play cybersecurity provider that offers a multitude of services, including identity and access management (IAM), third-party risk management, threat and vulnerability management, and managed security services. Recently, Optiv was acquired by private equity firm KKR & Co., which will enable global expansion and partnership expansion. IAM is the fastest-growing segment of the business, and the company offers one of the broadest portfolios of security vendors in the market. Optiv targets mostly enterprises, and aims to be the most advanced, most trusted and most comprehensive single source for all things cybersecurity.

**Products/Services:** Optiv serves as a cybersecurity provider for organizations by using a programmatic approach to solving clients’ needs. Their solutions include: Cloud Security, Enterprise Security Architecture, Advanced Threat, IoT, Identity, Security Intelligence, and Third-Party Risk Management. Within Third-Party Risk Management, Optiv offers the Optiv Evantix 5.0, a comprehensive platform to manage a customer’s entire third-party portfolio. The platform allows for visibility, consistency and integratable management of third-party applications, and visualizes how it fits into the enterprise’s system. Optiv carries a full suite of security products, allowing the customer to tailor these products to their precise needs.

**Key Officers:**
- Dan Burns – CEO
- Nate Brady – CFO
- David Castignola – EVP, WW Sales
- William Croutch – SVP & General Counsel
- Peter Evans – CMO
- Paul Lehman – CIO
- Chad Holmes – Chief Services & Operations Officer

**Board of Directors:**
- Not Listed

**Headcount:** 1,700

**Open Positions:** 98  
**U.S. based:** 83  
**International:** 15  
**Sales:** 17  
**Other:** 81

**Competition:**
- Forsythe Technology
- Presidio
- Secureworks
- IBM
- Verizon

**Total Funding:**
- Acquired by KKR & Co., December 5, 2016

**Key Investors:**
- KKR & Co
- Blackstone

**Source:** Company website, all revenues are CY-18

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**Security Program Strategy**
- We partner with you to create new strategies to plan, build and run effective security programs.

**Enterprise Risk and Compliance**
- We leverage risk and compliance expertise to develop a more secure and efficient organization.

**Threat and Vulnerability Management**
- We provide hands-on expertise to uncover and remediate threats and vulnerabilities to solve specific security challenges.

**Enterprise Incident Management**
- Our incident response and malware experts help move you from crisis to continuity in the face of an incident.

**Security Architecture and Implementation**
- We can navigate complex environments to provide maximum value for your technology decisions, architecture and security projects.

**Education and Awareness**
- We provide cyber security training services that address human behavior to improve security and reduce risk.

**Identity and Access Management**
- Our experts partner with you to help drive business and reduce risk through intelligent access management.

**Managed Security Services**
- Let us serve as a remote extension of your team to strengthen your security response and defenses.
PING IDENTITY

Founded: 2002
Revenue: >$100M

Company Summary: Ping Identity specializes in Identity Access Management (IAM) for customers, employees, and partners. It was acquired by private equity firm Vista Partners in 2016, which is investing in organic and inorganic growth for the company. Ping Identity's business is comprised of customer and partner access management in addition to employee access management. Ping Identity targets enterprises, and is looking to rapidly expand abroad. The company is also shifting its focus to large companies in the G5000.

Products/Services: Ping Identity offers a comprehensive identity defined security platform that can be deployed as SaaS, software, or both. The platform is capable of handling millions of identities, proving its success in large enterprises. The platform includes multi-factor authentication and single sign-on in order to access distinct employee and customer directories, as well as govern data. It also monitors user behavior to easily identify anomalous usage and secure authentication. The platform ensures secure connection to the cloud, both private and public, and is highly customizable to each enterprise’s unique environment. Some of the products Ping offers include DFA, access security, API intelligence, directory security, and data governance.

Key Officers:
Andre Durand – Chairman & CEO
Dave Packer – SVP, Field Operations
Raj Dani – CFO
Kris Nagel – COO
Bernard Harguindeguy – CTO & GM Intelligence
Brian Bell – CMO
Steve Shoaff – Chief Product Officer

Board of Directors:
Herald Chen – Director, Fox Paine & Co.
Dain DeGroff – Founding Partner, Triangle Peak Partners
Alex Doll – Managing GP, TenEleven Ventures
Andre Durand – CEO, Ping Identity
Blake Heston – Principal, W Capital Partners
Rob Kettersson – MP, Fidelity Equity Partners
David Orfao – MD, General Catalyst
Dave Power – Partner, Fidelity Ventures

Headcount: 550

Open Positions: 111
U.S. based: 91
International: 20
Sales: 15
Other: 96

Source: Company website, all revenues are CY-18
PIVOT3

Founded: 2002  www.pivot3.com  221 W. Sixth Street, Ste. 750
Revenue: $50M-$100M  512.807.2666  Austin, TX 78701

Company Summary: Pivot3 improves the simplicity and economics of the enterprise datacenter with next-generation hyperconverged infrastructure (HCI). Pivot3’s software-defined platforms let IT run multiple, mixed workloads on a single infrastructure, by combining storage, compute, networking, and virtualization on commodity hardware, while guaranteeing performance to the applications that matter most. Pivot3’s agile infrastructure extends performance, scale, and efficiency across more of the datacenter so enterprises can keep pace with the demands of modern business. With over 2,500 customers in 54 countries and more than 20,000 hyperconverged deployments in multiple industries, such as healthcare, government, transportation, security, entertainment, education, gaming, and retail, Pivot3 is redefining HCI with smarter infrastructure solutions.

Products/Services: Being one of the first hyperconverged players to market, Pivot3 offers a mature and proven technology. The company is differentiated in its ability to efficiently store data across nodes, reducing data storage costs. Its Global architecture spreads data across virtual machines (VMs), rather than requiring data residency at the VM-level, enabling increased flexibility, better data resiliency, improved scale, and data efficiency with two software product lines, Pivot3Acuity, its HCI platform, and vStac, the company’s storage, computing, and networking virtualization platform. NexGen adds a platform of hybrid and all-flash arrays and a storage orchestration platform that enables centralized management of storage infrastructure. The company built its foundation in the IoT space with video surveillance.

Key Officers:
Ron Nash – CEO
Bill Galloway – Founder, VP & CTO
Bill Stover – VP & CFO
John Spiers – EVP, Strategy
Bruce Milne – VP & CMO
Rance Poehler – VP & CRO
Carlo Garbagnati – VP, Engineering

Board of Directors:
Ron Nash – Chairman & CEO, Pivot3
Steven Mitchell – MD, Argonaut Private Equity
Donna Troy – Independent Board Member
AI Higginson – Director, F5 Networks
Brian Smith – MD, S3 Ventures
Marc Zions – CEO, Automated Insights
Joey Wignarajah – MD, Argonaut Private Equity

Headcount: 260
Open Positions: 9
U.S. based: 8
International: 1
Sales: 2
Other: 7

Competition:
EMC
NetApp
IBM
Hitachi Data Systems (HDS)
Nutanix
SimpliVity

Total Funding: $253M

Key Investors:
Argonaut Private Equity
Interwest Partners
Mesirow Financial
S3 Ventures

Source: Company website, all revenues are CY-18

9X the Performance
With multi-tier, distributed scale-out architecture powered by NVMe flash.

62% Lower Latency
For accelerated application response times and faster decision-making and higher productivity.

99.9999% Availability
For highly-resilient systems that eliminate downtime and loss of video data.

25% Less Hardware
To support more VMs, more users, and more transactions with a smaller footprint.

3X the VM Density
For the confidence to consolidate more users per node and a better ROI for VDI.

82% Usable Capacity
For industry-leading storage efficiency that far exceeds replication or RAID-based solutions.
RECORDED FUTURE

Founded: 2009  
Revenue: $25M-$50M  
www.recordedfuture.com  
617-553-6400  
363 Highland Avenue  
Somerville, MA 02144

Company Summary: Recorded Future provides 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 over 30 robust technology partners, covering everything from deep analysis to incident response tools, the company is able to provide a centralized repository of structured data while augmenting it with contextual information to improve an enterprise’s security infrastructure. With a focus on large banks, and having grown its revenue >100%, its solutions are rapidly gaining traction in the marketplace.

Products/Services: Recorded Future’s primary product is its threat intelligence platform, which uses proprietary AI/ML to produce intelligence that integrates with real-time structured data to provide actionable threat intelligence. Additionally, customers are able to customize their views of the threat landscape to highlight trending intelligence that is most relevant to each customer. The company also has tight integrations with its long list of partners using open APIs, which cover all-source analysis, deep analysis, incident response, intelligence, network detection, SIEM, threat hunting, VM, and ticketing.

Key Officers:  
Christopher Ahlberg – CEO & Co-founder  
Staffan Truvé – CTO & Co-founder  
Scott Alemida – CFO  
Bill Ladd – Chief Data Scientist  
Matt Kodama – VP, Product  
Jason Hines – VP, Worldwide Sales  
Scott Todaro – VP, Marketing  
Petter Eriksson – VP, Engineering

Board of Directors:  
Kevin Brown – GP, Reed Elsevier Ventures  
Rich Miner – Engineering Director, Google  
Teresa Shea – EVP, Cyber Reboot  
Roger Ehrenberg, Founder & MP, IA Ventures  
Bernard Liautaud – MP, Balderton Capital  
Christopher Lynch – Founder & Partner, Reverb  
Advisors  
Christopher Ahlberg – CEO & Co-founder, Recorded Future  
Staffan Truvé – CTO & Co-founder, Recorded Future

Headcount: 250  
Open Positions: 55  
U.S. based: 33  
International: 22  
Sales: 24  
Other: 31

Competition:  
FireEye  
Digital Shadows  
RiskIQ

Total funding: $56M

Key Investors:  
Insight Venture Partners  
In-Q-Tel  
REV Venture Partners  
GV  
Balderton Capital

Source: Company website, all revenues are CY-18
REDSEAL

Founded: 2004  
Revenue: $25M-$50M  
Revenue: 408.641.2200  
940 Stewart Drive  
Sunnyvale, CA 94085

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. RedSeal recently released the latest version of its network modeling and risk-scoring platform which introduced its first HTML-based adapted user experience.

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 previous security systems, allowing users to get the most out of their products.

Key Officers:  
Ray Rothrock – Chairman & CEO  
Hom Bahmanyar – VP, Ecosystem Engineering  
Gord Boyce – SVP, Commercial Sales  
Steve Timmerman – VP, Corporate Planning & Business Development  
Dr. Mike Lloyd – CTO  
Julie Parrish – COO & CMO  
Kurt Van Etten – Chief Product Officer

Board of Directors:  
Ray Rothrock – Chairman & CEO, RedSeal  
Mark Achler – MD, MATH Venture Partners  
Tench Coxe – MD, Sutter Hill Ventures  
Bill Funcannon – MD, OVP Venture Partners  
Steve Goldberg – Partner, Venrock  
Joe Horowitz – Managing GP, Icon Ventures  
Rhonda MacLean – CEO, MacLean Risk Partners  
Pete Sinclair – MD, Leapfrog Ventures  
Robert Locke – SVP, Corporate Dev, Tyco Intl

Headcount: 161

Open Positions: 9  
U.S. based: 8  
International: 1  
Sales: 1  
Other: 8

Competition:  
Skybox  
IBM  
AttackIQ

Total funding: $76M

Key Investors:  
Icon Ventures  
Leapfrog Ventures  
MATH Venture Partners  
OVP Venture Partners  
Sutter Hill Ventures  
Venrock  
In-Q-Tel

Source: Company website, all revenues are CY-18
RISKIQ

Founded: 2009  www.riskiq.com  22 Battery Street, 10th Floor
Revenue: $50M-$100M  888.415.4447  San Francisco, CA 94111

Company Summary: RiskIQ generates and analyzes data reflected on the open web on a massive scale to address the challenge of external threats targeting the enterprise, its customers, and employees. The company proactively detects malware, fraud, and brand infringements, which can impact an organization's digital assets. The company also helps enterprise customers discover unknown or unauthorized websites and mobile applications that were not actively monitored. The company leverages a unique technology that emulates Internet users and monitors web and mobile attack surfaces from outside a customer’s firewall. RiskIQ then uses its own analytics to assess the data or allows the customer to access the data directly. RiskIQ has done three acquisitions recently, gaining new technologies including its freemium product called RiskIQ Community from the PassiveTotal acquisition, while extending the customer base.

Products/Services: RiskIQ offers many distinct cloud services to protect against external threats. RiskIQ for Ads continuously scans and tracks online advertising as it flows through the Ad supply chain, allowing enterprises to identify and remove malicious advertisements. With RiskIQ for Mobile, customers are able to identify rogue apps and scan known apps for malware. RiskIQ for Web intelligently scans and navigates through websites to detect malware, malvertisements, fraud and compliance violations, identifying zero-day threats and malicious behavior on websites. The company offers an API solution to access RiskIQ’s massive data set, allowing RiskIQ intelligence to be incorporated into external systems. It also offers a digital footprint service, providing users with an accurate picture of their digital attack surface and subsequently discovering 30%+ more assets on average.

Key Officers:
Elias (Lou) Manousos – Co-founder & CEO
David Pon – Co-founder
Chris Kiernan – Co-founder
Jeff Baeth – CFO
Dan Schoenbaum – COO & President
Adam Hunt – CTO & Chief Data Scientist

Board of Directors:
Elias (Lou) Manousos – Co-founder & CEO, RiskIQ
Greg Goldfarb - MD, Summit Partners
Michael Brown - GP, Battery Ventures
Steve Leightell – Principal, Georgian Partners
Jack Russo – Managing Partner, Computerlaw Group LLP

Headcount: ~170
Open Positions: 18
U.S. based: 14
International: 4
Sales: 6
Other: 12

Competition:
Cyveillance
Thomson Reuters (MarkMonitor)
Qualys
Rapid7
Tenable
WhiteHat Security
Proofpoint

Total Funding: $65.5M

Key Investors:
Battery Ventures
Georgian Partners
MassMutual Ventures
Summit Partners

Source: Company website, all revenues are CY-18
Rubrik offers a cloud data management platform that delivers data protection, search, analytics, compliance, and copy data management to the enterprise. 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. Rubrik has simplified the data management infrastructure, allowing the most demanding large enterprise customers to be up and running on its platform within a half hour.

Rubrik delivers a modern data management platform that unifies backup, instant recovery, replication, search, analytics, archival, compliance, and copy data management in one secure fabric across the data center and public cloud. The Rubrik Cloud Data Management Appliance is powered by a hyperconverged system that distributes data, metadata, and tasks across the cluster for linear scalability and performance. Using API-first architecture, Rubrik makes all of its functionality available across RESTful APIs, making the solution highly programmable. Rubrik will often initially replace traditional backup/recovery software, and then expand to other use cases such as cloud migration.

Key Officers:
Bipul Sinha – Co-founder & CEO
Arvind Nithrakashyap – Co-founder & CTO
Arvind Jain – Co-founder & VP Engineering
Soham Mazumdar – Co-founder & Architect
Peter McGoff – Chief Legal Officer
Murray Demo – CFO
Avon Puri – CIO
Kara Wilson – CMO
Jeff Vijungco – Chief People Officer

Board of Directors:
Bipul Sinha – Co-founder, Rubrik
Arvind Nithrakashyap – Co-founder, Rubrik
Arvind Jain – Co-founder, Rubrik
Soham Mazumdar – Co-founder, Rubrik
Ravi Mhatre – Partner, Lightspeed Venture Partners
Asheem Chandra – Partner, Greylock Partners
John Thompson – Chairman, Microsoft

Headcount: 650

Open Positions: 112
U.S. based: 82
International: 30
Sales: 24
Other: 88

Source: Company website, all revenues are CY-18
SCALITY

Founded: 2009  www.scality.com  555 California St., Suite 3050
Revenue: $25M-$50M  650.356.8500  San Francisco, CA 94104

Company Summary: Scality provides software-defined storage (SDS) solutions that run on standard x86 servers, with data that are insulated from hardware failures. Customers can grow capacity incrementally using a pay-as-you-scale cost model with servers from HPE, Dell, Cisco, and Seagate or commodity ODMs. With the Scality RING, enterprises are able to maximize storage capabilities with a storage platform that natively supports file, object, S3, and OpenStack applications. Scality RING can fully protect end users against business downtime and provide continuity. The product is simple, users can add more x86 servers when more storage is needed, and the platform automatically rebalances the data load, allowing for cloud scalability.

Products/Services: The Scality RING storage platform turns any standard x86 servers into web-scale storage. Specifically, Scality RING provides significant benefits to storage infrastructure such as broad application accessibility, hardware flexibility, petabyte scalability, and 100% reliability. Because Scality leverages commodity x86 servers, enterprises are able to use the most cost-efficient and/or performance-enhancing servers as they are introduced. Recently, Scality has expanded its product offering to provide its architecture for both S3 (AWS) native storage as well as Azure Blob storage protocols. The RING architecture allows for peer-to-peer routing and object storage with policy based data protection and self-healing. Scality’s most recent release, Zenko, allows IT teams to control data in multi-cloud IT environments and easily manage it.

Key Officers:
Jérôme Lecat – CEO
Bradley King – Chief Engineering Architect
Giorgio Regni – Founder & CTO
Fanny Corpet – VP, Finance
Marc Villemade – Chief Solutions Architect & SE
Community Manager
Paul Speciale – Chief Product Officer

Board of Directors:
Jason Donahue - Chairman of the Board, Scality
Matthieu Baret – Partner, Idinvest Partners
Frederic Le Brun – Partner, HoReCa.digital
Douglas Carlisle – GP, Menlo Ventures
François Duliège – MD, Galileo Partners
Curt Gunsenheimer – Partner, Iris Capital
Jérôme Lecat – CEO, Scality
Renaud Poulard – Partner, Omnes Capital
Giorgio Regni – CTO, Scality
Garrett Wong – Investor, HP Ventures

Competition:
Dell/EMC
IBM (Cleversafe)
NetApp

Total Funding: $152M

Key Investors:
Bpi France
BroadBand Tower, Inc.
Galileo Partners
HP Ventures
Idinvest Partners
Iris Capital
Menlo Ventures
Omnes Capital

Headcount: 230
Open Positions: 18
U.S. based: 4
International: 14
Sales: 5
Other: 13

Source: Company website, all revenues are CY-18

Try the Free ZENKO Sandbox
SECUREAUTH

Company Summary: SecureAuth has consolidated several security solutions to create a comprehensive platform of security functionality. Most recently it merged with Core Security to a comprehensive security platform that now covers identity and access management (IAM), identity security automation, identity governance, vulnerability management (VM), network detection and response, and actionable insight and response. SecureAuth offers threat-aware technology to help identify, secure, and eliminate threats, while maintaining continuous compliance. The company’s recent acquisition of Damballa significantly extended its advanced network security capabilities. By combining real-time insight into identity analytics with prioritized infrastructure vulnerabilities, organizations receive a more comprehensive view of their security posture and gain context and intelligence through analytics to make more informed, prioritized, and better security remediation decisions.

Products/Services: SecureAuth’s offerings are broken into five categories: identity security automation, IAM, VM, network detection, and pen testing, all of which are managed by a centralized console called the Actionable Insight Platform. By sharing intelligence across various security disciplines, customers can automate manual processes using consistent data, prioritization methods, and reporting. This cuts remediation time, reduces risk, and ultimately secures critical assets from both the user access and infrastructure vulnerability perspective. SecureAuth enables enterprises to take a more comprehensive and predictive approach to safeguarding critical data and assets.

Key Officers:
Ahmed Rubaie – CEO
Ankur Ahlowalia – Chief of Staff
Rich Gibsen – VP of Product Marketing
Justin Dolly – COO and Chief Security Officer
Thomas Moyes – CFO
Rohit Khanna – Chief Customer Officer

Headcount: 360

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

Competition:
- CyberArk
- FireEye
- RedSeal
- Skybox
- RiskIQ
- SailPoint
- Okta
- Cisco (Duo)

Total Funding: Acquired by private equity

Key Investors:
- K1 Investment Management
- Toba Capital

Source: Company website, all revenues are CY-18
SECURITY SCORECARD

Founded: 2013  www.securityscorecard.com  111 West 33rd St., Floor 11
Revenue: <$25M  800.682.1707  New York, NY 10001

Company Summary: Founded in 2013 by two seasoned security experts, Security Scorecard provides detailed reports of an enterprise’s security posture through a single score. Security Scorecard 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 its cybersecurity infrastructure and to assess vendor risk management, cyber insurance, board reporting, and M&A due diligence. Customers then use the complete solution, which includes on-site evaluation, a formal written report, security rating services and documentation of security posture to make decisions about who they do business with.

Products/Services: Security Scorecard’s unique platform is built on three core components: Security Ratings, ThreatMarket, and API Connectors. With its rating component, it enables users to view and continuously monitor its rating, while easily adding vendors or partners to its cyber ecosystem in a healthy manner, and then the platform automatically generates an action plan to remediate any potential issues that may arise from 10 main risk factors. The ThreatMarket data engine leverages sophisticated reconnaissance capabilities to build the most comprehensive, relevant security intelligence database with machine learning algorithms. Lastly, the company’s API connectors deliver data and analytics as a pillar of the platform through a series of robust open APIs.

Key Officers:
Eric Berk – VP, Finance
Trent Blanchard – VP, People & Culture
Jasson Casey – CTO & SVP, Engineering
Alexander Heid – Chief R&D Officer
Bill Hogan – Chief Revenue Officer
Sam Kassoumeh – COO & Co-founder
Aleksandr Yampolskiy – CEO & Co-founder

Board of Directors:
Upal Basu – GP, Nokia Growth Partners
Michael Bryzek – Former CTO, Gilt Groupe
Karim Faris – GP, GV
Tom Mendoza – Vice Chairman, NetApp; Sequoia Capital
Richard Seewald – Managing Partner, Evolution Equity Partners

Headcount: 135
Open Positions: 8
U.S. based: 8
International: 0
Sales: 3
Other: 5

Understanding the Cyberhealth of Your Ecosystem Across 10 Risk Factors

Key Investors:
NGP Capital
GV
Sequoia Capital
Evolution Equity Partners
Intel Capital
AXA Venture Partners
Two Sigma Ventures

Competition:
BitSight Technologies

Total Funding: $62M

Source: Company website, all revenues are CY-18
SENTINELONE

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

Cybersecurity, Data Management & IT Infrastructure

Cybersecurity, Data Management & IT Infrastructure

Company Summary: SentinelOne offers advanced endpoint detection and response (EDR) solutions. Its platform has the ability to detect, inspect, and mitigate threats automatically in real time, ensuring best-in-class speed and reliability. SentinelOne also has the ability to monitor every stage of the attack cycle by using a proprietary architecture that employs code execution on the endpoint. The company provides a management interface, allowing enterprises to visualize activity at all endpoints in real time. With a growth rate of over 300%, SentinelOne is looking to disrupt the next-gen antivirus (AV) and EDR market.

Products/Services: SentinelOne’s EDR technology is able to continuously monitor endpoints to detect a wide array of threats and deliver real-time analytics. Its solution consolidates behavioral detection with cloud intelligence, AV technology, and whitelisting, allowing SentinelOne to prevent advanced attacks, known threats, and zero-day threats all in one solution. Its technology also utilizes a Static AI engine which provides pre-execution protection, and a Behavioral AI engine which provides on-execution protection. With this approach, SentinelOne is able to provide comprehensive protection, from detection and prevention to remediation.

Key Officers:
Tomer Weingarten – CEO & Co-founder
Almog Cohen – CTO & Co-founder
Bob Parker – CFO
Gareth Green – VP, EMEA & APAC Sales
Daniel Bernard – VP, Business & Corporate Development
Nick Warner – Chief Revenue Officer
David Ginat – VP, R&D

Board of Directors:
Tomer Weingarten – Co-founder, SentinelOne
Almog Cohen – Co-founder, SentinelOne
Steve Westly – Founder, The Westly Group
Matt Okco – Co-MP, Data Collective
Sameet Mehta – Managing GP, Granite Hill Capital Partners
Justin Somaini – Chief Trust Officer, Box
Daniel Scheiman – Individual Investor
Tom Dyal – MD, Redpoint

Headcount: 300
Open Positions: 14
U.S. based: 4
International: 10
Sales: 2
Other: 12

Competition:
IBM
CrowdStrike
Carbon Black
Cylance
Cybereason
Tanium
McAfee

Total Funding: $110M

Key Investors:
Accel Partners
Data Collective
Vintage Investment Partners
Redpoint
Sinewave Ventures
Sound Ventures
The Westly Group
Third Point Ventures
Tiger Global Management
UpWest Labs

Source: Company website, all revenues are CY-18
SILVER PEAK SYSTEMS

Founded: 2004
Revenue: >$100M
www.silver-peak.com
408.935.1900
2860 De La Cruz Blvd.
Santa Clara, CA 95050

Company Summary: Silver Peak constructs appliances as well as develops cloud-based services that allow service providers and enterprises to connect user sites in a secure, versatile, and cost-effective way. While initially focused on WAN optimization hardware appliances, its main focus is now software-defined wide-area networking (SD WAN), which drives ~75% of its business. The use of SD WAN allows organizations to supplement with or completely replace traditional data lines, such as MPLS, which are more limited and costly. Silver Peak has many partners, which allows the company to integrate security into its products beyond the traditional firewall. The adoption of cloud applications and SD WAN by enterprises has fueled most of its growth, and will continue to be a catalyst for growth in the years to come.

Products/Services: Silver Peak offers optional WAN cloud optimization as well as an SD WAN and hybrid solution. The company offers a suite of SD WAN products, which includes Unity Orchestrator to provide visibility into legacy and cloud applications, Unity Edge Connect appliances to create SD WAN connections, and Unity Boost for optional application acceleration. Silver Peak has also partnered with cloud infrastructure vendors, providing a cost effective way to create IT infrastructure for remote sites via an integrated platform. Regarding WAN optimization, Silver Peak offers products that run on any common hypervisor as well as the world’s highest-capacity WAN optimization appliances for data centers and branches.

Key Officers:
David Hughes – Founder, CEO & Chairman
Damon Ennis – SVP, Products
Chris Helfer – SVP, Strategic Alliances
Eric Yeaman – CFO
John Vincenzo – SVP & CMO
Pat Gilbreath – VP, North America Sales
Shayne Stubbs – VP, Service Providers and Cloud
Kristian Thyregod – VP, EMEA

Board of Directors:
John Caddedu – MD & Partner Duff Ackerman & Goodrich LLC
Roger Evans – Partner, Greylock Partners
Robert Finocchio, Jr. – Private Investor
David Hughes – CEO, Silver Peak
Andy Rachleff – Founder, Benchmark Capital
Tim McAdam – MD, TCV

Headcount: 300
Open Positions: 43
U.S. based: 34
International: 9
Sales: 32
Other: 11

Competition:
Cisco
VMware

Total Funding: $175M

Key Investors:
Artis Ventures
Benchmark Capital
Duff Ackerman & Goodrich LLC
Greylock Partners
J&W Seligman
Pinnacle Ventures
TCV

Source: Company website, all revenues are CY-18
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 offers security management solutions to gain visibility into the threat landscape as well as aid in security policy management. The solutions allow for firewall management, threat and vulnerability management, and compliance monitoring. Skybox is growing about 45% Y/Y and maintains a high customer retention rate.

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. Skybox offers six different solutions that are grouped into two broader categories: Security Policy Management and Vulnerability and Threat Management. Its attack vector analytics allows for a significant reduction in response times and risks, which generates better control for complex networks.

Key Officers:
Gidi Cohen – Founder & CEO
Lior Barak – CFO
Ami Ben-Dror – CIO
Stewart Fox – EVP, WW Sales
Michelle Johnson Cobb – CMO
Paula Ewanich – VP of People
Ron Davidson – CTO & VP, R&D
Moti Dror – VP, Customer Care

Board of Directors:
Gidi Cohen – Founder & CEO, Skybox
Mark Hastings – MD & Head, Providence Strategic Growth
Thomas Reardon – MD, Providence Strategic Growth
John Clark – Managing Partner, CVC Growth Partners
Jason Glass – Senior MD, CVC Growth Partners

Headcount: 310

Open Positions: 26
U.S. based: 7
International: 19
Sales: 3
Other: 23

Source: Company website, all revenues are CY-18
SMARSH

Revenue: >$100M  503.946.5980  Portland, OR 97204

Company Summary: Founded in 2001, Smarsh has evolved to become a market leader in the enterprise information archiving sector. More specifically, the proprietary 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.

Products/Services: Smarsh has three core pillars to its archiving platform - capture, archive and apps, while supplementing those with web archiving and services. Its primary product, Connected Capture, supports 80+ communication channels, and continuously captures in native form before seamlessly integrating with Connected Archive for compliant storage. Connected Archive preserves full conversational context across all communication channels for regulated industries, and easily scales as an organization grows. Lastly, Connected Apps seamlessly integrates with the core platform to enable enterprises to actively respond to risks and manage communication channels.

Key Officers:
Stephen Marsh – Founder and Chairman
Brian Cramer – CEO
Anthony West – CTO
Greg Vesper – Chief Product Officer
Ian Hook – GM, EMEA
Leo Haasbroek – COO
Parker Baldwin – CFO
Tim Price – Chief Revenue Officer

Board of Directors:
Not Listed

Headcount: 650

Open Positions: 20
U.S. based: 17
International: 3
Sales: 2
Other: 18

Source: Company website, all revenues are CY-18
SOLARFLARE COMMUNICATIONS

Founded: 2001  www.solarflare.com  7505 Irvine Center Drive, #100
Revenue: $50M-$100M  949.581.6830  Irvine, CA 92618

Company Summary: Solarflare provides application-intelligent networking I/O software and hardware that accelerates, monitors, and secures network data. The company is a pioneer in high-performance, low-latency server networking interface solutions. Solarflare competes against commoditized chip developers by providing low-cost hardware, but the company is also highly differentiated by its software, which is its primary source of revenue. Solarflare experienced a reacceleration of growth, as next-generation data center architectures gained broad market adoption. More recently the adoption of neural networks has created a large market opportunity, especially with the rapidly increasing usage of massive data sets. The company is also looking to provide Ethernet capabilities for NVMe technologies.

Products/Services: Solarflare develops network interface software and hardware to transform the way applications use networks, effectively increasing application performance and security. The company offers high-performance, low-latency server adaptors with bandwidth speeds up to 100 Gbps, along with its new application accelerator and associated software. Most recently, the company is looking to provide Ethernet capabilities for NVMe over Fabric, which allows for high speed connectivity and throughput.

Key Officers:
Russell Stern – President & CEO
Mary Jane Abalos – CFO
Andre Chartrand – VP, Engineering
Steve Pope – Co-founder & CTO
Derek Roberts – Co-founder & VP, Hardware Architecture
David Riddoch – Co-founder & Chief Architect

Board of Directors:
Bandel Carano – MP, Oak Investment Partners
Charles Cotton – Director, Cambridge Enterprise
Russell Stern – President & CEO, Solarflare
John Hamm – Technology CEO, Venture Investor
Mark Potter – SVP & CTO, Hewlett Packard Enterprise

Headcount: 220
Open Positions: 3
U.S. based: 1
International: 2
Sales: 1
Other: 2

Source: Company website, all revenues are CY-18
SONICWALL

Founded: 1991
www.sonicwall.com
1033 McCarthy Blvd.
Milpitas, CA 95035

Revenue: >$100M
888.557.6642

Company Summary: Founded in 1991, Sonicwall sells predominantly into the firewall market, providing physical and virtual firewalls, as well as a host of other services. While the firewall market is highly competitive, Sonicwall has taken a unique approach, building a platform around the core firewall product, with services that include email security, web app firewall (WAF), endpoint protection, and more. Its unique offering has enabled the company to acquire over 500k customers in over one million different networks across the globe.

Products/Services: The core of the Sonicwall portfolio is its next-gen firewall (NGFW), with a variety of products to serve all levels of the market, in both physical and virtual appliances. It neatly complements its firewall with a robust management and analytics platform that allows its customers to effectively utilize the firewall data to enhance its overall security posture, in an easy to use manner. Furthermore, Sonicwall has a handful of add-on features integrated on its platform, with an email security product, remote access/VPN, public cloud firewalls, as well as OEM advanced threat protection, WAF, and endpoint security.

Key Officers:
Bill Conner – President & CEO
Atul Dhablania – SVP, COO
John Gmuender – SVP, CTO
Ravi Chopra – SVP, CFO
David Chamberlin – SVP, CMO
Robert VanKirk – SVP, Strategic Sales
Keith Trottier – SVP, Chief Customer Success Officer
Matt Neiderman – SVP, Chief Legal Officer

Competition:
Check Point Software
Fortinet
Palo Alto Networks

Total funding:
Acquired by Seahawk Holdings in 2016

Key Investors:
Seahawk Holdings

Board of Directors:
Not Listed

Headcount: ~1,500

Open Positions: 77
U.S. based: 29
International: 48
Sales: 25
Other: 52

Source: Company website, all revenues are CY-18
STACKPATH

**Founded:** 2015  
**www.stackpath.com**  
**Revenue:** >$100M  
**2021 McKinney Ave. #1100**  
**Dallas, TX 75201**

**Company Summary:** In July 2018, StackPath launched the next generation of its integrated solution containing a distributed network of data centers (i.e., point of presence (POP)), providing web-facing services to enterprises. StackPath’s secure content delivery network (CDN) consists of content provided by multiple security acquisitions that have been consolidated to offer a multitude of security services, including a web application firewall (WAF), website and service monitoring and a developer focused control panel with API capabilities. Unlike AWS and Azure, StackPath’s cloud services are powered by specialized hardware and software, enabling customers to safely and easily transition to cloud environments. With the number of customers growing above 15k, and adding ~500/month StackPath is continuing to lead the charge in cloud technology.

**Products/Services:** StackPath’s next-generation product launch included several distinguishing aspects, such as, a new network of highly-scalable POPs, new secure edge services, and a new customer portal. Among the new secure edge services is its new CDN which consolidates several acquisitions including the performance of Highwinds’ CDN, the speed and flexibility of MaxCDN, and the security of SecureCDN. Other upgrades include a new WAF, managed domain name system (DNS), and a new monitoring service using AI to optimize utilization. StackPath also offers several other security services: DDoS mitigation, SSL services, VPN, two-step authentication, black listing, and secure tokens.

**Key Officers:**  
Lance Crosby – Chairman & CEO  
Steven Canale – CRO  
Sherri Russell – CFO  
Francisco Romero – COO  
Wen Temitim – CTO  
Carista Hill – Chief Legal Officer  
Nick Nelson – Chief Strategy Officer  
Nathan Huey – CMO

**Board of Directors:**  
Unknown

**Headcount:** >300

**Open Positions:** 19  
U.S. based: 19  
International: 0  
Sales: 1  
Other: 18

**Source:** Company website, all revenues are CY-18
SUMOLOGIC

Founded: 2010
Revenue: >$100M
www.sumologic.com
855.564.7866
305 Main St.
Redwood City, CA 94063

Company Summary: Founded in 2010, SumoLogic is a cloud native, machine data analytics service for log management and time series metrics. It differentiates itself by being cloud native, so customers can build, run, and secure their public or hybrid cloud instances with the SumoLogic platform. Its proprietary platform allows enterprises to gain real-time operational and security insights, while being easily scalable in the growing public cloud world.

Products/Services: The SumoLogic platform simplifies how enterprises collect and analyze machine data to provide immediate insights to their teams. It first collects and centralizes terabytes of data from any app, cloud, server, device or sensor and centralizes the data with a lightweight agent and a series of open APIs. Customers can then search and investigate any performance issues and quickly get to the root cause. Lastly, it has a robust visualization tool that easily allows users to monitor the network and see any notifications and alerts.

Key Officers:
Ramin Sayar – President & CEO
Christian Beedgen – Co-founder & CTO
Steve Fitz – Chief Revenue Officer
Bruno Kurtic – Founding VP of Product & Strategy
Aaron Feigin – Chief Communications Officer
Suku Krishnaraj – CMO
Sydney Carey – CFO
Sandeep Khanna – Chief Development Officer

Board of Directors:
Joseph Ansanelli – Partner, Greylock Partners
Mike Speiser – MD, Sutter Hill Ventures
Christian Beedgen – Co-founder & CTO, SumoLogic
Ramin Sayar – President & CEO, SumoLogic
Chuck Robel – Independent Board Member
BJ Jenkins – President & CEO, Barracuda Networks

Headcount: 550
Open Positions: 100
U.S. based: 69
International: 31
Sales: 37
Other: 63

Competition:
Amazon
Microsoft
New Relic
Splunk

Key Investors:
Accel
Allen & Co.
DFJ
Greylock Partners
Institutional Venture Partners
Sapphire Ventures
Sequoia Capital
Sutter Hill Ventures

Total Funding: $230M

Source: Company website, all revenues are CY-18
SYNACK

Founded: 2013
Revenue: $25M-$50M
www.synack.com
1600 Seaport Blvd., Suite 170
Redwood City, CA 94063

Company Summary: Founded in 2013, Synack is a leader in the crowdsourced security testing. Its proprietary platform includes an array of features, such as vulnerability scanning, red-teaming, bug bounties, risk scoring analytics, and 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 150 customers, who are primarily in the Fortune 2000.

Products/Services: Synack offers four core pillars for its crowdsourced security testing platform: Managed Responsible Disclosure (MRD), Crowdsourced Vulnerability Discovery (CVD), Crowdsourced Penetration Testing (CPT) and Crowdsourced Continuous Testing (CCT). MRD processes vulnerability reports from outside research, with an automated workflow, providing end users with high-quality triage and analysis for every responsible disclosure submission. CVD enhances security with top security talent combined with an intelligent platform, providing best of breed testing. CPT provides compliance ready checks with crowdsourced ethical hackers and CCT provides year-round vulnerability discovery.

Key Officers:
Jay Kaplan – CEO
Mark Kuhr – CTO
Sonia Mathai – VP, People and Workplace
Aisling MacRunnels – CMO
Jim Hyman – Chief Revenue Officer
Jon Diller – VP, Operations
Amit Sirdeshpandey – VP, Finance
Ricky Arora – VP, Product

Board of Directors:
Not Listed

Headcount: ~120

Open Positions: 12
U.S. based: 10
International: 2
Sales: 4
Other: 8

Competition:
Bugcrowd
Cobalt
HackerOne

Total Funding: $65M

Key Investors:
KPCB
Microsoft
GGV Capital
HPE
Singtel
Icon Ventures
Greylock Partners
Allegis Capital
Intel
Wing

Source: Company website, all revenues are CY-18
TANUM

Founded: 2007  www.tanium.com  2100 Powell St., Suite 300
Revenue: >$100M  510.704.0202  Emeryville, CA 94608

Company Summary: Tanium provides real-time security, endpoint management, and visibility in enterprise IT environments by collecting and analyzing large amounts of data from a multitude of events across endpoints in real time. 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 offers analysis that was previously not possible. Tanium focuses on large, enterprising clients due to the scale and complexity of the product.

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 seats and deployment times have been dramatically reduced. Tanium 7 offers unmatched reliability, speed, and simplicity.

Key Officers:
David Hindawi – Co-founder & Executive Chairman
Orion Hindawi – Co-founder & CEO
Bina Chaurasia – Chief People Officer
David Damato – CSO
Anirma Gupta – General Counsel
Fazal Merchant – COO and CFO
Charles Ross – CCO
Mark Wayland – CRO
Ryan Kazanciyan – CFO

Board of Directors:
David Hindawi – Co-founder, Tanium
Orion Hindawi – Co-founder & CTO, Tanium
Steven Sinofsky – Board Partner, Andreessen Horowitz
Gordon Davidson – Board Partner, Fenwick & West LLP
Nathan Brill – CEO, Executive Press
Morten Simonsen – Principal, Nor-Cal Invest LLC
Anthony Belfiore – Chief Security Officer, Aon
Maggie Wilderotter – Former CEO, Frontier Communications

Headcount: ~750
Open Positions: 143
U.S. based: 127
International: 16
Sales: 47
Other: 96

Competition:
CrowdStrike
FireEye
Intel/McAfee
Symantec

Total Funding: $580M

Key Investors:
Andreessen Horowitz
Citi Ventures
Franklin Templeton Investments
Geodesic Capital
Institutional Venture Partners
TPG
T. Rowe Price

Source: Company website, all revenues are CY-18
Company Summary: Founded in 2012, Tempered Networks 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 IoT device. The platform provides end-to-end secure connectivity using the HIP protocol, 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 Networks’ 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 has 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 Host Identity Protocol (HIP) has the platform abstracting the IP layer with verifiable machine IDs and self-generating key pairs to safely allow network connectivity.

Key Officers:
Jeff Hussey – President, CEO & Co-founder
Erik Giesa – Product Marketing
Marguerite Yeo – Digital Marketing
Matt Close – Sales
Keith Beeman – Finance

Board of Directors:
Stuart Bailey – Founder & CTO, Infoblox
John Connors – Managing Partner, Ignition
Dennis Weibling – MD, Rally Capital
Erik Swan – Co-founder, Splunk

Headcount: 60

Open Positions: 2
U.S. based: 2
International: 0
Sales: 1
Other: 1

Competition:
VMware NSX
Cisco ACI
Illumio
vArmour

Total Funding: $39M

Key Investors:
Rally Capital
Ignition Partners
Ridge Ventures

Source: Company website, all revenues are CY-18
TUFIN

Founded: 2005  
www.tufin.com  
2 Oliver Street  
Revenue: $50M-$100M  
877.270.7711  
Boston, MA 02109

Company Summary: From its start as a firewall policy company, Tufin has expanded into the broader security policy orchestration market by providing the ability to consolidate how security policies are overseen across complex networks. Recently, Tufin began expanding its presence in cloud-based solutions; however most of its business is still on premise. As a solution, the platform is able to establish immediate service delivery and compliance across public and private cloud and hybrid environments. With over 2,000 enterprise customers and a revenue growth rate of 35% Y/Y, Tufin continues to expand and make a presence in the security policy market.

Products/Services: Tufin offers a suite of products, known as Tufin Orchestration Suite. The suite autonomously analyzes risk and audits network security changes, expedites service delivery, and minimizes overall time spent on network changes. Included in the suite is the new cloud-based security platform Tufin Orca. Orca offers a cloud-based security solution that includes visibility and control, continuous compliance, vulnerability scanning, adaptive security, and customizable services. With the addition of Orca, Tufin is able to broaden its orchestration suite to deliver automated security microservices.

Key Officers:
Ruvi Kitov – Co-founder & CEO
Yoram Gronich – VP, R&D
Reuven Harrison – Co-founder & CTO
Pat Walsh – CMO
Jack Wakileh – CFO
Pamela Cyr – SVP, Business Development
Kevin Maloney – SVP, Global Sales
Ofer Or – VP, Products
Raj Motwane – VP, Global Services & Support
Shaily Hamenahem – VP of HR

Board of Directors:
Ruvi Kitov – Co-founder & CEO, Tufin
Reuven Harrison – Co-founder & CTO, Tufin
Alain Dobkin – MP, Catalyst Investments
Edouard Cukierman – MP, Catalyst Investments
Ohad Finkelstein – Partner, Marker LLC
Yuval Shachar – Partner, Marker LLC
Ronni Zehavi – Strategic Advisor & Co-Founder, Team8 Cyber Security

Headcount: 370

Open Positions: 41
U.S. based: 29
International: 12
Sales: 11
Other: 30

Source: Company website, all revenues are CY-18
**VARMOUR**

**Founded:** 2011  
**Revenue:** <$25M  
**www.varmour.com**  
**650.564.5100**  
**800 W. El Camino Real #300**  
**Mountain View, CA 94040**

**Company Summary:** With a focus on simplicity and efficiency, vArmour’s Distributed Security System (DSS) offers agentless integrated security services to view application communications, protect crucial applications and workloads, and enhance policy modeling across multi-clouds. Its DSS is deployed across different sectors, independent of underlying infrastructure, including banks, telcos, governmental agencies, healthcare providers, and retailers. Without the use of a single agent, its platform allows users to visualize traffic flow as well as gain knowledge on applications and networks. Now offering a free trial prior to purchase, vArmour’s solution can be easily downloaded from its website.

**Products/Services:** vArmour offers a myriad of products, including software-based segmentation and microsegmentation, security policy management, and cyber deception. Segmentation and microsegmentation allows users to segment workloads based on security requirements, which allows for a reduction in attack surfaces, improved compliance standards, and an increase in operational efficiency. The security policy management tool is equipped with full Layer 7 visibility, pre-deployment policy validation, as well as intent-based policy templates to help expedite policy creation and maintenance. Lastly, the cyber deception solution detects threats, proactively defends networks, and streamlines incident response.

**Key Officers:**
- Timothy Eades – CEO
- Roger Lian – Co-Founder and VP, Engineering
- Michael Shieh – Co-Founder and CTO
- Keith Stewart – VP, Product and Strategy
- Marc Woolward – CTO
- Mark Weatherford – SVP, Chief Cybersecurity Strategist

**Board of Directors:**
- Timothy Eades – CEO, vArmour
- Roger Lian – Co-Founder, vArmour
- Corey Mulloy – General Partner, Highland Capital Partners
- David Stevens – Investor
- Lane Bess – COO, Zscaler
- Pravin Vazirani – Venture Partner, Menlo Ventures
- Mohsen Moazami – GP, Columbus Nova Technology Partners
- Meg McCarthy – EVP of Ops, Aetna
- Gary Moore – Former President & COO, Cisco

**Headcount:** 80

**Open Positions:** 7
- U.S. based: 6
- International: 1
- Sales: 2
- Other: 5

**Competition:**
- Palo Alto Networks
- Illumio
- Check Point Software

**Total Funding:** $83M

**Key Investors:**
- Vanedge Capital
- Menlo Ventures
- Highland Capital Partners
- Allegis Capital
- Columbus Nova Technology Partners
- Citi Ventures
- Telstra Ventures
- Draper Nexus Ventures

*Source: Company website, all revenues are CY-18*
Cybersecurity, Data Management & IT Infrastructure

**VECTRA AI**

**Founded:** 2011  
**www.vectra.ai**  
**560 S. Winchester Blvd., Ste. 200**  
**San Jose, CA 95128**

**Revenue:** $25M-$50M  
**408.326.2034**

**Company Summary:** Vectra Networks uses its AI platform called Cognito which automates real-time threat detection and forensics to detect hidden attackers in workloads and user/IoT devices, enabling a secure cloud and data center. Partnering with security companies, such as Carbon Black, CrowdStrike, and Splunk, allows Vectra to offer a comprehensive security platform that focuses on monitoring and analyzing network traffic of IoT traffic. Vectra was recently positioned as the only visionary for Gartner's 2018 Magic Quadrant for Intrusion Detection and Prevention Systems (IDPS).

**Products/Services:** The Cognito platform is comprised of Cognito Recall and Cognito Detect. 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. The Cognito platform collects network metadata, logs, and cloud events, which are then analyzed and stored to reveal any hidden attackers. The platform has the capability to seamlessly integrate into any pre-existing 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
- Oliver Tavakoli – CTO
- Howie Shohet – CFO
- Kevin Moore – SVP, WW Field Operations
- Mike Banic – VP, Marketing
- Jason Kehl – VP, Engineering
- Kevin Kennedy – VP, Product Management
- Gerard Bauer – VP, EMEA Sales

**Board of Directors:**
- Hitesh Sheth – President & CEO, Vectra
- Charlie Giancarlo – CEO, Pure Storage
- Bruce Armstrong – OP, Khosla Ventures
- Kevin Dillon – Co-founder & MP, Atlantic Bridge
- Brad Gillespie – GP, IA Ventures
- Jim Messina – Founder & CEO, Messina Group
- Eric Wolford – Venture Partner, Accel Partners

**Headcount:** 170

**Open Positions:** 16
- U.S. based: 10
- International: 6
- Sales: 3
- Other: 13

**Competition:**
- Darktrace
- Cisco
- McAfee
- Trend Micro

**Total Funding:** $122.5M

**Key Investors:**
- Accel Partners
- Intel Capital
- Matrix Partners
- DAG Ventures
- AME Cloud Ventures
- Khosla Ventures
- IA Ventures
- Atlantic Bridge

*Source: Company website, all revenues are CY-18*
VENAFI

**Founded:** 2000
**Revenue:** $50M-$100M
**Website:** www.venafi.com
**Address:** 175 E 400 S, Suite 300
**City:** Salt Lake City, UT 84111

**Company Summary:** Venafi invented the technology that protects machine identities from access, forgery and theft by any wrongdoers. Humans use usernames and passwords as identities in the cyber world. Machines do not use user names and passwords, rather machine identities. Companies and governments spend ~$8B per year protecting user names and passwords, and still very little protecting machine identities. It is important to protect machine identities as enterprises rely on machine identities to secure communications on their networks used for every aspect of commerce, computing, and mobility. Cyber attackers are using compromised or forged machine identities, which are made up of keys and certificates, to break into private, encrypted communication so they can eavesdrop on sensitive digital communications, create their own encrypted tunnels on enterprise networks to hide malicious activities, install malware, and remove sensitive data while remaining undetected. Venafi is the cybersecurity market leader in machine identity protection, securing the machine identities every business and government depends on for secure machine-to-machine communication. Venafi has been growing subscription revenue by over 50% YOY while reaching cash flow breakeven, and customers include the top five U.S. health insurers, the top five U.S. airlines, four of the top five U.S. and UK banks, four of the top five U.S. retailers, and three of the top four audit firms.

**Products/Services:** The Venafi Platform protects machine identities by providing comprehensive visibility, intelligence, and automation for all types of machine identities including SSL/TLS, SSH, IoT and mobile devices. Venafi continuously assesses machine identity risks and uses intelligence-based automation to orchestrate rapid, corrective actions that improve the security and availability of machine identities at machine speed and scale. The Venafi Platform also includes out-of-the-box integrations with hundreds of third-party applications allowing organizations to integrate machine identity intelligence across their networks. The result is improved cybersecurity, reduced risk and comprehensive support for regulatory, legal and operational requirements.

**Key Officers:**
- Jeff Hudson – CEO
- Francois Delepine – CFO
- Elizabeth Ireland – CMO
- Christophe Culinne – VP, WW Field Operations
- Shivajee Samdarshi – VP, Engineering

**Board of Directors:**
- Jake Reynolds - TCV
- Bill Elmore – Founder & GP, Foundation Capital
- Skip Glass – Foundation Capital
- Ben Golub – former CEO of Docker
- Greg Butterfield – MP, SageCreek Partners
- Jeff Hudson – CEO, Venafi

**Headcount:** 230
**Open Positions:** 39
- U.S. based: 39
- International: 0
- Sales: 11
- Other: 28

**Key Investors:**
- TCV
- Foundation Capital
- Mercato Partners
- Next Equity Partners
- QuestMark Partners
- Intel Capital

**Competition:**
- Keyfactor
- AppviewX

**Total Funding:** $209M

**Source:** Company website, all revenues are CY-18
WANDERA

Founded: 2012  www.wandera.com  220 Sansome St., Suite 1400
Revenue: <$25M  415.935.3095  San Francisco, CA 94104

Company Summary: Founded in 2012, Wandera is a next-gen mobile security and endpoint data management platform, which aims to secure iOS, Android and Samsung devices. The company leverages machine learning to perform threat detection and deep application insights for any mobile device. Wandera allows its customers to effectively manage their mobile risk in a proactive manner through detection, protection and containment of attacks. It also provides visibility, control and compliance within mobile data management policy. Its unique and proprietary platform allowed Wandera to analyze 70 billion web requests and it grew its customer base by 90% in 2018.

Products/Services: Wandera has two key components to its platform, its mobile security solution and its data management offering. Mobile security offers multi-level protection through robust detection of vulnerabilities, quickly identifying data leaks, as well as stopping rogue file sharing and blocking risky content, to provide best of breed mobile security. For windows connected laptops, its data management offering allows enterprises to manage mobile data costs for employees’ mobile devices. The platform has caps and alerts while providing the capability to compress data in real time to cut data usage, as well as enforce policies related to roaming, in order to substantially reduce mobile costs.

Key Officers:
Eldar Tuvey – Co-founder & CEO
Roy Tuvey – Co-founder & President

Board of Directors:
Eldar Tuvey – Co-founder & CEO
Roy Tuvey – Co-founder & President
Andreas Weiskam – MD, Sapphire Ventures
Laurel Bowden – MD, 83North
Alex Ferrara – Partner, Bessemer Venture Partners
Adam Fisher – Partner, Bessemer Venture Partners
Erez Ofer – Founding Partner, 83North

Headcount: ~150
Open Positions: 35
U.S. based: 8
International: 27
Sales: 11
Other: 24

Source: Company website, all revenues are CY-18
WEBROOT

Company Summary: Webroot offers advanced network and endpoint protection, as well as threat intelligence to individual consumers and businesses. Its primary business is SMBs, and the company has seen growing demand for its products, and expects the SMB business to surpass the consumer business in 18 months. Partnering with over 9,000 managed service providers (MSPs), it is able to deliver its products efficiently and effectively. As a greater appreciation of the security threat to SMBs is realized, Webroot will continue to grow in the cybersecurity industry.

Products/Services: Webroot offers a multitude of different products such as FlowScape and SecureAnywhere for endpoint protection, network protection, and threat intelligence to consumers and businesses. Its next-generation, easy-to-use endpoint security product can be deployed in seconds, alongside with other security products or as a stand-alone product. The BrightCloud Threat Intelligence Platform constantly evaluates internet data, analyzing 95% of the internet up to three times per day. Webroot uses this data to drive its products. It is also highly recognized for its accuracy and reliability, and is licensed by over 50 other cybersecurity companies to develop their own solutions. Webroot acquired Cyberflow and Securecast, security analytic and awareness companies whose technologies will be incorporated into Webroot’s platform and products.

Key Officers:
Mike Potts – President & CEO
John Post – CFO
David Bennett – Chief Revenue Officer
Hal Lonas – CTO
Gary Hayslip – CISO
Chad Bacher – SVP, Product Strategy & Technology Alliances
Melanie Williams – VP, HR
Ryan Howe – General Counsel

Board of Directors:
Stan McKee – Former CFO, Electronic Arts
Quentin P. Gallivan – CEO, BlueJeans Network
Jake Reynolds – General Partner, TCV
Dick Williams – Former CEO, Webroot
General Peter Pace – Retired U.S. Marine Corp.
Mike Potts – President & CEO, Webroot

Headcount: 600
Open Positions: 21
U.S. based: 18
International: 3
Sales: 1
Other: 20

Source: Company website, all revenues are CY-18
WHITEHAT SECURITY

Founded: 2001
www.whitehatsec.com
1741 Technology Dr., Suite 300
San Jose, CA 95110

Revenue: $50M-$100M
408.343.8300

Company Summary: Named as a leader in Gartner’s Application Security Testing (AST) Magic Quadrant, WhiteHat Security approaches website security through the eyes of the attacker, by combining threat research professional services with a robust security testing SaaS platform. By staffing 160 people in its own dynamic threat research center, WhiteHat Security is able to validate vulnerabilities, perform research, and train developers on how to avoid coding vulnerabilities in future development.

Products/Services: WhiteHat Security’s flagship product, WhiteHat Sentinel, is a SaaS platform that enables businesses to quickly deploy an application vulnerability management program at any stage of a website’s development. Leveraging WhiteHat’s Threat Research Center, teams of expert attackers assess websites to identify and report weaknesses by using a four-step approach: asset identification, vulnerability management, reporting, and protection. WhiteHat also has a Static Application Security Assessment (SAST) solution as part of its platform, which scans the user’s entire source code and provides secure code to replace any faulty code that is discovered, using data from its Threat Research Center. The company also offers an enterprise source code app called SCA, which decomposes an app to identify its components and determine any vulnerabilities. In Sentinel, it includes mobile application security testing and computer-based training administered by its 91M collected attack vectors, archived from a scanner device.

Key Officers:
Craig Hinkley – CEO
Terry Murphy – CFO
Joseph Feiman – Chief Strategy Officer
Matthew Handler – Chief Revenue Officer
Kevin Flynn – SVP, Global Operations
Carla Wasko – VP, People, Places & Culture

Board of Directors:
Peter Arrowsmith – Investor, JMI
Craig Hinkley – CEO, WhiteHat Security
John Hall – MD, Horizon Ventures
Brian Mulvey – IT Team, Investor Growth Capital
Ho Nam – General Partner, Altos Ventures

Headcount: 340
Open Positions: 25
U.S. based: 18
International: 7
Sales: 4
Other: 21

Competition:
HP
IBM
Qualys
Veracode

Total Funding: $46M

Key Investors:
Altos Ventures
Garage Technology Ventures
Horizon Ventures
Investor Growth Capital
JMI Equity
Startup Capital Ventures

Source: Company website, all revenues are CY-18
WHITESOURCE SOFTWARE

Revenue: <$25M  212.203.0391  New York, NY 10016

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 it. Founded in 2011, 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. With revenue growth of 300% Y/Y for three consecutive years, WhiteSource is looking to make a presence in the emerging and rapidly-growing market.

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
Azi Cohen – Co-founder & VP, Worldwide Sales
Ilan Sidi – CFO
Gal Yaffe – CCO
Doron Cohen – VP, Engineering
Dan Gross – VP, Business Development
David Habusha – VP, Product
Maya Rotenberg – VP, Marketing

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

Headcount: 160
Open Positions: 22
U.S. based: 7
International: 15
Sales: 8
Other: 14

Competitors:
Synopsis
Sonatype

Total Funding: $46M

Key Investors:
83North
M12 Microsoft Ventures
SGE Susquehanna Growth Equity

Source: Company website, all revenues are CY-18
**ZEROFOX**

**Founded:** 2013  
**Revenue:** $25M-$50M  
**www.zerofox.com**  
**855.936.9369**  
**1834 S. Charles St.**  
**Baltimore, MD 21230**

**Company Summary:** Founded in 2013, 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 target businesses, brands and other security risks utilizing diverse data and intelligent analysis. With data from social media difficult to get in large amounts, ZeroFOX is uniquely able to build the largest database of the ever-changing threats to the social media and digital platforms.

**Products/Services:** With its ZeroFOX for Business platform, the company offers a handful of different solutions to help protect enterprises. Its services can secure and protect the overall enterprise, with executive and VIP protection, employee protection, brand protection and web and domain protection. The combination of all of these services can allow an enterprise to build a robust security posture around its digital platforms, protecting some of its most valuable assets. ZeroFOX also has three services, ZeroFOX OnWATCH, its managed service offering, Takedown-as-a-Service, to remediate threats, and ZeroFOX University to provide training for its platform.

**Key Officers:**  
James C. Foster – CEO  
Mike Price – CTO  
Tim Bender – CFO  
Hillary Herlehy – Chief People Officer  
Dr. Sam Small – Chief Security Officer  
Jen Meyer – VP, Customer Success  
Scott O’Rourke – VP, Global Sales  
Tim O’Rourke – VP, Marketing  
Evan Blair – VP, Channel Sales  
Chris Cullison – VP, Emerging Technologies

**Board of Directors:**  
James C. Foster – Chairman, ZeroFOX  
Lane Bess – Former CEO, Palo Alto Networks  
John Mike McConnell – Former Director, National Intelligence  
Todd Headley – Former CFO, SourceFire  
Peter Barris – Managing General Partner, NEA  
Corey Mulloy – GP, Highland Capital  
Alastair Cookson – GP, Redline

**Headcount:** ~200

**Open Positions:** 16  
U.S. based: 12  
International: 4  
Sales: 9  
Other: 7

**Competition:**  
Proofpoint  
RiskIQ  
Digital Shadows  
Twistlock

**Total Funding:** $100M

**Key Investors:**  
Core Capital Partners  
Genacast Ventures  
Redline Capital  
NEA  
Silver Lake Waterman  
Highland Capital Partners

Source: Company website, all revenues are CY-18
ZERTO

Founded: 2009  www.zerto.com  27-43 Wormwood St. #530
Revenue: >$100M  617.993.6331  Boston, MA 02210

Company Summary: Zerto offers enterprise-class disaster recovery and business continuity software for virtualized data centers and cloud environments. As enterprise organizations migrate applications to virtualized or cloud-based infrastructure, traditional array-based business continuity/disaster recovery solutions frequently become more complex and difficult to scale. However, Zerto’s hypervisor-based solution is optimized for a virtual paradigm and provides greater flexibility, better asset utilization, and reduced operational and maintenance costs providing enterprises true IT resilience. Its DRaaS business has served as a growth engine, allowing the company to obtain over 6,000 customers.

Products/Services: Zerto offers Disaster Recovery products on-premise and in the cloud – private, public or a hybrid of both. Its award-winning, hypervisor-based, replication software enables alignment for business continuity and disaster recovery plans with IT strategies. By using hypervisor-based data replication, businesses can reduce disaster recovery complexity and hardware costs and still protect mission-critical virtualized applications. Most recently, the company added multi-cloud data mobility capabilities to its platform.

Key Officers:
Ziv Kedem – Co-founder & CEO
Oded Kedem – Co-founder & Chief Architect
Gil Levonai – CMO
Ed Carter – Chief Revenue Officer
Roy Golding – CFO
Shlomi Oren – SVP, Engineering
Robert Strechay – SVP, Product
Avi Raichel – CIO
Liat Nachmani – SVP, Human Resources

Board of Directors:
Jacques Benkoski – Investor, USVP
Oded Kedem – Co-founder & Chief Architect, Zerto
Ziv Kedem – Co-founder & CEO, Zerto
Mark Leslie – MD, Leslie Ventures
Erez Ofer – Partner, Greylock Partners
Scott Tobin – General Partner, Battery Ventures
Ken Goldman – Former CFO, Yahoo!

Key Investors:
83North
Battery Ventures
CRV
Harmony Partners
IVP
RTP Ventures
U.S. Venture Partners

Total Funding: $130M

Competition:
EMC
IBM
NetApp
VMware
Veeam

Headcount: 500

Open Positions: 74
U.S. based: 33
International: 41
Sales: 9
Other: 65

Source: Company website, all revenues are CY-18
ZIMPERIUM

Founded: 2010
Revenue: $25M-$50M
www.zimperium.com
844.601.6760
4055 Valley View
Dallas, TX 75244

Company Summary: Founded in 2010, Zimperium is a leader in mobile security, with its platform offering real-time, on-device protection. It protects against both known and unknown threats on Android and iOS devices. 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. Zimperium’s best of breed performance has led the company to grow its bookings by >300% in 2018.

Products/Services: Zimperium’s core product is its z9 platform, which utilizes machine learning to protect mobile devices from known and unknown threats. It has four primary pillars of its platform: zIPS, its main on-device detection product; zIAP, its on-device app protection product; z3A, a cloud-based advanced application analysis tool; and zANTI, a real-world attack simulator. zIPS is able to dynamically detect threats, analyze the device behavior and then rapidly remediate when malicious activity is discovered. zIAP is able to inform an application when a device is under attack and is able to mitigate risks through various actions. Z3A provides holistic visibility into an enterprise’s mobile security posture, and zANTI audits an enterprise’s mobile security with a mobile pen testing toolkit.

Key Officers:
Shridhar Mittal – CEO
Tim Barker – CFO
Nitin Bhatia – Chief Product Officer
Michael Callahan – CMO
Eric Grotefeld – Chief Revenue Officer
John Michelsen – CTO
Jon Paterson – Chief Strategy Officer
Esteban Pellegrino – Chief Scientist

Board of Directors:
Zuk Avraham – Co-founder, 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: 130
Open Positions: 7
U.S. based: 7
International: 0
Sales: 2
Other: 5

Competition:
Lookout
Symantec

Total Funding: $60M

Key Investors:
Sierra Ventures
Samsung Ventures
Telstra Ventures
Warburg Pincus
SoftBank

Source: Company website, all revenues are CY-18
ANALYST BIOGRAPHIES

Erik Suppiger
Managing Director
esuppiger@jmpsecurities.com
415-835-3918

Erik Suppiger is a Managing Director and senior research analyst covering cybersecurity, communications infrastructure, and data management.

Prior to joining JMP, Mr. Suppiger was a managing director and senior analyst at Signal Hill Capital covering Internet infrastructure technology and services. He was previously a managing director and senior analyst at Pacific Growth Equities and a senior analyst at J.P. Morgan and its predecessor, Hambrecht & Quist, following the networking and security sectors. Early in his career, he focused on the communications sector as a member of the Deutsche Bank DMG Technology Group.

Mr. Suppiger ranked third among all stock pickers in the Software category of the 2014 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.

Patrick D. Walravens
Director of Technology Research
Senior Analyst, Software
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Pat Walravens joined JMP Securities in November 2001 and serves as Director of Technology Research and a Senior Research Analyst covering Software.

Prior to joining JMP, Mr. Walravens spent five years at Lehman Brothers, where he served as a Senior Research Analyst in the equities group and a Vice President in the Technology Investment Banking group. Previously, he practiced corporate law with the firm of Cooley Godward Kronish, where he represented emerging technology companies and venture capital investors.

Mr. Walravens ranked among the top three analysts in the software industry for stock picking, according to StarMine results published in Forbes in 2007. He is frequently quoted and interviewed by the media, including the Wall Street Journal, BusinessWeek, Forbes, CNBC, and Bloomberg.

Mr. Walravens received an MBA from the Anderson School of Management at UCLA and a JD from the UCLA School of Law, where he received Order of the Coif. He holds a BA in economics from Stanford University, where he served as an undergraduate teaching assistant in the computer science department.
Cybersecurity, Data Management & IT Infrastructure

Michael Berg, CFA  
Associate  
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Michael Berg is an Associate covering cybersecurity, data management, and networking vendors.

Mr. Berg joined JMP in 2017 after working in the three-person finance division with the CFO and VP of Finance at a biotech startup, Intarcia Therapeutics. While at Intarcia Therapeutics, Mr. Berg was responsible for analyzing departmental spend and preparing reports for senior management and the board. He also spearheaded a project to automate and modernize Intarcia’s expense tracking and analysis process.

Mr. Berg holds a B.S. in Finance from Cal Poly San Luis Obispo, and is a CFA charter-holder.

We would also like to thank our intern Trevor LaViale for his significant contribution to the Elite 80.
## COVERED COMPANIES MENTIONED

<table>
<thead>
<tr>
<th>Company</th>
<th>Ticker</th>
<th>Rating</th>
<th>Price Target</th>
<th>Analyst</th>
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<tbody>
<tr>
<td>Alphabet Inc.</td>
<td>GOOGL</td>
<td>MO</td>
<td>$1,375</td>
<td>Ronald Josey</td>
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<td>Amazon</td>
<td>AMZN</td>
<td>MO</td>
<td>$2,050</td>
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<td>Arista Networks</td>
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<td>MO</td>
<td>$315</td>
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<td>MP</td>
<td>NA</td>
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<td>Cisco</td>
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Market Perform (MP): JMP Securities expects the stock price to perform in line with relevant market indices over the next 12 months.
Market Underperform (MU): JMP Securities expects the stock price to underperform relevant market indices over the next 12 months.

JMP Securities Research Ratings and Investment Banking Services: (as of February 12, 2019)

<table>
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<tr>
<th>JMP Rating</th>
<th>Regulatory Equivalent</th>
<th># Co’s Under Coverage</th>
<th>% of Total</th>
<th>Regulatory Equivalent</th>
<th># Co’s Under Coverage</th>
<th>% of Total</th>
<th># Co’s Receiving IB Services in Past 12 Months</th>
<th>% of Co’s With This rating</th>
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<td>MARKET OUTPERFORM</td>
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<td>58.33%</td>
<td>BUY</td>
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<td>7.38%</td>
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<td>19.35%</td>
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<td></td>
<td>0</td>
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<td>0</td>
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<tr>
<td>TOTAL:</td>
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<td>420</td>
<td>100%</td>
<td></td>
<td>420</td>
<td>100%</td>
<td>94</td>
<td>22.38%</td>
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Stock Price Chart of Rating and Target Price Changes:
Note: First annotation denotes initiation of coverage or 3 years, whichever is shorter. If no target price is listed, then the target price is N/A. In accordance with NASD Rule 2711, the chart(s) below reflect(s) price range and any changes to the rating or price target as of the end of the most recent calendar quarter. The action reflected in this note is not annotated in the stock price chart. Source: JMP Securities.
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