

ELITE 80

THE HOTTEST PRIVATELY HELD CYBERSECURITY AND IT INFRASTRUCTURE COMPANIES



Copyright: Shutterstock/Paopano

Erik Suppiger
Esuppiger@impsecurities.com
(415) 835-3918

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



TABLE OF CONTENTS

Executive Summary4
Funding Trends5
Index by Venture Capital Firm11
Aqua Security15
Arctic Wolf16
Armis17
Armor.....18
Aryaka19
Backblaze.....20
Balbix.....21
BeyondTrust.....22
BitSight Technologies.....23
Bugcrowd24
CloudCheckr.....25
Checkmarx26
ClearDATA27
Cloudian28
Clumio29
Code42.....30
Cofense31
Cohesity32
ConnectWise.....33
Contrast Security.....34
Cybereason35
Darktrace.....36
Digital Guardian.....37
Digital Shadows.....38
Digital.ai.....39
Dragos.....40
Druva.....41
Esentire42
Exabeam43
ExtraHop44
Flashpoint.....45
FireMon46
Fortress47
Flexera48
Guardicore.....49
GoSecure.....50

HackerOne	51
iBoss.....	52
Illumio.....	53
Illusive	54
Immersive Labs	55
Imperva	56
Imprivata.....	57
IntSights	58
Karamba Security.....	59
Keyfactor	60
Lookout.....	61
Malwarebytes	62
Mission Secure.....	63
Netskope	64
Nozomi Networks	65
OneTrust	66
Optiv	67
Qumulo.....	68
Recorded Future	69
RedSeal.....	70
RiskIQ.....	71
Rollbar	72
Rubrik	73
SecurityScorecard	74
SentinelOne.....	75
Siemplify.....	76
Skybox Security.....	77
Smarsh	78
Snyk	79
Synack.....	80
Sysdig.....	81
Tanium	82
Tempered.....	83
vArmour.....	84
VAST Data	85
Vectra AI.....	86
Venafi	87
Veracode.....	88
Wandera.....	89
WatchGuard	90
Weka.....	91

WhiteSource Software.....	92
ZeroFOX.....	93
Zimperium	94
Analyst Biographies.....	95

EXECUTIVE SUMMARY

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

For our cover, we selected a photo of planet earth covered in a surgical face mask. The image is intended to symbolize the profound impact the COVID-19 pandemic had on all aspects of life around the globe in 2020. As we publish this report, the virus has infected more than 130 million people globally, representing more than 1.5% of the world's population, and the fatality rate exceeds 2%. In the United States, COVID-19 has infected more than 30 million people, representing more than 9% of the population. The economic impact has been harsh, with the U.S. GDP declining 3.5% in 2020, the worst decline since 1946, just after WWII ended. The U.S. unemployment rate increased from a 50-year low of 3.5% in February 2020 to a high of 15% in April 2020, the highest rate since the Great Depression.

When the pandemic first gripped the nation and the world, the level of uncertainty was unlike any environment businesses had seen in generations. The outlook for small businesses in particular was ominous given they typically lack the financial stability and customer relationships that larger, more-established businesses leverage in difficult times. However, across segments of the economy, particularly in IT markets, leadership, vision, and innovation proved far more powerful than the economic headwinds of the pandemic. As it turned out, the pandemic was a tremendous catalyst for the adoption of digital transformation and organizations urgently demanded next-generation technologies to enable their transformation journeys. Given the sudden acceleration in digital transformation, emerging vendors that leveraged thought leadership with differentiated technology gained significant advantage over legacy competitors. Accordingly, the vendors with vision and execution, including most of the vendors in our Elite 80 report, doubled down on their product roadmaps and sales footprints. Those that were astute enough to recognize the opportunity and could capitalize on differentiated technologies not only positioned themselves to survive the pandemic but to take market share and bolster their leadership positions.

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 personally spoke with 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 and IT environments are evolving so rapidly that the need for innovation is accelerating as traditional approaches are deemed inadequate for new business models.

We hope you enjoy the fruits of our research and we welcome your feedback.

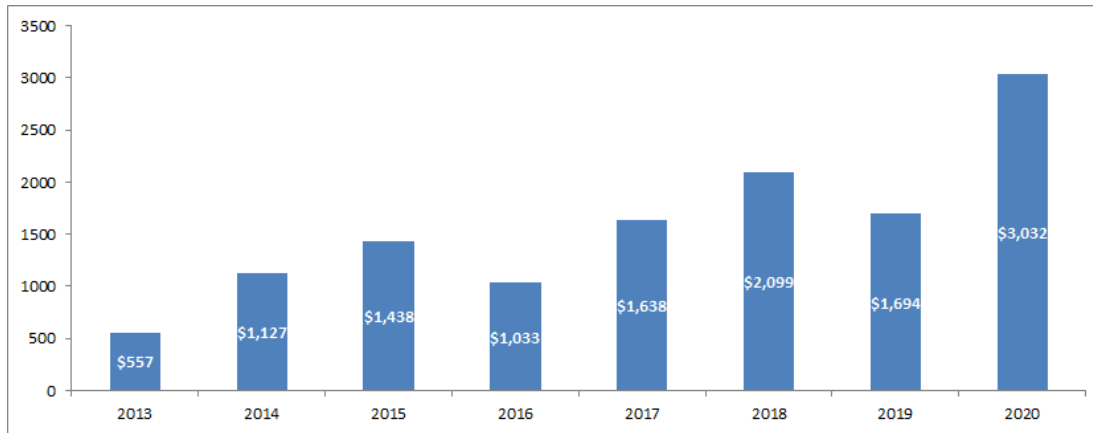
Erik Suppiger

FUNDING TRENDS

Funds Raised

In total, our Elite 80 companies raised ~\$3,032 million in 2020, \$1,336M of which came from 23 new companies that replaced names from last year. The remaining \$1,714 million was raised by 57 companies that were included in last year's report. The total funding is significantly up from our prior peak in 2018, when our selected group of companies raised \$2,099 million. We note 87% of the 2020 funding in our report came from 10 companies with mega-raises ranging from \$100M to \$500M.

FIGURE 1. Elite 80 Fundraising, 2013-2020 (\$ in millions)



Source: Company reports, crunchbase.com

In 2020, total U.S. venture financing achieved an annual record investment level. However, the number of deals in 2020 declined from 2019 after volumes slowed in 2H19 and remained relatively flat from 4Q19 through 4Q20. Thus, while funding was up 14% Y/Y at \$130B, the annual deal volume was down 9% Y/Y. Further, this points to the record number of 318 mega-rounds (\$100M or more) in 2020, which equated to 49% of total U.S. venture financing in 2020.

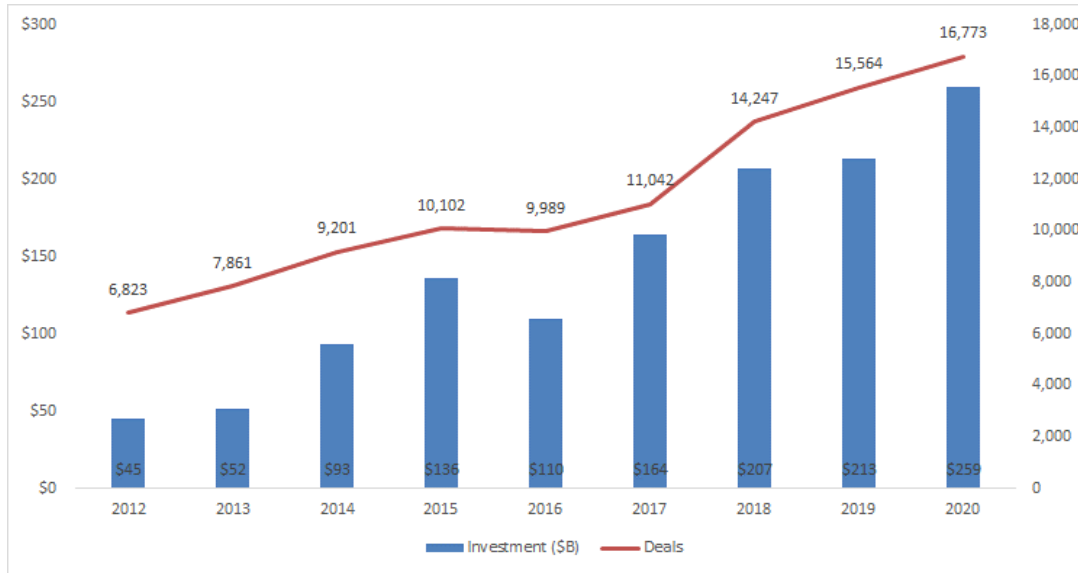
FIGURE 2. Quarterly U.S. Fundraising Trends 2019-2020 (\$ in millions)



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

Looking at global fundraising by year, fundraising has grown significantly since 2012, reaching peak levels in 2020. We note that globally, 4Q20 saw sequential increases in funding of 11% contrasted with flat sequential growth for U.S. venture financing in 4Q20.

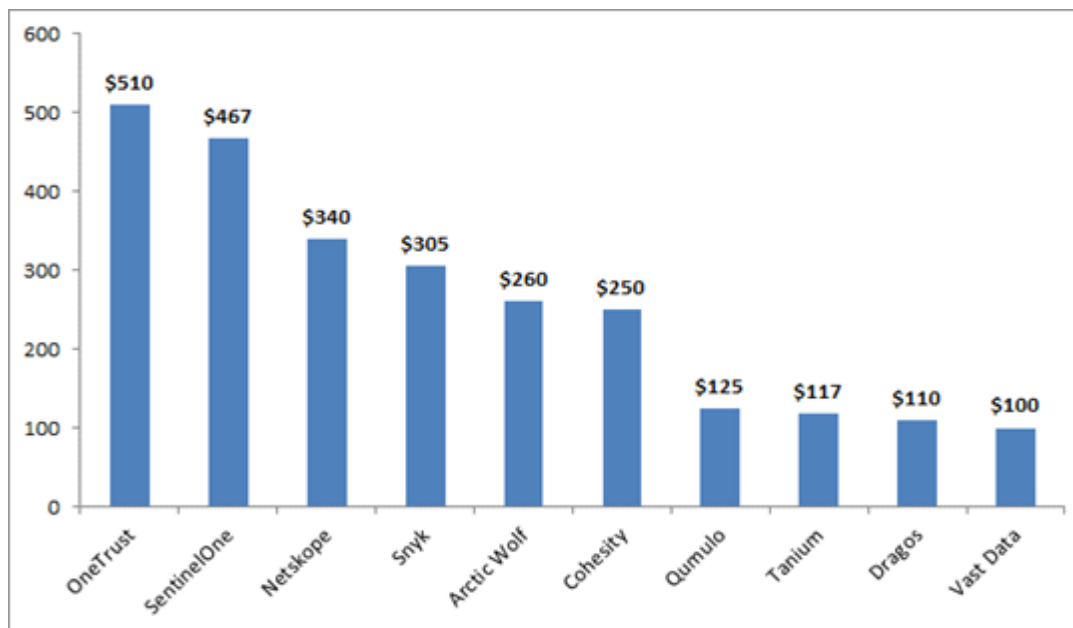
FIGURE 3. Global Fundraising Trends, 2012-2019 (\$ in millions)



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

There were a handful of mega capital raises for our Elite 80 companies. Figure 4 shows the 10 largest amounts raised by our Elite 80 companies in 2020.

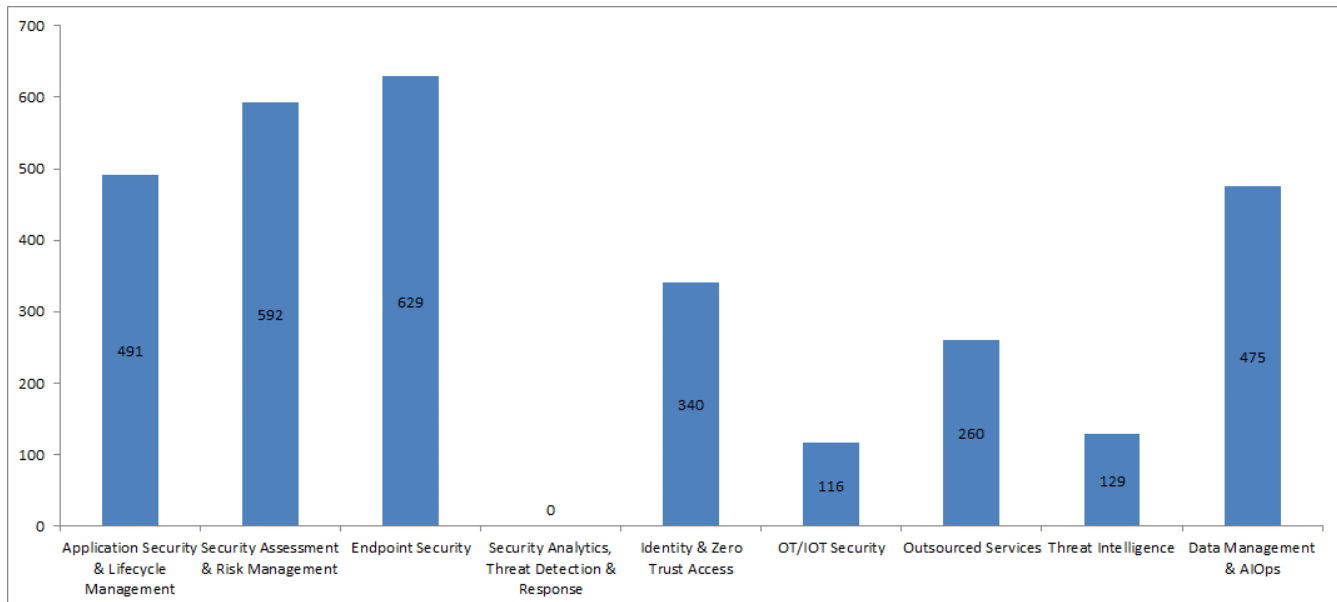
FIGURE 4. Ten Largest Amounts Raised by the Elite 80 in 2020 (\$ in millions)



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

As far as fundraising by category, security companies in our Elite 80 report raised \$2,122 million in 2020 and data management & AIOps companies raised \$475 million. For a more granular view, we have segmented our Elite 80 companies into nine categories, including: 1) endpoint security; 2) threat intelligence; 3) application security and lifecycle management; 4) security assessment and risk management; 5) security analytics, threat detection, and response; 6) identity and zero trust access; 7) OT/IOT security; 8) outsourced services; and 9) data management & AIOps. In 2020, within our Elite 80 group, companies raised \$491M in application security and lifecycle management, \$592M in security assessment and risk management, \$629M in endpoint security, \$0M in security analytics, threat detection, and response, \$340M in identity and zero trust access, \$116M in OT/IOT Security, \$260M in outsourced services, \$129M in threat intelligence, and \$475M in Data Management & AIOps. See Figure 5 for the breakout.

FIGURE 5. 2020 Funding by Category (\$ in millions)



Source: JMP Securities LLC and Company Reports

FIGURE 6. Company Distribution by Category

Security			
Endpoint Security	Threat Intelligence	Application Security & Lifecycle Mgmt	Security Assessment & Risk Management
Code42	Digital Shadows	Aqua Security	Balbix
Cybereason	Flashpoint	Armor	BitSight
Digital Guardian	IntSights	CheckMarx	BugCrowd
GoSecure	Recorded Future	Contrast Security	Fortress
Lookout	RiskIQ	Digital.ai	HackerOne
Malwarebytes	ZeroFox	Flexera	One Trust
SentinelOne		Imperva	RedSeal
Tanium		Rollbar	SecurityScorecard
Wandera		Snyk	Skybox Security
Zimperium		Sysdig	Synack
		vArmour	
		Veracode	
		Whitesource	
Security Analytics, Threat Detection & Response	Identity & Zero Trust Access	OT/IOT Security	Outsourced Services
Darktrace	Beyond Trust	Armis	Arctic Wolf
Exabeam	Guardicore	Dragos	Cofense
ExtraHop	iBoss	Karamba Security	Connectwise
Firemon	illumio	Mission Secure	eSentire
Illusive	Imprivata	Nozomi Networks	Immersive Labs
Siemplify	Keyfactor		Optiv
Vectra AI	Netskope		
Watchguard	Tempered Networks		
	Venafi		
Data Management & AIOps			
Aryaka	Cohesity		
Backblaze	Druva		
ClearDATA	Qumulo		
Cloudcheckr	Rubrik		
Cloudian	Smash		
Clumio	Vast Data		
	Weka.io		

Source: JMP Securities LLC and Company Reports

Revenue Range

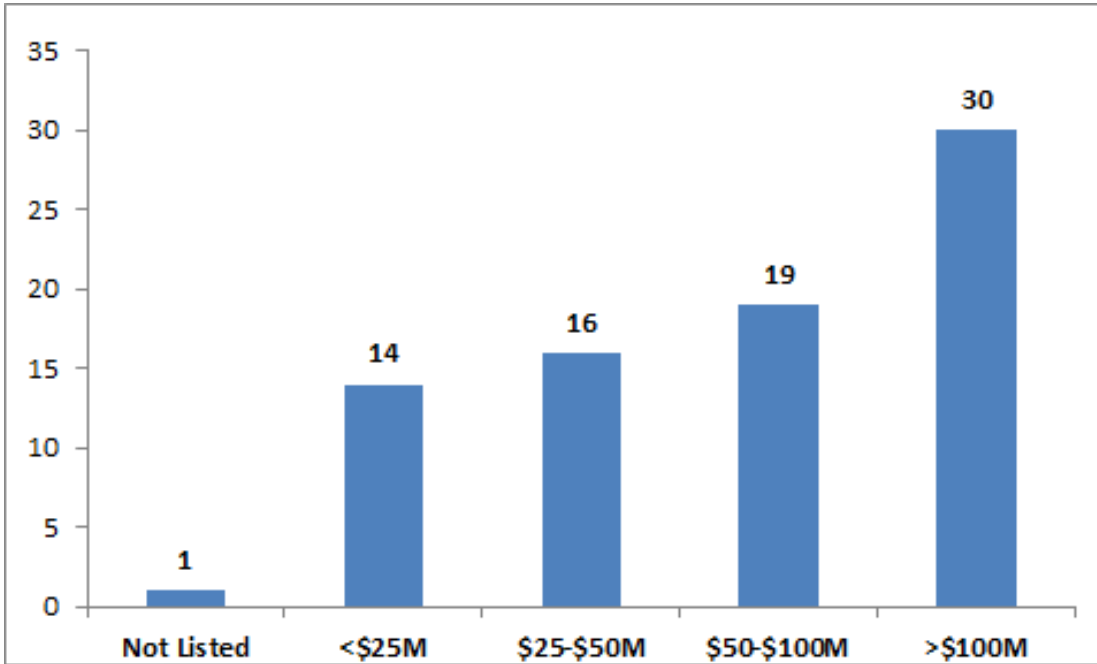
For each of our Elite 80 companies, we have included an estimate of 2020 revenues in the ranges of <\$25 million, \$25-\$50 million, \$50-\$100 million, and >\$100 million. Many of our Elite 80 companies are SaaS companies with rapid growth, thus billings can be much higher than revenues.

FIGURE 7. Elite 80 Companies by Revenue Range

>\$100 million	\$50-\$100 million	\$25-\$50 million	<\$25 million	Not Listed
Arctic Wolf	Arayaka	Armis	Aqua	Connectwise
Beyond Trust	Armor	Bugcrowd	Balbix	
Checkmarx	BackBlaze	Cloudcheckr	Clumio	
Code42	BitSight Technologies	Cloudian	Dragos	
Cohesity	ClearDATA	Contrast Security	Fortress	
Cybereason	Cofense	Digital Shadows	Illusive Networks	
Darktrace	Digital Guardian	Flashpoint	Immersive Labs	
Digital.ai	eSentire	Guardicore	Karamba Security	
Druva	FireMon	IntSights	Keyfactor	
Exabeam	GoSecure	Nozomi	Mission Secure	
ExtraHop	HackerOne	SecurityScorecard	Rollbar	
Flexera	iboss	Sysdig	Siemplify	
Illumio	RedSeal	vArmour	Tempered	
Imperva	RiskIQ	Wandera	WekaIO	
Imprivata	Skybox Security	WhiteSource Software		
Lookout	Snyk	Zimperium		
Malwarebytes	Synack			
Netskope	Vectra AI			
OneTrust	ZeroFOX			
Optiv				
Qumulo				
Recorded Future				
Rubrik				
SentinelOne				
Smarsh				
Tanium				
Vast Data				
Venafi				
Veracode				
Watchguard				

Source: JMP Securities LLC and Company Reports

FIGURE 8. Number of Elite 80 Companies by Revenue Range



Source: JMP Securities LLC and Company Reports

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

INDEX BY VENTURE CAPITAL FIRM

83North

Guardicore
Siemplify
VAST Data
Wandera
WhiteSource Software

Accel

Code 42
Cohesity
Illumio
Lookout
Netskope
SentinelOne
Snyk
Sysdig
Vectra AI

Accomplice VC

Recorded Future

Acero Capital

Contrast Security

Activate Capital

Nozomi Networks

Adams Street Partners

Arctic Wolf
Cofense

Addition

Snyk

Albert Azout

Rollbar

Alkeon

Snyk

Allegis Capital

Dragos
Synack
vArmour

Altimeter Capital

Clumio

AME Cloud Ventures

Vectra AI

Andreessen Horowitz

ExtraHop
Illumio
Lookout
Tanium

Arjun Sethi

Rollbar

Asgent

Karamba Security

Aspect Ventures

Exabeam

Atlantic Bridge

Vectra AI

Atlassian Ventures

Snyk

AXA Venture Partners

Contrast Security
SecurityScorecard

B Capital Group

Synack

Bain Capital Ventures

Rollbar
Rubrik
Sysdig

Base Partners

Netskope

Battery Ventures

Cohesity
Contrast Security
Guardicore
RiskIQ

Benchmark Capital

HackerOne
Skybox Security

Bessemer Venture Partners

Illusive Networks
Wandera

Blackbird Ventures

Bugcrowd

Blackrock

Lookout
Snyk

BlackRock Funds

Cofense
Illumio

BlackRock Private Equity Partners

Qumulo

Blackstone

IntSights
Optiv

Bloomberg Beta

Flashpoint

Blue Bear Capital

Mission Secure

Blue Cloud Ventures

Druva

Blumberg Capital

IntSights

Boldstart Ventures

SecurityScorecard
Snyk

Brookfield Asset Management

Armis

Brookline Venture Partners

Digital Guardian

BYU Cougar Capital

Dragos

C5 Capital

Synack

Canaan Partners

Dragos
Snyk

CapitalG

Armis

Capri Ventures

Siemplify

Chevron Technology Ventures

Mission Secure

Cisco Investments

Cohesity
Exabeam
Flashpoint
Illusive Networks

Citi Ventures

Illusive Networks
Tanium
vArmour

Claltech

Guardicore

ClearSky Security

IntSights

Coatue

Snyk

Coatue Management

OneTrust

Columbus Nova Technology Partners

vArmour

Comcast Ventures

BitSight Technologies

Commonfund

VAST Data

Commonwealth Capital Ventures

BitSight Technologies

Core Capital Partners

ZeroFOX

Costanoa Ventures

Bugcrowd

Cota Capital

Rollbar

CRV

Cybereason

CVC Capital Partners

Skybox Security

Cyber Mentor Fund

Dragos

DAG Ventures

Vectra AI

Data Collective

Illumio
SentinelOne

DataTribe

Dragos

Dell Technologies Capital

Druva
VAST Data

Deutsche Telekom Capital Partners

Aryaka

Dragonair Investment Group

HackerOne

Draper Nexus Ventures

vArmour

EDBI

Druva
GoSecure

Edison Partners

eSentire

Emerson Ventures

Dragos

Energize

Nozomi Networks

Energy Impact Partners

Dragos

Energy Innovation Capital

Mission Secure

EQT Ventures

HackerOne

Evolution Equity Partners

SecurityScorecard

Excel Venture Management

ClearDATA

Fairhaven Capital Partners

Digital Guardian
GoSecure

Fidelity

Cloudian

INDEX BY VENTURE CAPITAL FIRM

Fidelity Management Company

Malwarebytes

First State Super

Bugcrowd

Flare Capital Partners

ClearDATA

Fluid Capital Group

Tempered

Flybridge Capital Partners

BitSight Technologies

Fontinalis Partners

Karamba Security

Formation 8

Illumio

Forward Investments

Nozomi Networks

Foundation Capital

Cohesity

Founders Equity Partners

Dragos

Francisco Partners

BeyondTrust

Watchguard

Frank Sloatman

Rubrik

Franklin Templeton

Snyk

Franklin Templeton Investments

Tanium

G20 Ventures

Siemplify

Gemini Israel Ventures

Weka.IO

Genacast Ventures

ZeroFOX

General Catalyst

Contrast Security

Illumio

General Electric Pension Trust

Digital Guardian

General Motors Ventures

Keyfactor

Generation Ventures

Keyfactor

Geodesic Capital

Netskope

Snyk

Tanium

Georgian

Armis

Georgian Partners

eSentire

Flashpoint

Georgian Ventures

RiskIQ

GGV Capital

BitSight Technologies

Nozomi Networks

Synack

Glilot Capital Partners

IntSights

Globespan Capital Partners

BitSight Technologies

Glynn Capital

Sysdig

Goldman Sach Private Capital Investing

Aryaka

Goldman Sachs

Cloudian

GoSecure

iboss

Immersive Labs

Lookout

Sysdig

VAST Data

Golub Capital

Digital Guardian

Granite Hill Capital Partners

SentinelOne

Greenfield Capital Partners

Guardicore

Greenfield Partners

VAST Data

GreenSpring Associates

Aqua Security

Greycroft

Flashpoint

Greylock Partners

Rubrik

Siemplify

Synack

GV

Cohesity

SecurityScorecard

Snyk

Synack

HCSC Ventures

ClearDATA

Hercules Capital

Druva

ZeroFOX

Heritage Group

ClearDATA

Hewlett Packard Pathfinder

Cohesity

Weka.IO

Highland Capital Partners

Malwarebytes

Qumulo

vArmour

ZeroFOX

Hiten Shah

Rollbar

HLM Venture Partners

ClearDATA

Hostplus

Bugcrowd

Hoxton Ventures

Darktrace

HPE

Synack

Humana

ClearDATA

IA Ventures

Vectra AI

Icon Ventures

Exabeam

Synack

ICONIQ Capital

Netskope

Ignition Partners

Tempered

Index Ventures

Clumio

Lookout

Industry Ventures

Bugcrowd

Digital Shadows

Innovation Endeavors

Illusive Networks

Innovation Network Corporation of Japan

Cloudian

Insight Partners

Armis

OneTrust

Insight Venture Partners

Aqua Security

Checkmarx

Darktrace

Keyfactor

Recorded Future

SentinelOne

Sysdig

Institutional Venture Partners

Tanium

Intel

Synack

Intel Capital

Cloudian

SecurityScorecard

ZeroFOX

InterWest Partners

Aryaka

Investcorp

Optiv

Invoke Capital

Darktrace

Ion Asset Management

Aqua Security

IQT

Nozomi Networks

Ireland Strategic Investment Fund

Vectra AI

IVP

Rubrik

J.P. Morgan

Illumio

JC2 Ventures

Balbix

Jerry Yang

Illumio

JMI Equity

Code 42

John Chambers

Rubrik

John W. Thompson

Illumio

Rubrik

Jump Capital

Flashpoint

Siemplify

K1 Investment Management

Smash

K2 Intelligence

Flashpoint

Kevin Milden

Lookout

Khosla Ventures

Lookout

Rubrik

Vectra AI

KKR

Darktrace

Optiv

INDEX BY VENTURE CAPITAL FIRM

Kleiner Perkins

Qumulo

KPCB

Synack

Leaders Fund

Flashpoint

Leslie Ventures

Clumio

Level Equity

CloudCheckr

Level.VC

Rollbar

Liberty Global

BitSight Technologies

Liberty Mutual

Karamba Security

Lightspeed

Aqua Security

Lightspeed Venture Partners

Exabeam

Netskope

Rubrik

Skybox Security

LLR Partners

Digital Guardian

Lux

Nozomi Networks

M12

Aqua Security

Contrast Security

Illusive Networks

Synack

WhiteSource Software

M13 Ventures

CloudCheckr

Macquarie Capital & R/GA Ventures

Mission Secure

Madrona

Qumulo

Madrona Venture Group

ExtraHop

Marc Benioff

HackerOne

Illumio

Mark Leslie

Rubrik

Marker LLC

Illusive Networks

MassMutual Ventures

Digital Guardian

RiskIQ

Mayfield

Balbix

Mellanox Technologies

Weka.IO

MemorialCare Innovation Fund

ClearDATA

Menlo Ventures

BitSight Technologies

vArmour

Merck Global Health Innovation Fund Northern Light Venture capital

ClearDATA

Meritech Capital Partners

ExtraHop

Mind the Bridge

Sysdig

Mitsubishi UFJ Capital

Skybox Security

Mitsui Global Investment

GoSecure

Mohr Davidow Ventures

Aryaka

Moody's

SecurityScorecard

Morgan Stanley Expansion Capital

Cohesity

MTS Fund

Sysdig

Mubadala Ventures

Balbix

NaHCO3

HackerOne

Naiot Venture Accelerator

Checkmarx

National Australia Bank

Digital Shadows

National Grid Partners

Dragos

RiskIQ

NEA

Illusive Networks

ZeroFOX

New Enterprise Associates

Code 42

HackerOne

Next47

Digital Guardian

GoSecure

VAST Data

NextEquity Partners

SentinelOne

Nexus Venture Partners

Aryaka

Druva

NGP Capital

SecurityScorecard

NightDragon Security

vArmour

Nissho Electronics

Vectra AI

Northern Light Venture capital

Qumulo

Northleaf Capital Partners

eSentire

Norwest

VAST Data

Norwest Venture Partners

ClearDATA

Exabeam

Weka.IO

Not Available

Fortress

Not Listed

FireMon

NSF

BitSight Technologies

NTT Finance Corp.

Druva

Nvidia

VAST Data

Weka.IO

Octopus Ventures

Digital Shadows

Ofer Hi-Tech

Checkmarx

OnPoint Technologies

GoSecure

Ontario Teacher's Pension Fund

Flexera

Orlos Venture Partners

Druva

Paladin Capital Group

Bugcrowd

Karamba Security

Pamplona Capital Management

Cofense

Partech Partners

Guardicore

Passion Capital

Digital Shadows

Planven

Nozomi Networks

Presidio Ventures

Aryaka

Karamba Security

Providence Equity Partners

Skybox Security

Qualcomm Ventures

Weka.IO

Qumra Capital

Guardicore

IntSights

Rally Capital

Tempered

Rally Ventures

Bugcrowd

Razor's Edge Ventures

GoSecure

Redline Capital

ZeroFOX

Redpoint

SentinelOne

Redpoint Ventures

Arctic Wolf

Rembrandt Venture Partners

Skybox Security

Resolute Ventures

Rollbar

Ricardo Di Blasio

Sysdig

Ridge Ventures

Tempered

Riverwood Capital

Druva

SecurityScorecard

Salesforce Ventures

Bugcrowd

Checkmarx

Snyk

Samsung Venture Investment Corporation

Darktrace

Samsung Ventures

Zimperium

Sands Capital Ventures

Snyk

SAP National Security Services

GoSecure

Sapphire Ventures

Exabeam

Netskope

Wandera

Saudi Aramco Energy Ventures

Dragos

INDEX BY VENTURE CAPITAL FIRM

Schweitzer Engineering Laboratories

Dragos

Seagate

Weka.IO

Sequoia Capital

Cohesity

Druva

Netskope

SecurityScorecard

SGE Susquehanna Growth Equity

WhiteSource Software

SharesPost Investment Management

Lookout

Shlomo Kramer

Exabeam

Siemens Financial Services

Digital Guardian

Sierra Ventures

Zimperium

Signatures Capital

Rollbar

Silver Lake

Vectra AI

Silver Lake Waterman

ZeroFOX

Sinewave Ventures

SentinelOne

Singtel Innov8

Balbix

BitSight Technologies

GoSecure

Synack

Social Capital

Netskope

SoftBank

Cohesity

Cybereason

Zimperium

Sonae IM

Arctic Wolf

Sound Ventures

SentinelOne

Spark Capital

Cybereason

Split Rock Partners

Code 42

Spring Lake Equity Partners

Illusive Networks

ST Telemedia

Armor

Stephens Group, LLC

Armor

Storm Ventures

Digital Shadows

Stripes

Snyk

Summit Partners

Darktrace

Immersive Labs

RiskIQ

Susquehanna Growth Equity

Skybox Security

Sutter Hill Ventures

Clumio

Sverica Capital

Optiv

T. Rowe Price

Lookout

Tanium

TA Associates

Flexera

TCV

ExtraHop

OneTrust

Vectra AI

TechOperators

Flashpoint

Telefonica

Nozomi Networks

Telstra Ventures

Cofense

vArmor

Zimperium

Temasek

Snyk

Tenaya Capital

Druva

TenEleven Ventures

Darktrace

Digital Shadows

GoSecure

The CID Group

Weka.IO

The Circumference Group

Armor

The Glenrock Group

Karamba Security

The Westly Group

SentinelOne

Third Point Ventures

Aryaka

SentinelOne

Thoma Bravo

ConnectWise

Imperva

Imprivata

Venafi

Veracode

Tiger Global Management

SentinelOne

Snyk

TLV Partners

Aqua Security

TMT Investments

BackBlaze

Tola Capital Management

IntSights

TPG

Digital.ai

Guardicore

Tanium

Triangle Peak Partners

Bugcrowd

Trilogy Ventures

Lookout

Trinity Ventures

Aryaka

Digital Shadows

Two Sigma Ventures

SecurityScorecard

University of Virginia

Mission Secure

Unusual Ventures

Arctic Wolf

UpWest Labs

SentinelOne

Valor Equity Partners

HackerOne

Vanedge Capital

vArmor

Vector Capital

Digital.ai

Viking Global Investors

Arctic Wolf

Druva

Vintage Investment Partners

SentinelOne

Viola Ventures

Skybox Security

Vitruvian Partners

Darktrace

Warburg Pincus

BitSight Technologies

Contrast Security

eSentire

Zimperium

Wellington Management

Lookout

Tanium

Western Digital

Weka.IO

Wing Venture Capital

Synack

Wipro Ventures

IntSights

Vectra AI

World Innovation Lab

Digital Shadows

WRVI Capital

Weka.IO

YL Ventures

Karamba Security



Aqua Security

Founded: 2015
Revenue: <\$25M

www.aquasec.com
 781.362.4787

800 District Avenue, Suite 510
 Burlington, MA 01803

Company Summary: With a mission to provide fluid security at the speed of DevOps, Aqua Security is a cloud-native security platform securing builds, workloads, and infrastructure alike across the full technology stack including cloud, virtual machines, containers/kubernetes, and serverless environments. With a shift-left approach to security ingrained in the platform, customers are able to securely accelerate application development to production and eliminate roadblocks along their digital transformation journey. Aqua’s notable customers include 5 of the top 10 world banks and the company has doubled its paid accounts in 2020 with a half dozen customers in excess of \$1M USD ARR.

Products/Services: The three primary use cases for the Aqua cloud native security platform include DevOps automation, compliance, and security modernization. In addition to securing the widest array of cloud workloads, the platform also includes vulnerability scanning, threat detection and analysis, cloud security posture management, and integrations with broadly leveraged security tools (such as SIEM, CI/CD, orchestrators, etc.).

Key Officers:

- Dror Davidoff – Co-founder & CEO
- Amir Jerbi – Co-founder & CTO
- Shahar Man – VP, R&D
- Andy Feit – VP, Go-to-Market
- Ziv Oren – Chief Delivery Officer
- Rani Osnat – VP, Strategy & Product
- Dafna Gruber – CFO
- Jeff Ginter – VP, Sales

Competition:

- Sysdig
- StackRox
- Palo Alto Networks (Twistlock)
- DataDog
- Prometheus

Total Funding: \$265M

Key Investors:

- TLV Partners
- M12
- Lightspeed
- Insight Venture Partners
- GreenSpring Associates
- Ion Asset Management

Board of Directors:

Not Disclosed

Headcount: 300

Open Positions: 43

- U.S. based: 12
- International: 31
- Sales: 8
- Other: 35

Source: Company website, all revenues are CY-20



Arctic Wolf



Founded: 2012
Revenue: >\$100M

www.arcticwolf.com
 888.272.8429

8939 Columbine Rd, Suite 150
 Eden Prairie, MN 55347

Company Summary: Arctic Wolf's mission is to provide security services for its customers so effectively that both the likelihood and impact of a cyberattack is minimized to the point where risk is essentially zero, thereby ending cyber risk. The company leverages ownership of a technology platform along with a security team to provide monitoring, detection, and response, as well as ongoing risk management. Arctic Wolf has approximately doubled its business annually in recent years, which it expects to sustain, and it has subscription gross margins growing from the 70% to 80% range. Initially, the company started in smaller enterprise markets, but now it increasingly services larger customers and has expanded to over 2,000 total customers with an average NPS score greater than 60. Additionally, the organization will continue to develop the partner ecosystem as currently the business is 100% channel-driven.

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

Key Officers:

- Brian NeSmith – Co-founder & CEO
- Nick Schneider – President
- Gregor McCole – CFO
- Dan Larson – Senior VP, Marketing
- Michael Morissey – Senior VP, R&D
- Mark Manglicmot – VP, Security Services

Board of Directors:

- John Vironis – Co-founder & Managing Partner, Unusual Ventures
- Allen Beasley – Partner, Redpoint Ventures
- Fred Wang – General Partner, Adams Street Partners
- Brian NeSmith – CEO, Arctic Wolf
- Carlos Alberto Silva – Executive Director, Sonae IM

Headcount: 600

Open Positions: 65

- U.S. based: 39
- International: 26
- Sales: 5
- Other: 56

Competition:

- Alert Logic
- CrowdStrike
- Cybereason
- Digital Guardian
- eSentire
- FireEye
- GoSecure
- SentinelOne

Total Funding: \$348M

Key Investors:

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

Source: Company website, all revenues are CY-20

Arctic Wolf Security Operations

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

- Managed Detection and Response**
Quickly detect, respond, and recover from advanced threats.
- Managed Risk**
Discover, benchmark, and harden your environment against vulnerabilities.
- Managed Cloud Monitoring**
Identify, monitor and simplify the security of cloud infrastructure services.



Armis

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

www.armis.com
 888.452.4011

300 Hamilton Avenue Suite 500
 Palo Alto, CA 94301

Company Summary: Armis Security is an agentless IoT security provider allowing enterprises a comprehensive view of digital asset inventory in order to track behavior, detect threats, and execute remediation measures. The company addresses customer concerns stemming from a lack of accurate and detailed inventory of every asset in their environment. This shortfall leads to security blind spots as up to 80% of an enterprise's assets are unrelated to traditional laptop endpoints and servers. The company has grown at triple-digit rates in recent years and is projected to continue its expansion at a rapid pace in 2021.

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

Key Officers:

- Yevgeny Dibrov – CEO & Co-founder
- Nadir Izrael – CTO & Co-founder
- Jeff Williams – President
- Michael Parker – CMO
- Jonathan Carr – CFO
- Brian Gumbel – CRO
- Peter Doggart – VP, Business Development & Global Channels
- Curtis Simpson – CISO
- Yael Koch Warschawski – VP, Ops & HR
- Joe Lea, PhD – VP, Product
- Alberto Rodrigues – VP, Customer Success
- Aviram Cohen – VP, R&D

Competition:

- Forescout
- Palo Alto Networks
- Darktrace
- Vectra AI

Total Funding:

Acquired by Insight Partners & CapitalG on January 6, 2020 at a valuation of \$1.1 billion

Key Investors:

- Insight Partners
- Brookfield Asset Management
- CapitalG
- Georgian

Board of Directors:

Not Disclosed

Source: Company website, all revenues are CY-20

Headcount: 370

Open Positions: 28

- U.S. based: 18
- International: 10
- Sales: 1
- Other: 27

Comprehensive Asset Inventory

- Unprecedented Visibility**
 Armis discovers all devices in your environment – managed, unmanaged, or IoT – on or off your network, and in your airspace – providing the most complete asset inventory you will see.
[Learn more >](#)
- No Agent. No Scanning.**
 Armis is agentless, and 100% passive. This is critical because unmanaged and IoT devices can't take an agent. And scanning can disrupt or crash these devices.
- Complete Asset Inventory**
 Even without an agent, we can identify the device type, manufacturer, model, IP and MAC address, OS, reputation, username, software, behavior, connections, risk factors, and more.
[Learn more >](#)





Armor

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

www.armor.com
 877.262.3473

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

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

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

Key Officers:

Mark Woodward – CEO
 Bob Mosteller – CFO
 Diana Massaro – CMO
 Josh Bosquez – CTO

Competition:

Alert Logic
 Splunk

Total Funding: \$149M

Board of Directors:

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

Key Investors:

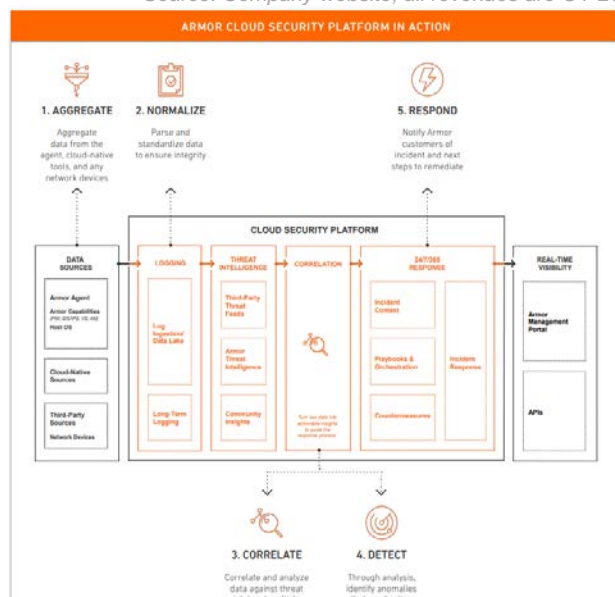
ST Telemedia
 Stephens Group, LLC
 The Circumference Group

Headcount: 200

Open Positions: 8

U.S. based: 8
 International: 0
 Sales: 1
 Other: 7

Source: Company website, all revenues are CY-20





Aryaka

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

www.aryaka.com
877.727.9252

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

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

Products/Services: Aryaka's SmartServices platform was built on a global, cloud-first network infrastructure that provides connectivity and security services. The services are provided anywhere in the world within 48 hours and are offered with always-on, deterministic performance guarantees. The company leverages a global meshed Layer 2 network with 30+ PoPs and its scalable, multi-tenant automation enables robust cloud-based orchestration. It offers 99.99% SLAs worldwide and its machine learning provides predictive analytics to prevent issues from impacting customer performance.

Key Officers:

Matt Carter – CEO
Ashwath Nagaraj – Co-founder & CTO
Brad Kinnish – CFO
Shashi Kiran – CMO
Edward Frye – CISO
Deepak Kumar – Chief Customer officer
Vikas Garg – Chief Engineering & Cloud Operations Officer
Matt Null – SVP, Revenue Operations & Sales Strategy

Board of Directors:

Matt Carter – CEO, Aryaka
Ashwath Nagaraj – Co-founder & CTO, Aryaka
Ram Gupta – Non-Executive Chairman
Michael Kondoleon – VP, Goldman Sachs
Naren Gupta – Nexus Venture Partners
Fred Wang – GP, Trinity Ventures

Competition:

Akamai
AT&T
Sprint
Verizon

Total Funding: \$184M

Key Investors:

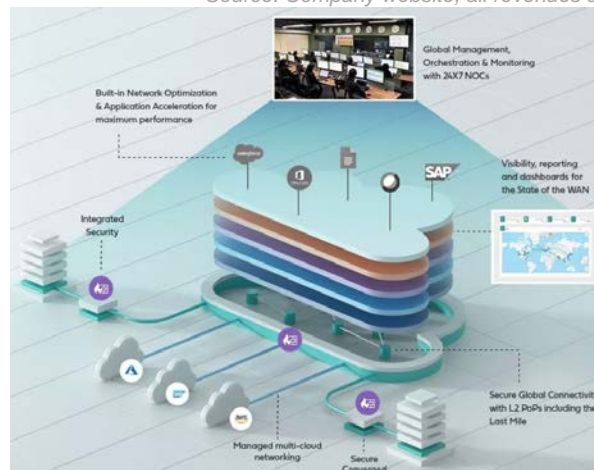
Goldman Sachs Private Capital Investing
Deutsche Telekom Capital Partners
Third Point Ventures
InterWest Partners
Mohr Davidow Ventures
Nexus Venture Partners
Presidio Ventures
Trinity Ventures

Headcount: 447

Open Positions: 26

U.S. based: 10
International: 16
Sales: 4
Other: 22

Source: Company website, all revenues are CY-20





Backblaze

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

www.backblaze.com
 650.352.3738

500 Ben Franklin Ct.
 San Mateo, CA 94401

Company Summary: Backblaze is a next-generation consumer/business cloud backup and cloud storage as platform provider seeking to drastically simplify user effort in implementing a backup. Available as a \$5 monthly service, consumers are offered unlimited capacity within a data center to deploy a backup solution. Individuals and businesses alike are able to deploy with a single click at any particular automated or manual cadence as pre-defined by the user. The business is currently 80% self-service with a strong customer acquisition flywheel derived, in part, from Backblaze’s storage blog, which boasts a three million active user base, to drive both partner and customer conversion.

Products/Services: Backblaze’s backup and cloud storage offerings are marketed across three products: personal backup, business backup, and B2 cloud storage. Backblaze saves customers on cloud operational expenditures versus the like of Amazon S3 as well as other cloud providers. The company also remains cloud-agnostic, thereby facilitating a best-of-breed approach to those customers desiring a true multi-cloud environment with minimized attempts at single-vendor lock-in. In addition to traditional backup and archival use cases, customers also leverage the cloud storage platform for content delivery, compute, data transfer, media workflow, and tape replacement use cases.

Key Officers:

- Gleb Budman – CEO
- Brian Wilson – CTO
- Tim Nufire – Chief Cloud Officer
- Casey Jones – VP, Design
- Frank P. Patchel – CFO
- Tina Cessna – VP, Engineering
- Nilay Patel – VP, Sales
- Jeannine Smith – Head of Business Analytics

Competition:

- Dell
- HP
- Rubrik
- Cohesity
- Druva

Total Funding: \$5.3M

Board of Directors:

- Gleb Budman – Co-founder, CEO, Chair
- Jocelyn Carter-Miller – Owner, TechEdVentures
- Barbara Nelson – Former VP, Western Digital
- Tim Nufire – Co-founder, Chief Cloud Officer
- Rafael Torres – CFO, Redis Labs
- Brian Wilson – Co-founder, CTO

Key Investors:

- TMT Investments

Headcount: 200

Open Positions: 24

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

Source: Company website, all revenues are CY-20

 Workflow Optimized Integrates seamlessly with your go-to software, NAS, SAN, and other tools	 Dev Friendly Works with S3 compatible or native APIs, CLI, GUI - move and manage data with minimal coding	 Durable by Design Architected so you can trust that your data is safe and resilient
 Readily Accessible Provides fast access to your data - no need to accept delays or pay speed surcharges	 HIPAA Compatible Supports your HIPAA compliance program with our Business Associates Agreement (BAA)	 Cost Effective S3 compatible at 1/4 the cost of AWS S3 with no hidden fees or minimums

Balbix



Founded: 2015
Revenue: <\$25M

www.balbix.com
 866.936.3180

3031 Tisch Way #800
 San Jose, CA 95128

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

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

Key Officers:

Gaurav Banga, Ph.D. – Founder & CEO
 Vinay Sridhara – CTO
 Chris Griffith – VP, Products
 Ramki Ramakrishnan – VP, Operations

Competition:

Tenable
 Qualys
 Rapid7

Board of Directors:

Gary Gauba – Independent
 Gaurav Banga, Ph.D. – Founder & CEO
 Navin Chaddha – MD, Mayfield Fund
 Pankaj Patel – MD, Cirrus Research
 Punit Chiniwalla – MD, Singtel Innov8 Ventures

Total Funding: \$28.6M

Key Investors:

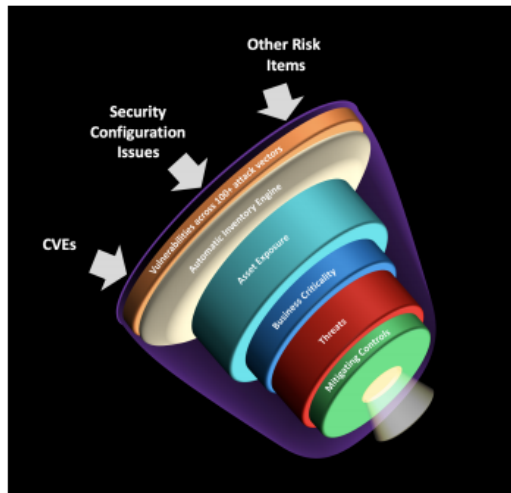
JC2 Ventures
 Mayfield
 Mubadala Ventures
 Singtel Innov8 Ventures

Headcount: 56

Open Positions: 16

U.S. based: 10
 International:6
 Sales: 0
 Other: 16

Source: Company website, all revenues are CY-20



Prioritization

Balbix’s risk-based prioritization of cybersecurity posture issues incorporates 5 factors:

1. Vulnerability severity level
2. Threat level– is this vulnerability being exploited in the wild
3. Exposure based on usage or configuration
4. Business impact if this asset is compromised
5. Compensating controls that negate risk from this issue

The Balbix platform filters out issues that need immediate attention vs those which can wait a few days, and those which are just noise.



BeyondTrust

Founded: 2003
Revenue: \$350M

www.beyondtrust.com
 877.826.6427

11695 Johns Creek Pkwy
 Suite 200
 Johns Creek, GA 30097

Company Summary: BeyondTrust is a provider of privileged access management (PAM) helping IT organizations to ensure universal privilege management, cloud security, compliance, endpoint security, ransomware protection, and service desk efficiency. Embodying a least privileged approach to security architecture, BeyondTrust can simplify deployments, reduce privileged user risks, and improve functional usability. The company currently serves 20k customers, including 78 of the Fortune 100, and lauds a strong financial profile with greater than 15% ARR growth, gross margins of approximately 85%, and an adjusted EBITDA margin greater than 30%.

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

Key Officers:

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

Competition:

- CyberArk
- Thycotic
- Centrify

Total Funding: N/A

Key Investors:

Francisco Partners

Board of Directors:

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

Source: Company website, all revenues are CY-20

Headcount: 1,000

Open Positions: 104

- U.S. based: 52
- International: 52
- Sales: 31
- Other: 73



Privileged Account & Session Management (PASM)

Manage privileged credentials for humans and non-person accounts, and audit all privileged activities



Privilege Elevation & Delegation Management (PEDM)

Enforce least privilege and application control across desktops, servers, and non-traditional endpoints



Securing Privileged Remote Access

Prevent "privilege creep" and quickly enforce least privilege to protect your IT assets



Auditing File & System Changes

Provide a single, unimpeachable audit trail of all user activity



Real-Time Tracking

Make privilege elevation/delegation decisions based on real time risk

BitSight Technologies



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

www.bitsighttech.com
 617.245.0469

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 2,100 customers, including more than a quarter of the Fortune 500, and maintains gross margins in excess of 80%.

Products/Services: BitSight offers four main cyber ratings products: BitSight Security Performance Management, BitSight Third-Party Risk Management, Cyber Insurance, and Critical National Infrastructure. The first product enables customers to develop a risk-based, outcome-driven approach to managing the performance of their own security while the second product enables customers to make cyber risk management decisions with regard to third parties. The third and fourth products enable cyber insurance carriers and governments to identify and measure cyber risks within their respective customers and industries.

Key Officers:

- Steve Harvey – CEO
- Stephen Boyer – CTO & Co-founder
- Nagarjuna Venna – Co-founder
- Jay Roxe – CMO
- Tim Adams – CFO
- Mark Desautelle – Chief Customer Officer
- Dave Fachetti – Chief Strategy Officer

Competition:

- RiskRecon
- SecurityScorecard

Total Funding: \$151M

Key Investors:

- Comcast Ventures
- Flybridge Capital Partners
- GGV Capital
- Globespan Capital Partners
- Liberty Global
- Menlo Ventures
- Warburg Pincus

Board of Directors:

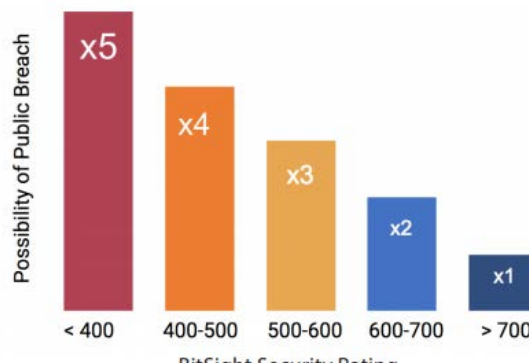
- David Aronoff – GP, Flybridge Capital Partners
- Cary Davis – MD, Warburg Pincus
- Dave Fachetti – CSO, BitSight
- Venky Ganesan – MD, Menlo Ventures
- Bob Brennan – Chairman and Board Member
- Steve Harvey – CEO, BitSight
- Glenn Solomon – MP, GGV Capital
- Stephen Boyer – Co-founder, CTO, BitSight

Headcount: 425

Open Positions: 11

- U.S. based: 11
- International: 0
- Sales: 4
- Other: 7

Source: Company website, all revenues are CY-20



Bugcrowd



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

www.bugcrowd.com
 888.361.9734

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

Company Summary: Bugcrowd provides 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 hundreds of thousands of active 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 & President
- Casey Ellis – Chairman, Founder and CTO
- Mark O'Connor – CFO
- David Castignola – Chief Revenue Officer
- Sammie Walker – Chief Marketing Officer
- Mark Milani – Global Head of Product and Engineering

Board of Directors:

- Charles Beeler – Partner, Rally Ventures
- Jim Wilson – Partner, Costanoa Ventures
- Dain DeGroff – Partner, Triangle Peak Partners
- Ashish Gupta – CEO & President
- Arthur Coviello – Partner, Rally Ventures
- Greg Sands – MD, Costanoa Ventures
- Niki Scevak – Partner, Blackbird Ventures

Competition:

HackerOne

Total Funding: \$80M

Key Investors:

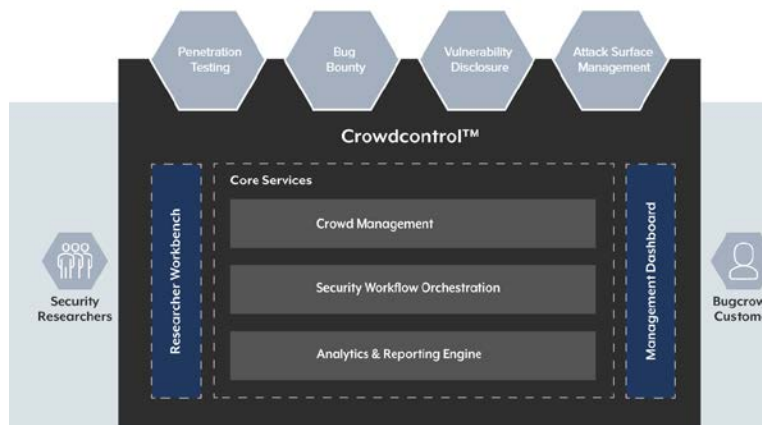
- Blackbird Ventures
- Costanoa Ventures
- First State Super
- Hostplus
- Industry Ventures
- Paladin Capital Group
- Rally Ventures
- Salesforce Ventures
- Triangle Peak Partners

Headcount: 200

Source: Company website, all revenues are CY-20

Open Positions: 25

- U.S. based: 19
- International: 6
- Sales: 11
- Other: 14



CloudCheckr

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

www.cloudcheckr.com
 833.CLD.CHCK

342 N. Goodman Street
 Rochester, NY 14607

Company Summary: CloudCheckr is a cloud-based management software tool enabling MSPs, service providers, and the public sector to both automate and optimize cloud as well as security investments within their public cloud ecosystem. Initially, customers are anecdotally able to save 20-30% on infrastructure spend. As the market increasingly embraces a multi-cloud approach, CloudCheckr's value proposition will deepen due to the ability to manage from a single pane of glass. Cloudcheckr historically sustained an elevated growth rate of 50% or more and previously achieved profitability. More recently, the company has accelerated its R&D spending to further fuel the company's rapid growth.

Products/Services: CloudCheckr CM provides comprehensive visibility across public and hybrid cloud infrastructure to provide cost management, billing and invoicing, security/compliance, resource optimization, and automation. The platform is available as CloudCheckr CMx, CMx High Security for regulated industries, and CloudCheckr CMX Federal for FedRAMP customers. The company also offers Finance Manager for managing IT costs in hybrid clouds.

Key Officers:

Tim McKinnon – CEO
 Brendan Dolan – CFO
 Mike Kaplan – CMO
 Mike Clearly – SVP, Global Customer Success
 Elissa Livingston – SVP, Growth & Strategy

Competition:

VMware
 Palo Alto Networks (Evidenti.io)
 Checkpoint (Dome 9)

Total Funding: \$65M

Board of Directors:

Tim McKinnon – CEO, CloudCheckr
 Aaron Newman – Executive Chairman & Founder, CloudCheckr
 Benjamin Levin – Founder & Co-CEO, Level Equity
 Gautam Gupta – Partner, M13 Ventures
 Christopher Isaac – VP, Level Equity

Key Investors:

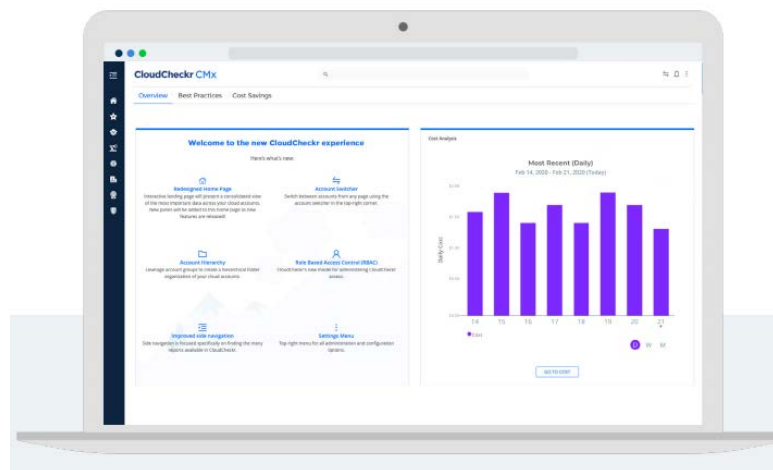
M13 Ventures
 Level Equity

Headcount: 200

Source: Company website, all revenues are CY-20

Open Positions: 12

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





Checkmarx

Founded: 2006
Revenue: >\$100M

www.checkmarx.com
 800.597.7756

140 E. Ridgewood Ave., Ste 415
 Paramus, NJ 07652

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

Products/Services: The Checkmarx Security Software Platform provides the foundation upon which the company's suite of security solutions operate. The company's CxSAST module is Checkmarx's flagship product, serving as a static code analyzer that covers 25 coding and scripting languages and requires no configuration to scan any language. CxSAST is able to comprehensively identify hundreds of known codes for vulnerability, and ensures both industry compliance with regulations and secure coverage. The company also offers CxSCA for composition analysis, CxIAST for automating the detection of run-time vulnerabilities, and CxCode for training security to developers.

Key Officers:

- Emmanuel Benzaquen – CEO
- Maty Siman – Founder & CTO
- Shmuel Arvatz – CFO
- Dalit Krainer – CHRO
- Moshe Lerner – Chief Strategist
- Kobi Tzruya – Chief Research Development Officer
- Yoav Ziv – Chief Customer Success & Global Services
- Steven Webster – VP, Global Marketing

Board of Directors:

- Tarim Wasim – Partner, Hellman & Friedman
- Stephen Ensley – Partner, Hellman & Friedman
- John Yoshida – Principle, Hellman & Friedman
- Emmanuel Benzaquen – CEO, Checkmarx
- Maty Siman – Founder & CTO, Checkmarx
- Richard Wells – MD, Insight Partners

Competition:

- HP (Fortify)
- CyberArk
- Veracode
- Synopsys
- WhiteHat

Total Funding: \$92M (acquired by Hellman & Friedman for \$1.15B)

Key Investors:

- Hellman & Friedman
- Insight Venture Partners
- TPG
- Emmanuel Benzaquen
- Maty Siman

Headcount: ~600

Open Positions: 61

- U.S. based: 11
- International: 50
- Sales: 12
- Other: 48

Source: Company website, all revenues are CY-20



ClearDATA



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

www.cleardata.com
 833.992.5327

835 W. 6th St., 12th Floor
 Austin, TX 78703

Company Summary: The healthcare industry today is one of the final frontiers to experience the digital transformation trend and is still comprised of a majority of healthcare companies with on-premise operations and archaic IT infrastructure. ClearDATA's mission is to catalyze the improvement of the healthcare industry itself by protecting customers from data privacy risks, improving data management, and scaling healthcare IT infrastructure. The ClearDATA HITRUST-certified cloud is a gold standard for healthcare professionals to solve healthcare compliance and data security needs across all public cloud platforms. The package comes standard with a Business Associate Agreement (BAA) to guarantee capabilities from HIPPA compliance to variable workloads, and now serves 200 customers in eight countries.

Products/Services: In accordance with its mission statement, ClearDATA's platform is compatible with any public cloud provider and streamlines healthcare compliance and data security via the Business Associate Agreement. The multiple layers nested into the offering (ClearDATA Assess™, ClearDATA Comply™, ClearDATA Locate™, and professional services) provide real-time reports on compliance status, close PHI compliance gaps, and accelerate healthcare organizations' pathway to the cloud. The consequent risk mitigation and infrastructure protection delivered by ClearDATA helps make healthcare more secure, more compliant and cost optimized.

Key Officers:

- Darin Brannan – President, CEO & Co-founder
- Chris Bowen – Chief Privacy & Security Officer
- Dennis Hynson – Chief Financial Officer
- Dean Fredenburgh – Chief Revenue Officer
- Michael Donohue – Chief Marketing Officer
- Carl Kunkleman – SVP & Co-founder
- Suhas Kelkar – Chief Product Officer
- Andrew Montz – Chief Customer Officer

Board of Directors:

- Bob Abbott – GP, Norwest Venture Partners
- Joseph B. Volpe III – VP/MD & GM, Merck Health
- Innovation PE
- Caleb Winder – MD, Excel Venture Management
- Paul Wallace – MD, Heritage Group
- Vin Fabiani – Partner, HLM Venture Partners
- Bill Geary – GP, Flare Capital Partners
- Reed D. Taussig – Former President & CEO, ThreatMetrix

Competition:

- CloudPassage
- Dome9 Security
- In-house IT
- NxtGen Datacenter & Cloud Technologies
- Practice Fusion

Total Funding: \$80M

Key Investors:

- Excel Venture Management
- Flare Capital Partners
- Humana
- HLM Venture Partners
- Heritage Group
- HCSC Ventures
- Norwest Venture Partners
- Merck Global Health Innovation Fund
- MemorialCare Innovation Fund
- Norwest Venture

Source: Company website, all revenues are CY-20

Headcount: 200

Open Positions: 26

- U.S. based: 26
- International: 0
- Sales: 8
- Other: 18



Cloudian



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

www.cloudian.com
 650.227.2380

177 Bovet Rd. #450
 San Mateo, CA 94402

Company Summary: Cloudian offers a highly scalable and affordable object-based storage system (HyperStore) and file services (HyperFile) for on-premise and in the cloud. The HyperStore software runs 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 interfaces (APIs), which Amazon has made into the de-facto standard for object storage. The solution supports a broad array of use cases including storage, back-up, data protection, protection from ransomware and file services. Cloudian products are offered by partners including VMware, Hewlett Packard Enterprise, and QCT.

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

Key Officers:

- Michael Tso – Co-founder & CEO
- Jon Ash – VP, WW Sales
- Brian Burns – VP, APJ Sales
- Caterina Falchi – VP, File Technologies
- Carlo Garbagnati – VP, President of Engineering
- Fadel Hamed – VP, Customer Success
- Gary Ogasawara – CTO
- Michael Morgan – CFO
- Neil Stobart – VP, President of Global System Engineering
- Fred Smith – VP, OEM & Alliance Sales
- Jon Toor – CMO
- Jacco van Achterberg – VP, EMEA Sales

Competition:

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

Total Funding: \$173.1M

Key Investors:

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

Source: Company website, all revenues are CY-20

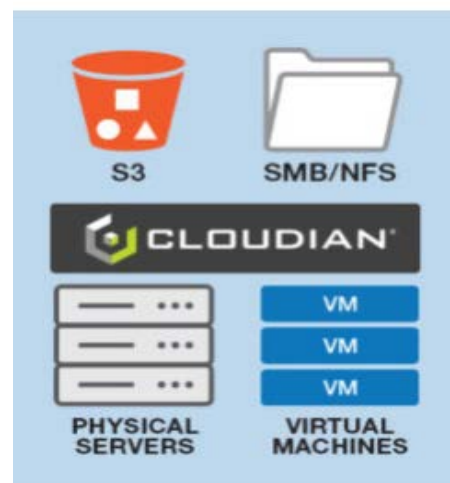
Board of Directors:

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

Headcount: 220

Open Positions: 10

- U.S. based: 4
- International: 6
- Sales: 0
- Other: 10





Clumio

Founded: 2017
Revenue: <\$25M

www.clumio.com
 844.425.8646

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

Company Summary: Clumio offers data protection as a service to enable enterprise back-up while avoiding the complexity and cost of running a third-party backup in the cloud. With Clumio, backup policies are defined with real-time compliance monitoring. The data remain encrypted end to end, to ensure comprehensive control of access. The Clumio architecture also handles data de-duplication as well as data compression to catalog the entirety of the enterprise data set.

Products/Services: Clumio offers backup for AWS native services, Microsoft 365, and VMware. Clumio also allows an air-gapped and immutable backup to protect against ransomware with Clumio RansomProtect. Clumio simplifies backup maintenance by offering real-time dashboards and automatic resource scaling to leverage the elastic nature of the public cloud. Backup policies can be applied to all kinds of workloads regardless of what cloud environment they rely upon and these policies are enforced automatically to reduce human error and risk.

Key Officers:

- Poojan Kumar – CEO & Co-founder
- Kaustubh Patil – VP, Engineering & Co-founder
- Woon Jung – CTO & Co-founder
- Tyson Gerhold – VP, Sales Operations
- Chadd Kenney – VP, Product
- Brian Kerr – VP, Finance
- Glenn Mulvaney – VP, Cloud Operations and Security
- Brian O’Shea – VP, Sales
- Sandeep Soni – GM and VP, Engineering, India Operations

Competition:

- Dell
- HP
- Rubrik
- Cohesity
- Druva

Total Funding: \$186M

Key Investors:

- Sutter Hill Ventures
- Leslie Ventures
- Index Ventures
- Altimeter Capital

Board of Directors:

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

Headcount: 160

Open Positions: N/A

- U.S. based: N/A
- International: N/A
- Sales: N/A
- Other: N/A

Source: Company website, all revenues are CY-20





Code42

Founded: 2001
Revenue: >\$100M

www.code42.com
 844.333.4242

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

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

Products/Services: The Code42 NextGen Data Loss Protection (DLP) relies on more than just prevention. In fact, this DLP offering encompasses a more comprehensive path to data loss detection and response including data visibility with insight into historical breadth, forensic depth, and file access that security teams do not already have in place. Together these features protect against the most common data prevention use cases: high-value data leaks, mergers and acquisitions, and employee departures.

Key Officers:

- Joe Payne – President & CEO
- John Emerick – CFO
- Jadee Hanson – CISO & CIO
- Rob Juncker – CTO
- Alexandra Gobbi – CMO
- Mike Robbins – SVP, Worldwide Sales

Board of Directors:

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

Headcount: 500

Open Positions: 20

- U.S. based: 20
- International: 0
- Sales: 7
- Other: 13

Competition:

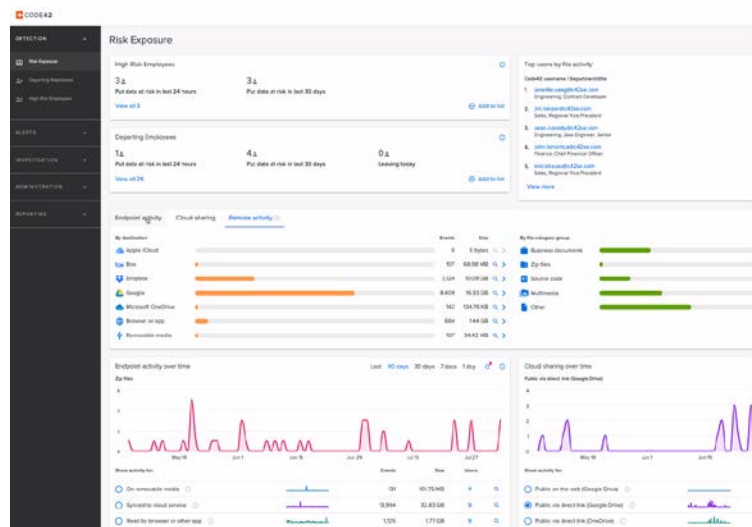
- Broadcom
- Digital Guardian
- McAfee

Total Funding: \$138M

Key Investors:

- Accel
- JMI Equity
- New View Capital
- Split Rock Partners

Source: Company website, all revenues are CY-20





Cofense

Founded: 2011

www.cofense.com

1602 Village Market Blvd. SE, #400

Revenue: \$50M-\$100M

703.652.0717

Leesburg, VA 20175

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

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 a malicious email and send it to the security teams for further analysis. Cofense Triage and Intelligence send information to response teams to analyze the attack and describe critical processes that should take place. Lastly, Cofense LMS helps administrators control content and ongoing education to further prevent human-related error in phishing attacks.

Key Officers:

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

Competition:

KnowBe4
 Proofpoint

Total Funding: \$58M

Key Investors:

Adams Street Partners
 BlackRock Funds
 Telstra Ventures

Board of Directors:

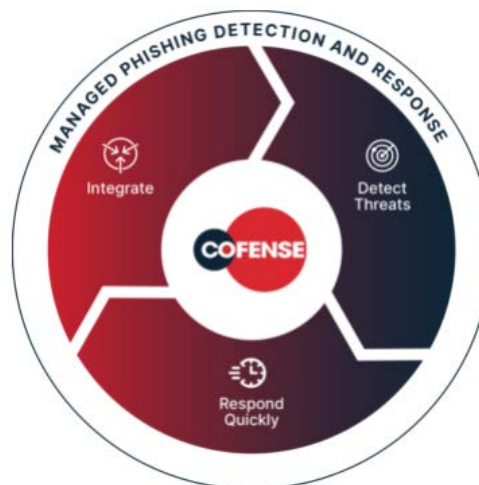
Rohyt Belani – Co-founder & CEO, Cofense
 Aaron Higbee – Co-founder & CTO, Cofense
 Nick Lantuh – Founder & Former President, NetWitness Corporation
 Kevin Mandia – CEO, FireEye
 Samir Menon – Director, BlackRock Private Equity Partners
 Gene Riechers, – Former Director, EverFi
 Tom McDonough – COO,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

Source: Company website, all revenues are CY-20

Headcount: 350

Open Positions: 27

U.S. based: 22
 International: 5
 Sales: 14
 Other: 13



Cohesity

Founded: 2013
Revenue: >\$100M

www.cohesity.com
 855.926.4374

300 Park Avenue, Suite 1700
 San Jose, CA 95110

Company Summary: Cohesity develops data management solutions that provide services including backup and recovery, file shares, object stores, DR, dev/test provisioning, and analytics. The company leverages a web-scale distributed file system that is designed to eliminate the secondary storage silos of past solutions. In 2019, the company decoupled its software from its hardware and has focused its sales efforts on software sales with subscription-based pricing. The company's hyper-converged platform operates on-premise and allows enterprises to utilize public clouds, such as AWS or Azure, for archival, tiering, and disaster recovery, significantly simplifying data protection and making it more efficient.

Products/Services: Cohesity's Helios platform leverages a hyper-converged architecture to deliver a streamlined approach to data protection. Helios has a web-scale architecture that consolidates secondary data and workflow, which allows users to extend their data to the public cloud, gain more visibility into dark data, and develop applications rapidly. The platform 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
 Robert O'Donovan – CFO
 Michael Cremen – CRO
 Lynn Lucas – CMO
 Paul Whitney – Chief People Officer
 Vineet Abraham – SVP, Engineering & Product Management

Competition:

Commvault
 Dell/EMC
 NetApp
 Rubrik
 Veritas

Total Funding: \$660M

Board of Directors:

Mohit Aron – Founder & CEO, Cohesity
 Bill Coughran – Sequoia Capital
 Gaurav Garg – Wing Ventures
 Dan Warmenhoven – Former CEO, NetApp
 Jonathan Chadwick – Independent
 Deep Nishar – SoftBank Vision Fund

Key Investors:

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

Headcount: 1,300

Open Positions: 157

U.S. based: 37
 International: 120
 Sales: 60
 Other: 97

Source: Company website, all revenues are CY-20





ConnectWise

Founded: 1982
Revenue: \$NA

www.connectwise.com
 813.463.4700

4110 George Rd., Suite 200
 Tampa, FL 33634

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

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

Key Officers:

- Jason Magee – CEO
- Brad Surminsky – CFO
- Geoffrey Willison – COO
- Clint Maddox – CRO
- Jeff Bishop – Chief Product Officer
- Scott Marshall – SVP, Corporate Marketing
- Steve Cochran – CTO
- Tom Greco – CISO

Competition:

- Autotask
- Kaseya
- Ninja RMM
- SolarWinds

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

Key Investors:

- Thoma Bravo

Board of Directors:

- Jason Magee – CEO, ConnectWise
- David Weiss – Operating Partner, Thoma Bravo
- Laurens Albada – Operating Partner, Thoma Bravo
- Michael Perone – Managing Partner, 345 Partners
- Mike Hoffmann – Software & Technology Investor, Thoma Bravo
- Robert Sayle – Partner, Thoma Bravo
- Seth Boro – Managing Partner, Thoma Bravo

Headcount: 1,650

Open Positions: 117

- U.S. based: 37
- International: 80
- Sales: 7
- Other: 110

Source: Company website, all revenues are CY-20

*Commissioned Forrester Consulting Total Economic Impact study



Contrast Security



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

www.contrastsecurity.com
 888.371.1333

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

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

Products/Services: Core to the Contrast portfolio is the Contrast Security Platform. The platform integrates into the developer's pipeline and tools, and then it embeds the sensors into code to support continuous security observation. Contrast Security has three core solutions, Contrast Assess, Contrast Protect and Contrast OSS (Open-source security software). Contrast Assess can identify vulnerabilities in the DevOps process, utilizing interactive (IAST), static (SAST) and dynamic (DAST) application security testing protocols. Contrast provides a continuous stream of vulnerability information 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. Contrast OSS allows for managing open-source software risk from development to production.

Key Officers:

Alan Naumann – Chairman of the Board, President & CEO
 Jeff Williams – Co-founder & CTO
 Arshan Dabirsiaghi – Co-founder & Chief Scientist
 David Lindner – Chief Information Security Officer
 Surag Patel – Chief Strategy Officer
 Jean Francois Hervy – CFO
 Mike Keating – VP, Sales

Competition:

Checkmarx
 HP Fortify
 Imperva (Prevoty)
 Qualys
 Synopsys (Black Duck)
 Veracode

Total Funding: \$119M

Board of Directors:

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

Key Investors:

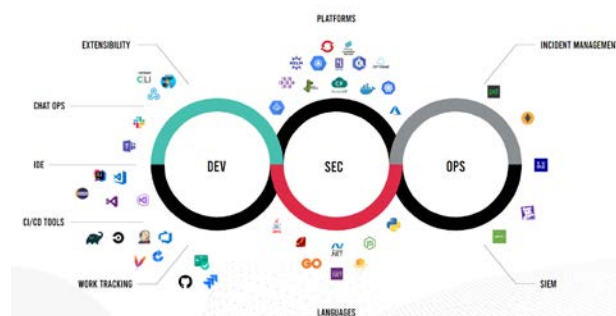
Acero Capital
 General Catalyst
 Battery Ventures
 M12
 AXA Venture Partners
 Warburg Pincus

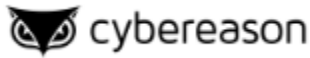
Headcount: 180

Open Positions: 50

U.S. based: 21
 International: 29
 Sales: 8
 Other: 42

Source: Company website, all revenues are CY-20





Cybereason

Founded: 2012
Revenue: >\$100M

www.cybereason.com
855.695.8200

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

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

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

Key Officers:

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

Board of Directors:

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

Headcount: ~600

Open Positions: 101

U.S. based: 27
International: 74
Sales: 24
Other: 77

Competition:

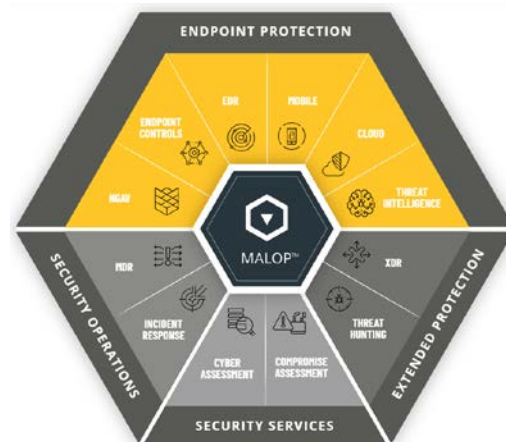
CrowdStrike
McAfee
SentinelOne
Broadcom
Tanium

Total Funding: \$388.6M

Key Investors:

CRV
SoftBank
Spark Capital

Source: Company website, all revenues are CY-20





Darktrace

Founded: 2013
Revenue: >\$100M

www.darktrace.com
 415.229.9100

555 Mission Street, Suite 3225
 San Francisco, CA 94105

Company Summary: Darktrace's Enterprise Immune System applies artificial intelligence algorithms and machine learning to cyber defense. It operates across diverse digital environments, including cloud and virtualized networks, IoT, and industrial control systems. The immune system analogy is a reference to the self-learning capability of the platform, like how the human body begins to develop antibodies in defense against newly identified antigens. In Darktrace's Immune System, the learning algorithm is not only non-stop, but also digests data with a time horizon of just over one year. The lack of need for tuning and configuration coupled with real-time threat identification has enabled Darktrace to identify previously unknown threats across over 4,000 customer deployments in 110 countries.

Products/Services: Darktrace's self-learning cyber artificial intelligence technology is sub-divided into threat detection and threat response. The Enterprise Immune System conditions itself to business-as-usual operations and develops a taste for suspicious or threat-like activity. The technology circumvents more traditional security approaches like blacklists, rules, and signatures, leading to a much more sophisticated tool capable of detecting the most subtle of threats. A recent product release, Darktrace Antigena, is the first Autonomous Response solution, reacting to attacks like a digital antibody. Human intervention is also possible, allowing for complete oversight if needed whenever a response is made.

Key Officers:

- Poppy Gustafsson – CEO
- Cathy Graham – CFO
- Jack Stockdale – CTO
- Eloy Avila – CTO, Americas
- Nicole Eagan – Chief Strategy Officer
- Emily Orton – CMO
- Nick Trim – COO
- Mike Beck – Global CISO
- Dave Palmer – Chief Product Officer

Competition:

- Vectra
- ExtraHop
- Stealthwatch
- Dragos
- Claroty
- Armis

Total Funding: \$230M

Board of Directors:

- Robert Webb – Director, Holdingham Group Ltd
- Gordon Hurst – Director, Capita
- Han Sikkens – MD, Summit Partners
- Stephen Shanley – Director, KKR
- Mark Hatfield – Founder & Partner, Ten Eleven Ventures
- Poppy Gustafsson – CEO, Darktrace
- Andrew Kanter – COO, Autonomy
- Phil Pearson – Partner, Invoke Capital
- Vanessa Colomar – Partner, Invoke Capital

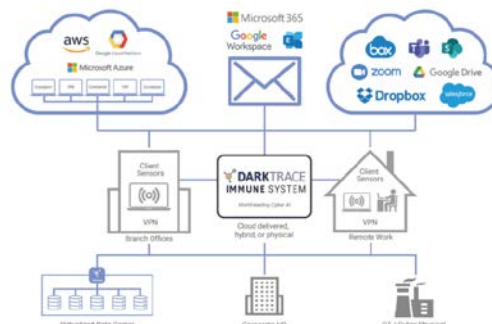
Key Investors:

- Hoxton Ventures
- Invoke Capital
- Insight Venture Partners
- KKR
- Summit Partners
- Vitruvian Partners
- Samsung Venture Investment Corporation
- TenEleven Ventures
- Talis Capital

Headcount: 1,300

Open Positions: 12
 U.S. based: 2
 International: 10
 Sales: 3
 Other: 9

Source: Company website, all revenues are CY-20





Digital Guardian

Founded: 2003
Revenue: 50M-\$100M

www.digitalguardian.com
 781.788.8180

275 Wyman Street, Suite 250
 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 platform, powered by AWS, performs on traditional endpoints, across the corporate network, and cloud applications, making it easier to see and block threats to sensitive information. Available either as SaaS or managed service deployment, Digital Guardian gives users the deployment flexibility to match their enterprise needs.

Products/Services: Digital Guardian’s platform utilizes its 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:

- Mo Rosen – CEO
- Constance Stack – Chief Strategy Officer & CMO
- Susan Walker – CFO
- Debra Danielson – CTO & SVP, Engineering
- Ben Cody – SVP, Product Management
- James McCarthy – SVP, Global Sales
- Tim Bandos – CISO & VP, Managed Security Services

Board of Directors:

- Mo Rosen – CEO
- Paul Ciriello – Managing GP, Fairhaven Capital Partners
- Anandh Hari – MD, GE Asset Management
- David Stienes – Partner, LLR Partners
- Thomas Naughton – Professor and Executive Director, Tuck School of Business

Competition:

- Forcepoint
- McAfee
- Broadcom

Total Funding: \$198M

Key Investors:

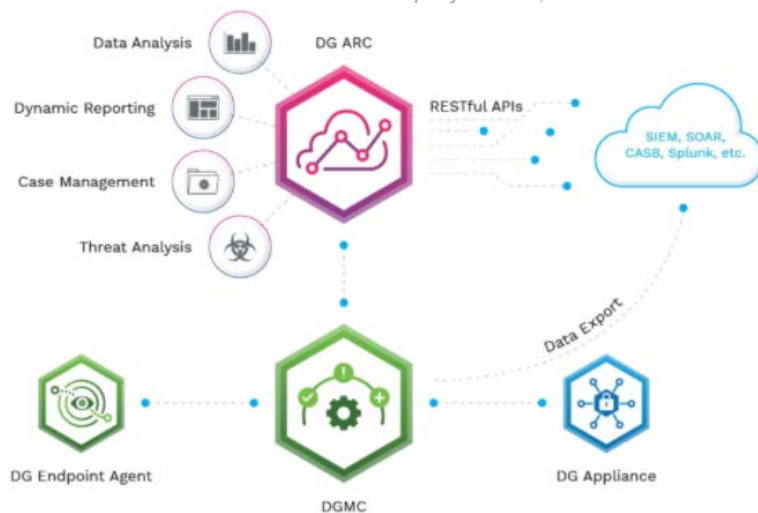
- Brookline Venture Partners
- Fairhaven Capital Partners
- General Electric Pension Trust
- Golub Capital
- LLR Partners
- MassMutual Ventures
- Next47
- Siemens Financial Services

Headcount: 300

Open Positions: 13

- U.S. based: 3
- International: 10
- Sales: 1
- Other: 12

Source: Company website, all revenues are CY-20



digital shadows_ Digital Shadows

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

www.digitalshadows.com
 888.889.4143

235 Pine Street, Suite 1050
 San Francisco, CA 94104

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

Products/Services: Digital Shadows’ platform, SearchLight, offers protection against the six digital risk categories: brand protection, dark web monitoring, data leak protection, threat intelligence, technical leakage, and attack surface. 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
 Rick Holland – CISO & VP, Strategy
 Bryan O’Neil – CTO

Board of Directors:

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

Headcount: ~185

Open Positions: 14

U.S. based: 8
 International: 6
 Sales: 5
 Other: 9

Competition:

Flashpoint (Intel)
 Recorded Future
 RiskIQ
 ZeroFOX

Total Funding: \$58M

Key Investors:

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

Source: Company website, all revenues are CY-20





Digital.ai

Founded: NA
Revenue: >\$100M

www.digital.ai

5717 Legacy Drive, Suite 250
Plano, TX 75024

Company Summary: Digital.ai offers a value stream management platform to accelerate and aid organizations alongside their digital transformation journeys through improved software development and delivery efforts. By integrating and providing visibility across a broad array of software teams, tools, and processes and providing a value-adding AI layer for real-time insights, Digital.ai promotes more intelligent decision-making and a methodic approach to innovation embedded with a degree of security. Armed with this alignment of software development to tangible business results, customers leverage the value stream management in order to increase profitability, improve efficiency, satisfy customers, and reduce risk. The company currently serves 1,500 plus customers and is projecting a mid-teens growth rate in 2021 along with double-digit profits to achieve a rule of 40 or better type of financial profile.

Products/Services: The unified value stream management solutions combine technologies across Enterprise Agile Planning, DevOps, Application Management, AI-powered Analytics, and government-vertical specific solutions. More recently, the company launched flex points, allowing customers the optionality to convert their committed spend into flexible credits coupled with comprehensive access across the entirety of the platform.

Key Officers:

Ashok Reddy – CEO
Stephen Gregorio – CFO
Rob Lamb – CRO
Deborah McGinn – CMO
Mike O'Rourke – Chief R&D Officer
T.J. Randall – Chief Customer Experience Officer
Guarav Rewari – CTO & GM, AI & VSM Platform

Board of Directors:

Stephen Elop – Chairman of the Board, Digital.ai
Art Heidrich – VP, TPG
Nehal Raj – Partner, TPG
Ashok Reddy – CEO, Digital.ai
Angela Tucci – CEO, Uplight

Headcount: 1,050

Open Positions: 25

U.S. based: 9
International: 16
Sales: 1
Other: 24

Competition:

Atlassian
Splunk
ServiceNow
Gitlab

Total Funding:

Acquired by TPG Capital in 2019 for undisclosed amount

Key Investors:

TPG
Vector Capital

Source: Company website, all revenues are CY-20





Dragos

Founded: 2016
Revenue: <\$25M

www.dragos.com
 855.372.4670

1745 Dorsey Rd.
 Hanover, MD 21076

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

Products/Services: The Dragos Industrial Asset Identification, Threat Detection, and Response platform protects critical systems by offering: asset inventory visibility, anomaly threat detection, workflow automation, incident response support, and malware and adversary activity analysis. The summative result is these tools generate threat intelligence and enable businesses to establish a resilient and adaptable security posture.

Key Officers:

- Robert M. Lee – CEO
- Jon Lavender – CTO, Head of Engineering
- Justin Cavinee – Chief Data Scientist
- Sergio Caltagirone – VP, Threat Intelligence
- Ben Miller – VP, Professional Services & R&D
- Jill Samuel – VP, HR
- Darren Sankbeil – VP, Finance & Strategy
- Peter Vescuso – VP, Marketing
- Tim Helming – VP, Product
- Tony Roberts – VP, Sales

Competition:

- Cisco
- CyberX
- Indegy
- Clarity
- Nozomi Networks

Total Funding: \$158M

Key Investors:

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

Board of Directors:

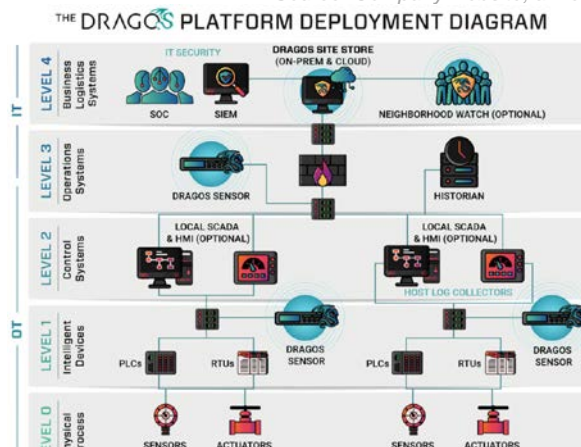
- Robert M. Lee – CEO
- Joydeep Bhattacharyya – GP, Canaan
- Bob Ackerman – Founder & MD, Allegis Cyber Capital
- Mike Janke – Co-founder, DataTribe
- Sameer Reddy – Partner, Energy Impact Partners
- Dmitri Alperovitch – Co-founder & CTO, CrowdStrike

Headcount: 210

Open Positions: 32

- U.S. based: 22
- International: 10
- Sales: 5
- Other: 28

Source: Company website, all revenues are CY-20





Druva

Founded: 2008
Revenue: >\$100M

www.druva.com
 844.303.7882

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

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

Products/Services: Druva’s cloud platform allows enterprises to manage their data across all sources and is easily scalable, predictable, and on demand. 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 & Chief Development Officer
- Mahesh Patel - CFO
- Thomas Been – CMO
- Andrew Daniels – CIO & CISO
- Matt Lindeman – Chief Customer Officer
- Stephen Manley – CTO
- Chris White – CRO

Competition:

- Cohesity
- Commvault
- Dell EMC
- Rubrik
- Veeam
- Veritas

Total Funding: \$328M

Board of Directors:

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

Key Investors:

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

Headcount: 850

Open Positions: 93
 U.S. based: 39
 International: 54
 Sales: 27
 Other: 66

Source: Company website, all revenues are CY-20



eSENTIRE Esentire

Founded: 2001
Revenue: \$50M-\$100M

www.esentire.com
 519.651.2200

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

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 1,000 customers and a 97% subscription revenue mix, eSentire is continuing to grow as a leader in MDR.

Products/Services: eSentire’s product architecture is composed of six parts: Network, Endpoint, Log, Cloud, Behavioral, and Managed Risk. esNetwork provides real-time network threat detection and prevention by using advanced behavior-based anomaly detection and attack pattern analysis. 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 esLog service provides SIEM (Security Information and Event Management) without the ongoing management requirements such as creating rules and conducting investigations. The cloud security service includes active management of cloud security posture, detection of emerging cloud threats and mitigation of cloud attackers. esINSIDER uses machine learning and adaptive behavioral anomaly detection to perform threat hunting and threat awareness. eSentire also includes comprehensive security managed risk programs that assess and build comprehensive cybersecurity strategies to achieve desired security outcomes.

Key Officers:

Kerry Bailey – CEO
 J. Paul Haynes – President & COO
 Dustin Rigg Hillard – CTO
 Eldon Sprickerhoff – Founder & Chief Innovation Officer
 Bryan Sartin – Chief Services Officer
 Chris Gesell – Chief Portfolio Officer
 Erin McClean – CMO
 Charles Spallita – Chief Product Officer

Competition:

Carbon Black
 CrowdStrike

Total Funding: \$86.2M

Key Investors:

Edison Partners
 Georgian Partners
 Northleaf Capital Partners
 Warburg Pincus

Board of Directors:

Simon Chang – MP, Georgian Partners
 Cary J. Davis – MD, Warburg Pincus

Headcount: 375

Open Positions: 17

U.S. based: 4
 International: 13
 Sales: 5
 Other: 12

Source: Company website, all revenues are CY-20





Exabeam

Founded: 2013
Revenue: >\$100M

www.exabeam.com
 650.242.1403

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

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

Products/Services: Exabeam offers a dual-deployment option to its customers – replace or augment SIEM. Due to the modular design of the platform, the Exabeam Security Management Platform can work in tandem with the existing SIEM and accelerate security analyst productivity. One of the more advanced analytic capabilities of the platform, User Experience Behavioral Analytics (UEBA), is the most deployed UEBA security solution in the world, as the incumbent methodology based on correlation rules is inefficient in capturing a low and slow cyber invasion. Exabeam can develop the chronology of an attack in seconds based on a breached device, which we believe is a unique value proposition and a catalyst for growth in 2021.

Key Officers:

- Nir Polak – CEO & Co-founder
- Domingo Mihovilovic, Ph.D. – CTO & Co-founder
- Sylvain Gil – EVP, Customer Success & Cofounder
- Ralph Pisani – EVP, Field Operations
- Sherry Lowe – CMO
- Manish Sarin – CFO
- Rajiv Taneja – EVP, Engineering

Competition:

- Splunk
- IBM
- LogRhythm
- HP (Arcsight)

Total Funding: \$190M

Board of Directors:

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

Key Investors:

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

Headcount: 450

Open Positions: 111

- U.S. based: 79
- International: 32
- Sales: 19
- Other: 92

Source: Company website, all revenues are CY-20



ExtraHop

Founded: 2007
Revenue: >\$100M

www.extrahop.com
 877.333.9872

520 Pike Street, Suite 1600
 Seattle, WA 98101

Company Summary: ExtraHop delivers real-time analytics and cloud-based machine learning for security and performance analytics. In recent years, the company has focused on security services as it provides unique capabilities for complete visibility, real-time threat detections, and intelligent responses to threats. Through its analysis of wire data, ExtraHop is able to discover, observe, and analyze all applications, hosts, clients and infrastructure within an enterprise's network. This information allows businesses to correlate information and make real-time decisions to move a business forward. In 2020, the company's security business grew more than 60% Y/Y, which represents the large majority of its business.

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

Key Officers:

- Arif Kareem – CEO & President
- Jesse Rothstein – Co-founder & CTO
- Raja Mukerji – Co-founder & CCO
- John Matthews – CIO
- Bill Ruckelshaus – CFO
- Chris Lehman – CRO
- Bryce Hein – CMO
- Jackie Haggerty – Head of People

Board of Directors:

- Matt McIlwain – MD, Madrona Venture Group
- George Bischof – MD, Meritech
- Mike Cote – CEO, Secureworks
- John Mcadam – Ex-CEO, F5 Networks
- Arif Kareem – CEO, ExtraHop
- Jesse Rothstein – CTO & Chairman, Extrahop
- Raja Mukerji – CCO, ExtraHop
- Dr. James Truchard – Co-founder & CEO, National Instruments

Competition:

- Cisco Stealthwatch
- Darktrace
- FireEye
- Vectra AI

Total Funding: \$62M

Key Investors:

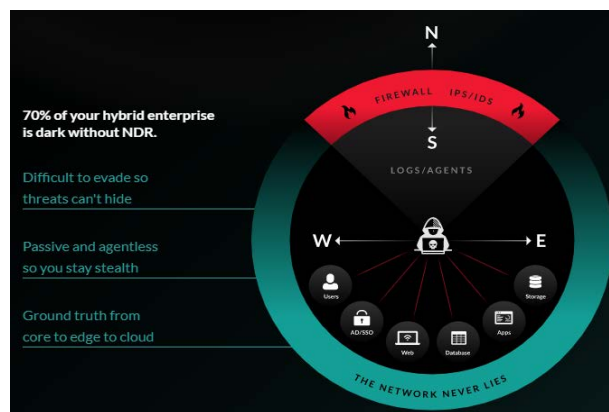
- Andreessen Horowitz
- Madrona Venture Group
- Meritech Capital Partners
- TCV

Headcount: 485

Open Positions: 44

- U.S. based: 36
- International: 8
- Sales: 20
- Other: 24

Source: Company website, all revenues are CY-20





Flashpoint

Founded: 2010
Revenue: \$25-\$50M

www.flashpoint-intel.com
 888.468.3598

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

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

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

Key Officers:

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

Board of Directors:

- Steve Leightell – Partner, Georgian Partners
- Ellie Wheeler – Partner, Greycroft
- Glenn McGonnigle – GP, TechOperators
- Brendan Hannigan – Entrepreneur Partner, Polaris Partners
- Matt Devost – CEO & Co-founder, OODA

Competition:

- Recorded Future
- Digital Shadows
- IntSights
- Intel471

Total Funding: \$49M (equity funding)

Key Investors:

- Bloomberg Beta
- Cisco Investments
- Georgian Partners
- Greycroft
- Jump Capital
- K2 Intelligence
- Leaders Fund
- TechOperators

Headcount: 135

Open Positions: 17

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

Source: Company website, all revenues are CY-20

The platform in detail

- Finished Intelligence Experience**
 Access finished intelligence and primary source data across illicit online communities used by Flashpoint experts to create those reports.
- Scalable Results**
 Broaden the scope of intelligence beyond traditional threat detection, and gain scalable, contextual, rich results that help teams make better decisions and protect their ability to operate across the enterprise.
- Relevant Conversations**
 Whether you are an intel expert or new to assessing risk, our platform delivers relevant intelligence that empowers you to make more informed decisions and mitigate risk in any part of your organization.

FIREMON FireMon

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

www.firemon.com
 913.948.9570

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

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

Products/Services: FireMon's 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. FireMon 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
 Donald Klumb – CFO
 Charles Gold – CMO
 Brian Keets – CRO
 Jim Weakley – SVP, Global Services
 Jim Birmingham – SVP, Engineering
 Reggie Best – President, Lumeta

Competition:

AlgoSec
 RedSeal
 Skybox
 Tufin

Total Funding: Not Listed

Key Investors:

Not Listed

Board of Directors:

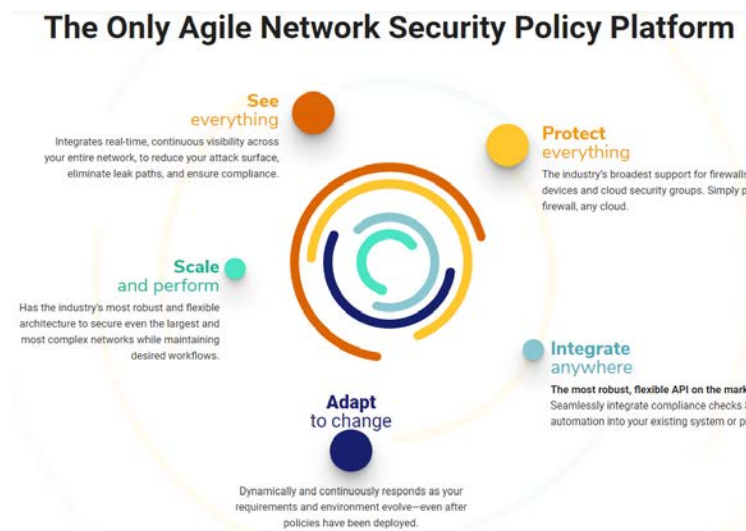
Not Listed

Headcount: 280

Open Positions: 102

U.S. based: 89
 International: 13
 Sales: 10
 Other: 92

Source: Company website, all revenues are CY-20





Fortress

Founded: 2015
Revenue: <\$25M

www.fortressinfosec.com
 407.573.6800

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

Company Summary: In today's enterprise environment, resolving critical infrastructure or web application vulnerabilities can take over two months. Fortress Information Security is an information security and cyber-risk mitigation platform striving to catalyze the securing of infrastructure, specifically, across the supply chain. The product integrates threat intelligence and service delivery within a governance platform and is now successfully deployed to safeguard over 300,000 assets across 40,000 vendors.

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

Key Officers:
 Alex Santos – Co-founder & CEO
 Peter Kassabov – Co-founder & Chairman

Competition:
 CyberGRX
 OneTrust
 Prevalent

Board of Directors:
 Not Listed

Total Funding: \$34M

Headcount: 110

Key Investors:
 Not Available

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

Source: Company website, all revenues are CY-20



Flexera

Founded: 2008
Revenue: >\$400M

www.flexera.com
 800.809.5659

300 Park Blvd, Suite 500
 Itasca, IL 60143

Company Summary: Flexera has two separate divisions. The Buyer division helps large technology users optimize their full IT landscape, from on-premises to cloud, so that they can fully realize technology’s power to accelerate their business. The Supplier division, Revenera, helps software manufacturers build and deliver secure software products, while protecting IP. Revenera also enables software suppliers to implement modern and flexible monetization models and drive recurring revenue with software and IoT products.

Products/Services: Flexera offers an extensive list of products. The Buyer division offers a unique set of solutions that provide technology insights, technology spend optimization, technology operations, and technology agility from on-premises to the cloud. The solutions include software asset management, cloud management platform, cloud cost optimization, SaaS cost management, software vulnerability management, cloud migration, and data insights. The Supplier division helps its customers install, protect, and monetize software and IoT through installation software, Software Composition Analysis (SCA), and a monetization platform.

Key Officers:

Jim Ryan – President & CEO
 David Zwick – CFO
 Eric Free – Chief Growth Officer

Conal Gallagher – CIO
 Laura Luckman Kelber – SVP, Marketing
 Marie Godfrey – SVP, Products
 Art Middlekauff – SVP, Engineering & Support
 Brent Pietrzak – SVP & GM, Revenera
 Sean Doherty – SVP, Customer Experience

Competition:

BMC
 Apptio/Cloudability
 Aspera
 Snow Software
 Thales/Gemalto
 Synopsys/Black Duck
 ServiceNow
 VMware

Total Funding: Not Listed

Board of Directors:

Not Listed

Key Investors:

TA Associates
 Ontario Teachers' Pension Fund

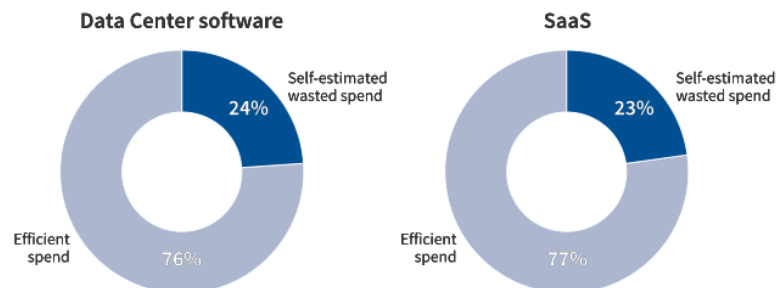
Headcount: 1,300

Open Positions: 61

U.S. based: 22
 International: 39
 Sales: 13
 Other: 48

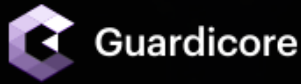
Source: Company website, all revenues are CY-20

Waste in Software Spend
 Average % across all respondents



N=461

Source: Flexera 2021 State of ITAM Report



Guardicore

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

www.guardicore.com
415.200.1993

100 Summer St. #1600
Boston, MA 02110

Company Summary: 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
Dror Sal'ee – VP APAC & Co-Founder
Yaron Bartov – CFO
Ofer Wolf – COO
Chris Gaebler – CMO
Ola Sergatchov – VP, Corporate Strategy
Sharon Besser – VP, Business Development
Ori Aldor – VP, R&D

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
Ram Metser – Executive Chairman, Segterra
Boaz Dinte – Qumra Capital, Co-founder
Yuda Doron – MP, Greenfield Partners

Headcount: 200

Open Positions: 37

U.S. based: 17
International: 20
Sales: 14
Other: 23

Competition:

Cisco (Tetration)
VMware (NSX)
Illumio
CloudPassage

Total Funding: \$106M

Key Investors:

83North
Battery Ventures
Claltech
Greenfield Capital Partners
Qumra Capital
Partech Partners
DTCP

Source: Company website, all revenues are CY-20



Reduce Complexity with an infrastructure-agnostic approach that works consistently across any environment, platform, or operating system.



Reduce Risk with granular segmentation policies that prevent lateral movement within your data center and cloud environments.



Innovate Faster by integrating security into DevOps and IT automation workflows without creating obstacles or requiring application changes.



GoSecure

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

www.gosecure.net
 855.893.5428

4225 Executive Sq., Ste. 1600
 La Jolla, CA 92037

Company Summary: GoSecure entered the security market as a provider of endpoint detection and response (EDR) technology, and has transitioned into additional areas of enterprise security. GoSecure is now primarily focused on Managed Detection and Response (MDR) which includes next-generation antivirus, email security, and insider cyber threat detection. The combined offering creates significant value for customers in reducing time-to-decision by thwarting data breaches proactively. With a spectrum of cloud-delivered security solutions from managed threat hunting to managed incident response and forensic services across the endpoint, network, and inbox, GoSecure is the first security provider with such a comprehensive portfolio of services.

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

Key Officers:

- Neal Creighton – CEO
- Rick Miller – COO
- Thalia R. Gietzen –CFO
- John Randall – SVP, Product Management
- Thomas Wallace – SVP, Engineering
- Eric Rochette – SVP, Global Services
- Travis Barlow – SVP, Managed Detection & Response

Competition:

- CrowdStrike
- Arctic Wolf
- Broadcom
- McAfee
- eSentire
- Palo Alto Networks

Total Funding: \$127M

Board of Directors:

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

Key Investors:

- EDBI
- Fairhaven Capital Partners
- Goldman Sachs
- Mitsui Global Investment
- Next47
- OnPoint Technologies
- Razor's Edge Ventures
- SAP National Security Services
- Singtel Innov8
- TenEleven Ventures

Headcount: 200

Open Positions: 10

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

Source: Company website, all revenues are CY-20

Collaborating With Your Security Team

GoSecure Titan Managed Detection and Response (MDR) goes far beyond simple security incident alerting by taking a direct and active role in detecting advanced threats and proactively mitigating them before they compromise sensitive data assets or business operations. Our Active Response Center team becomes an extension of your Security Team.

Unparalleled Detection

Leveraging a big data approach, our hunt team tracks threats from the edge to the endpoint. They analyze behaviors on-disk, in the OS and in memory to detect, predict and mitigate the most advanced threats.

24x7 Threat Hunting and Mitigation

GoSecure Titan MDR features a dedicated hunt team with over 500,000 hours of experience. They identify, track and stop advanced threats that other managed service providers miss.

Consolidated Platform & Reporting

Our MDR features a unified platform consolidating multiple security functions and technologies. Alerts and reports are aggregated into a management portal accessible by MDR clients. GoSecure Titan MDR also delivers a monthly report describing all the events seen, threats investigated, and

Aggressive SLAS

With client agreement, we will own mitigation. We back that with 15-minute threat determination-to-mitigation SLAs, the most aggressive in the market.

hackerone

HackerOne

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

www.hackerone.com
 415.891.0777

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

Company Summary: HackerOne is a pioneer in the development of bug bounty platform technology, a business that leverages crowdsourced ethical hackers for the replacement of pen testing. Pen testing is costly, produces many false positives, and only occurs a few times a year, whereas HackerOne allows freelance hackers around the world to constantly find accurate vulnerabilities as hackers compete for awards. HackerOne has attracted more than 750,000 ethical hackers to its platform and the company serves nearly 2,000 customers including cloud-native companies, government agencies, military departments, manufacturing companies and many other large enterprise organizations.

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

Key Officers:

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

Competition:

- Bugcrowd
- Cobalt
- Synack

Total Funding: \$110M

Key Investors:

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

Board of Directors:

- Bill Gurley – GP, Benchmark
- John Hering – Co-founder, Coalition
- Hilarie Koplrow-McAdams – Venture Partner, NEA
- Kathryn Haun – GP, Andreessen Horowitz
- Jon Sakoda – Founder & MP, Decibel Partners
- Mårten Mickos – CEO, HackerOne
- Alex Rice – Co-founder & CTO, HackerOne
- David Obrand – Valor Equity Partners

Headcount: 296

Open Positions: 35

- U.S. based: 24
- International: 11
- Sales: 11
- Other: 24

Source: Company website, all revenues are CY-20

RESPONSE	BOUNTY	PENTEST
<p>Vulnerability Disclosure</p> <ul style="list-style-type: none"> Learn about goals and expectations around receiving externally discovered vulnerabilities Establish a program policy with a best-practice process for capturing vulnerabilities discovered by third-parties Configure workflows to securely manage valid vulnerabilities (receipt to resolution) 	<p>Vulnerability Assessment</p> <ul style="list-style-type: none"> Incentivize hackers to uncover vulnerabilities overlooked by traditional methods Private, time-bound program designed for new product release, test-in-house apps or select assets Test out a specific feature release or data testing before launching publicly 	<p>Hacker-Powered Pentest</p> <ul style="list-style-type: none"> Point-in-time, targeted pentesting Compliance-driven On-demand platform that provides visibility into the progress of your pentest Communicate easily with pentesters Prioritize critical areas and send directly to your workflow via GitHub or JIRA



iBoss

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

www.iboss.com
 877.742.6832

101 Federal St.
 Boston, MA 02110

Company Summary: iboss is a cloud security company that provides organizations and its employees fast and secure access to the internet on any device, from any location, in the cloud. The iboss Secure Access Service Edge (SASE) cloud platform provides network security as a service, delivered in the cloud, as a complete SaaS offering. Leveraging a purpose-built cloud architecture backed by 230+ issued and pending patents and more than 100 points of presence globally, iboss processes over 100 billion transactions daily, blocking nearly 4 billion malware threats per day. More than 4,000 global enterprises trust the iboss SASE cloud platform to support their workforce, including a large number of Fortune 50 companies.

Products/Services: The iboss SASE cloud platform is leading in innovation with its patented containerized cloud architecture that enables users to connect quickly and securely to any cloud destination, from anywhere. iboss solves the challenge of remote users by allowing them to securely connect directly to any cloud applications, with visibility in place. The iboss cloud platform provides network security as a service, delivered in the cloud, as a complete SaaS offering. iboss eliminates the need for traditional network security appliances, allowing organizations to secure network traffic from anywhere to protect against malware and data loss.

Key Officers:

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

Competition:

- Blue Coat/Broadcom
- Cisco
- Forcepoint
- Zscaler

Total Funding: \$195M

Key Investors:

- Goldman Sachs
- Francisco Partners
- NightDragon Security

Board of Directors:

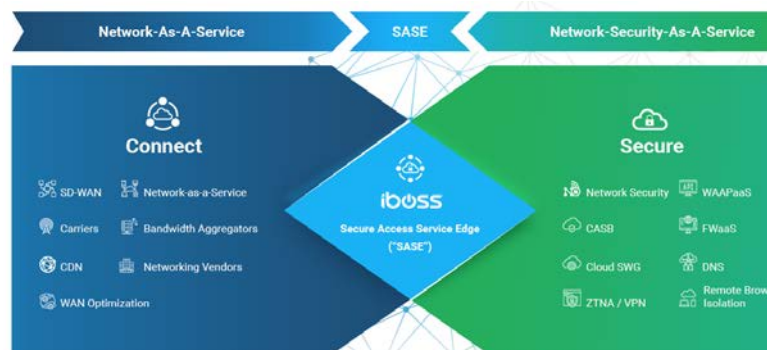
- Paul Martini – CEO/CTO & Co-Chairman, iboss
- Peter Martini – President, iboss
- Dave DeWalt – Vice Chairman, iboss & Former CEO, McAfee and FireEye
- Frank Fanzilli – Former Global CIO, Credit Suisse
- John M. Connolly – Senior Advisor & Co-Chairman, Bain Capital Ventures
- George Blank – Former CFO,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

Headcount: 425

Open Positions: 85

- U.S. based: 78
- International: 7
- Sales: 25
- Other: 60

Source: Company website, all revenues are CY-20





Illumio

Founded: 2013
Revenue: >\$100M

www.illumio.com
 855.426.3983

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 – SVP, People
- Scott Downie – VP, Support and Services
- Matthew Glenn – SVP, Product Management
- Chris Khadan – VP, Customer Success
- Anup Singh – CFO
- Ben Verghese – SVP, Engineering
- Jim Love – CRO
- Joel Bauman – SVP, Business & Corporate Development
- Shay Mowlem – CMO

Board of Directors:

- Andrew Rubin – Founder & CEO, Illumio
- Steve Herrod – MD, General Catalyst Partners
- John Hinshaw – Group Chief Operating Officer, HSBC
- John Jack – Board Partner, Andreessen Horowitz
- Jennifer Johnson – CMO & Strategy Officer, Amplitude

Competition:

- Cisco
- GuardiCore
- vArmour
- VMware

Total Funding: \$332.5M

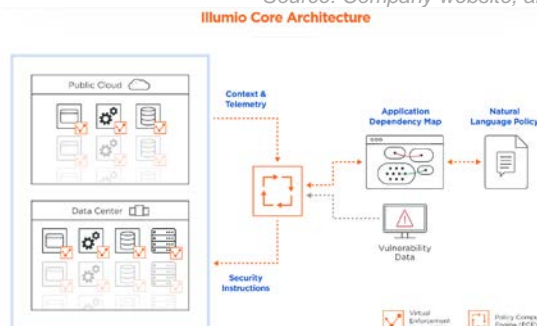
Key Investors:

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

Headcount: 400

Open Positions: 48
 U.S. based: 30
 International: 18
 Sales: 7
 Other: 41

Source: Company website, all revenues are CY-20





Illusive

Founded: 2014
Revenue: <\$25M

www.illusive.com
 844.455.8748

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

Company Summary: Illusive Networks is a pioneer of deception technology, empowering security teams to take informed action against advanced, targeted cyberattacks by detecting and disrupting lateral movement toward critical business assets early in the attack life cycle. Agentless and driven by intelligent automation, Illusive technology enables organizations to significantly increase proactive defense while adding almost no operational overhead. By saturating the environment with deceptive information, Illusive creates a distorted reality that the attacker cannot confidently navigate. Its solution disrupts the attacker’s operations and helps security teams detect and resolve advanced attacks, to prevent cyber incidents from becoming business crises.

Products/Services: The Illusive Networks product suite prevents, detects, and stops threat actors by creating a hostile environment for the attackers themselves. Attack Surface Manager (ASM) is the first-line approach to preempting attacks by revealing and removing high-risk credentials, connections and pathways attackers can utilize to maneuver laterally through the network. Phase two, the Attack Detection System replaces the real data cleansed by the ASM with mimicked, deceptive data to disarm mal-actors and flag them when they engage with the entrapping data. Once a flag is triggered, the Attack Intelligence System visualizes target forensics pinpointing location, identifying the violation, and sending an incident notification.

Key Officers:

Ofer Israeli – CEO & Founder
 Arik Levi – CFO
 Claire Trimble – CMO
 Bob Horn – CRO
 Matan Kubovsky – VP, R&D

Competition:

Attivo Networks
 TrapX
 Atalviao

Total Funding: \$54M

Board of Directors:

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

Key Investors:

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

Headcount: 100

Open Positions: 12

U.S. based: 5
 International: 7
 Sales: 3
 Other: 9

Source: Company website, all revenues are CY-20





Immersive Labs

Founded: 2017
Revenue: <\$25M

www.immersivelabs.com
 (617) 221-7241

200 Berkeley Street, 19th Floor
 Boston, MA 02116

Company Summary: Immersive Labs empowers organizations to battle-test, measure and improve the capabilities of human cyber assets. Rapid gamified exercises based on threat intelligence increase the preparedness and skills levels of everyone from IR to DevOps teams, building resilience in a dynamic threat landscape. Subsequent data insights can be put at the heart of CISO strategies, reducing risk and informing board reporting and investment decisions. The platform is designed with skills-based security challenges and content for various personnel across the enterprise spanning security, developers, and business executives. The platform is gamified and accessible on-demand via a web browser with measurable metrics to track user engagement and improvement over time. The company currently creates over 500 daily labs and serves over 150 customers today.

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

Key Officers:

- James Hadley – CEO
- Matt Knutsen – CRO
- Tarah Cammett – VP, Marketing
- Stuti Bhargava – VP, Customer Success
- Stuart Goldblatt – CFO
- Paul Bentham – Chief Product Officer
- Matt Knutsen – Chief Revenue Officer

Competition:

- SANS
- Rangeforce
- Cyberbit
- Cybrary

Total Funding: \$48M

Board of Directors:

Not Disclosed

Key Investors:

- Goldman Sachs
- Summit Partners

Headcount: 145

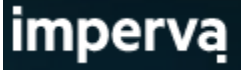
Open Positions: 30

- U.S. based: 18
- International: 12
- Sales: 15
- Other: 15

Source: Company website, all revenues are CY-20

BUSINESS LEADERS	CYBERSECURITY	DEVELOPMENT & ENGINEERING	SECURITY HIRING
<p>Stress testing organizational decision making in response to cyber crises</p> <ul style="list-style-type: none"> ✓ Test leadership response to the latest attacks ✓ On demand scenarios for friction-free exercising ✓ Customize exercises to your business risks 	<p>Power up human capability to demonstrate resilience in the face of evolving threats.</p> <ul style="list-style-type: none"> ✓ Map human expertise to threats using frameworks like MITRE ATT&CK and NIST ✓ Instant access to hands-on offensive and defensive experiences ✓ Measure and reward increased expertise 	<p>Embed security expertise across teams in the software development lifecycle.</p> <ul style="list-style-type: none"> ✓ Bridging the gap between security and engineering ✓ Hands-on with finding and fixing real vulnerabilities ✓ Coverage of the entire software development lifecycle 	<p>Increase speed and diversity in hiring. De-mystify tech skills and talents.</p> <ul style="list-style-type: none"> ✓ Pick relevant, reliable assessments for candidates ✓ Hire the most capable candidates ✓ Reduce bias

Imperva



Founded: 2002
Revenue: >\$100M

www.imperva.com
 650.345.900

One Curiosity Way, Suite 203
 San Mateo, CA 94403

Company Summary: Imperva is a provider of data, application, and edge protection in the cloud and on-premise. Its services include activity monitoring, real-time protection, and risk management to prevent against emerging, automated, and insider attacks. With the Sonar multi-cloud platform, customers are able to leverage a consolidated number of security vendors. The platform also analyzes traffic activity through various paths in order to identify and mitigate malicious behavior, disrupting even multi-pronged attacks. The company was previously listed on the NYSE under the ticker IMPV in 2011, prior to its acquisition by private equity firm Thoma Bravo. The company currently serves over 6,200 enterprise customers, including 40% of the Fortune 100, in over 150 countries.

Products/Services: The Imperva Sonar Platform is composed of Edge Security, Data Security, and Application Security. Edge Security functionality incorporates DDoS protection, DNS protection, and CDN security. The Data Security piece offers sensitive data management, compliance, threat prevention, data governance, and cloud discovery. The Application Security aspect of the platform incorporates Web Application Firewall (WAF), API protection, Bot Management, client-side protection, runtime protection, and attack analytics.

Key Officers:

- Pam Murphy – CEO
- Kunal Anand – CTO
- Ron Bennatan – SVP & General Manger, Data Security
- Moshe Lipsker – SVP, Product Development
- Steven Schoenfeld – SVP, Product Management
- Paul J. Loftus – CRO
- Nanhi Singh – Chief Customer Officer
- Julien Bellanger – CMO
- Terry Ray – SVP & Imperva Fellow
- Jim Dildine – CFO
- Samir Sherif - CISO

Competition:

- F5 Networks
- Fortinet
- Akamai
- Cloudflare
- Barracuda Networks

Total Funding: \$97M (acquired by Thoma Bravo in January 2019)

Key Investors:

Thoma Bravo

Source: Company website, all revenues are CY-20

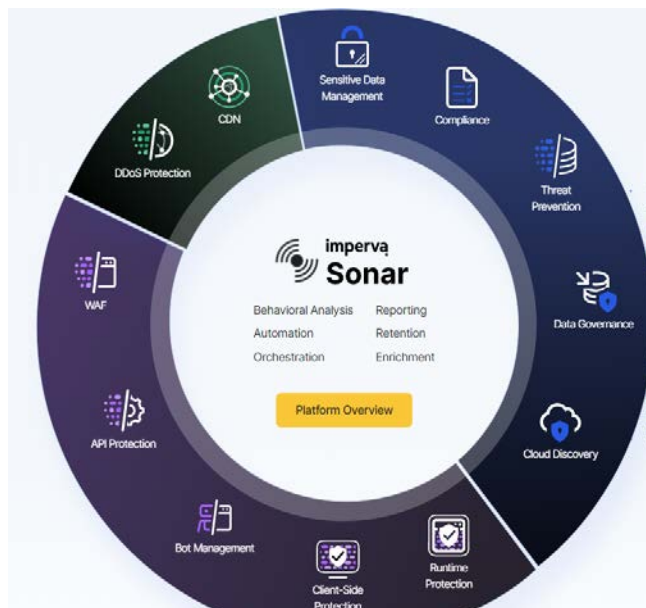
Board of Directors:

Not Disclosed

Headcount: ~1,400

Open Positions: 116

- U.S. based: 51
- International: 65
- Sales: 23
- Other: 93





Imprivata

Founded: 2002
Revenue: >\$100M

www.imprivata.com
 877.663.7446

10 Maguire Rd. Bldg. 1, #125
 Lexington, MA 02421

Company Summary: Imprivata operates in the secure healthcare information access and identity management domain to assist customers in optimizing workflow ROI, security, scalability, and compliance. The solution capabilities include streamlining application access and offering cloud-based secure communications. The solution also protects patient identities across complex healthcare computing environments to facilitate user-friendly government regulatory compliance. Imprivata is currently successfully deployed in 1,900 healthcare customer IT environments across 45 countries and 6 million users, with a base of core technology assets including 32 patents issued to date.

Products/Services: Acting as the proverbial glue linking confidential patient healthcare data between clinicians, connected medical devices, and patients, Imprivata connects and secures these data flows while they are accessed ubiquitously 24/7 in the cloud. Core competencies of the Digital Identity and Access Management offering are identity governance, enterprise single sign-on, multi-factor authentication, positive patient identification, and securing communications. These implementations are often delivered via a rich Enterprise Health Record (EHR) solution partner network.

Key Officers:

- Gus Malezis – CEO
- Jim Carr – CFO
- Sean Kelly – Chief Medical Officer
- Tony Lenox – Chief Customer Officer
- Kelliann McCabe – Chief People Officer
- Mark Nesline – Chief Engineering Officer
- Mark McArdle – Chief Products & Design Officer
- Rachel McClary – CMO
- Jack Sebbag – CRO
- Wes Wright – Chief Technology Officer

Competition:

- Caradigm
- TigerConnect
- Health Catalyst

Total Funding: Acquired by Thoma Bravo in July 2016

Key Investors:

- Thoma Bravo

Board of Directors:

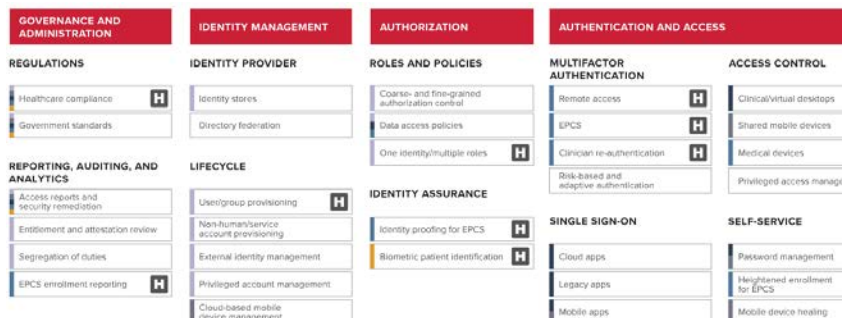
- Andrew Almeida – Principal, Thoma Bravo
- Chip Virnig – Partner, Thoma Bravo
- Jack Blaeser – Independent
- Marcel Bernard, JD – Senior Operating Partner

Headcount: 591

Open Positions: 22

- U.S. based: 22
- International: 0
- Sales: 2
- Other: 20

Source: Company website, all revenues are CY-20





IntSights

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

www.intsights.com
 212.729.7104

155 W 19th St., 5th Floor
 New York, NY 10011

Company Summary: IntSights is revolutionizing cybersecurity with its Enterprise Threat Intelligence & Mitigation platform, which delivers proactive defense by transforming threat intelligence into automated security action. It monitors external risk profiles, aggregates and analyzes tens of thousands of threats and automates the risk mitigation lifecycle. IntSights' groundbreaking data mining algorithms and unique cyber-reconnaissance capabilities continuously scan the clear, deep, and dark webs to deliver tailored contextual insights about potential threats to the company's 350 customers in place today.

Products/Services: IntSights' External Threat Protection (ETP) Suite helps turn external intelligence into security action by defending forward to discover, analyze, and mitigate targeted organizational cyber threats. Threat Command provides alerts and remediation for external threats. Threat Intelligence Platform (TIP) aggregates and enriches existing threat databases for internal intelligence. Threat Orchestration automatically blocks and remediates in accordance with security policy and technology integrations. Vulnerability Risk Analyzer assists to prioritize patching for critical vulnerabilities instantly. Finally, Threat Research undergoes threat hunting, threat actor engagement, and advanced research done by in-house expert analysts.

Key Officers:

Guy Nizan – CEO & Co-founder
 Alon Arvatz – CPO & Co-founder
 Gal Ben David – CTO & Co-founder
 Eyal Katz – CFO
 Jason Thompson – COO

Competition:

Anomaly
 Digital Shadows
 FireEye
 Recorded Future
 Threat Connect

Board of Directors:

Dave Johnson – Chairman
 David Blumberg – MP, Blumberg Capital
 Ron Zoran – CRO, CyberArk
 Kobi Samboursky – Gllot Capital Partners
 Boaz Dinte – MP, Qumra Capital
 Alex Weiss – Managing Director, ClearSky Security

Total Funding: \$68M

Key Investors:

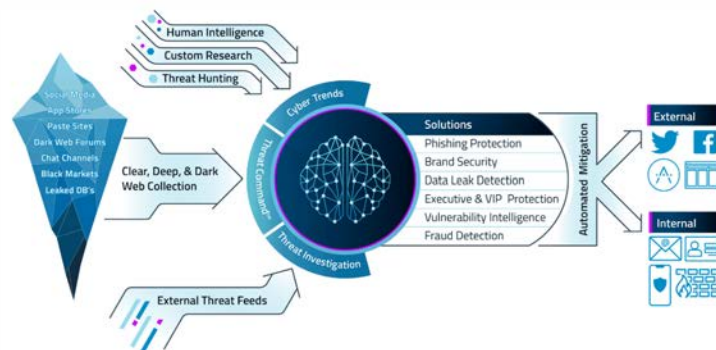
Blackstone
 Blumberg Capital
 ClearSky Security
 Gllot Capital Partners
 Qumra Capital
 Tola Capital Management
 Wipro Ventures

Headcount: 179

Open Positions: 25

U.S. based: 11
 International:14
 Sales: 2
 Other: 23

Source: Company website, all revenues are CY-20





Karamba Security

Founded: 2015
Revenue: <\$25M

www.karambasecurity.com
 800.532.4617

24 HaNagar St.,
 Hod Hasharon, Israel

Company Summary: Karamba Security provides industry-leading enterprise edge, automotive, industrial and consumer IOT cybersecurity solutions. Karamba’s software is designed to operate in resource-constrained systems and it ensures that IOT applications operate reliably. The company started in the autonomous automotive market where its solutions prevent cyberattacks with zero false positives. Karamba has agreements to protect 12 million connected devices, which is up from just 1 million a year ago. Its Autonomous Security software products, including ThreatHive, Carwall, and SafeCAN, provide end-to-end cybersecurity for the endpoints and the internal messaging bus.

Products/Services: Karamba’s ideology around adapting to an ever-changing threat landscape is effective due to the manner in which security is embedded into devices from end to end. The product suite boasts Secured Design, Security Validation, Self-Protection, and Continuous Security as core components of the offering to ensure seamless protection for all connected devices. Equipped with such an arsenal, developers and security teams limit exposure in product architecture, prevent authentication blind spots, and provide integrity of software in mission-critical performance environments.

Key Officers:

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

Competition:

- Argus
- Red Balloon

Total Funding: \$17M

Key Investors:

- Asgent
- Fontinalis Partners
- Liberty Mutual
- Paladin Capital Group
- Presidio Ventures
- The Glenrock Group
- YL Ventures

Board of Directors:

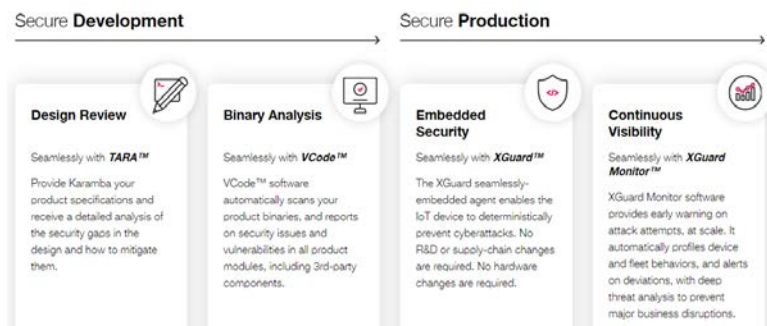
- Ofer Schreiber – MD, YL Ventures
- Chris Stallman – MD, Fontinalis Partners
- Neil Schloss – Independent Board Member
- Tal Ben-David – VP R&D & Co-founder, Karamba Security
- Ami Dotan – CEO & Co-founder, Karamba Security
- David Barzilai - Executive Chairman & Co-founder, Karamba Security
- Assaf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

Headcount: 28

Open Positions: 11

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

Source: Company website, all revenues are CY-20



KEYFACTOR

Keyfactor

Founded: 2001
Revenue: <\$25M

www.keyfactor.com
 216.785.2990

6150 Oak Tree Blvd, Suite 200
 Independence, OH 44131

Company Summary: Keyfactor, formerly known as Certified Security Solutions (CSS), offers information security management. It competes with identity and access management vendors in the mitigation of risk exposure related to secure digital certifications and keys wielded to confirm digital identity and authenticity. The public key infrastructure (PKI) as-a-service platform ensures customers are able to leverage IoT devices with crypto-agility at scale. The company currently serves over 500 global clients with an impressive 99% client satisfaction rate and 98.5% client retention rate.

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

Key Officers:

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

Competition:

AppViewX
 Venafi

Total Funding: \$87M (Acquired by Insight Partners in December 2018 for \$77M)

Key Investors:

Insight Partners
 General Motors Ventures
 Generation Ventures

Board of Directors:

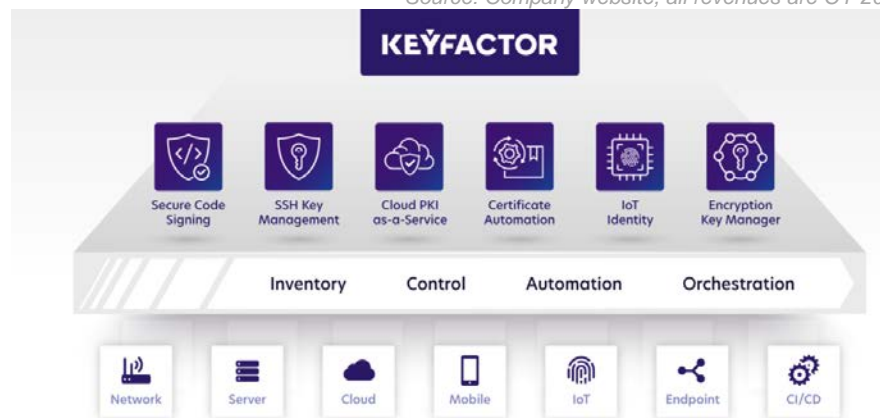
Michael Triplett – Board Member
 Jordan Rackie – CEO, Keyfactor
 Lonnie Jaffe – Managing Director, Insight Partners
 Thomas Krane – Principal, Insight Partners
 Tim Harvey – Executive Chairman, VTS

Headcount: 130

Open Positions: 9

U.S. based: 8
 International: 1
 Sales: 2
 Other: 7

Source: Company website, all revenues are CY-20





Lookout

Founded: 2007
Revenue: >\$100M

www.lookout.com

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

Company Summary: Since its founding in 2004, Lookout has been a pioneer in mobile security. Using threat intelligence gathered from millions of endpoints and analyzed applications, Lookout applies a suite of sophisticated detection mechanisms, including machine learning, to secure organizations from cyberattacks. Lookout Security Cloud embodies a privacy-centric approach to thwart phishing, application, device, and network threats through its easy-to-deploy cloud modules for security detection, visibility, response, and remediation. The company currently has more than 2,800 enterprise customers.

Products/Services: Lookout 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 as well as 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 and Chairman
 Aaron Cockerill – Chief Strategy Officer
 Marc Jaffan – VP, Business & Corp. Development
 John Scano – Chief Development Officer
 Mark Nasiff – COO & CFO
 Missy Ballew – Chief HR Officer

Board of Directors:

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

Competition:

Check Point Software
 Skycure (Symantec)
 Zimperium

Total Funding: \$332M

Key Investors:

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

Headcount: 300

Open Positions: 61
 U.S. based: 42
 International: 19
 Sales: 5
 Other: 56

Source: Company website, all revenues are CY-20

Secure more, limit less



Vulnerability and Threat Management

Attain risk scoring and remediation prioritization of vulnerabilities based on asset prioritization, exploitability, and exposure analysis. Automatically map and visualize your attack surface to determine the best remediation options to reduce cybersecurity risk exposure on a continuous basis.



Security Policy Management

Analyze and understand your attack surface across hybrid and multi-cloud infrastructures. Ensure consistent and effective configuration compliance, rule-base optimization and change automation across traditional networks and firewalls, to next generation firewalls, virtualized environments, public clouds, and more.



Malwarebytes

Founded: 2008
Revenue: >\$100M

www.malwarebytes.org
800.520.2796

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

Company Summary: Malwarebytes provides endpoint security software and services to enterprise organizations and consumers. The company guards users against the latest cyber threats, including malware, ransomware, and exploits that traditional antivirus solutions fail to catch. With more than 60,000 enterprise accounts and millions of consumers, the company leverages large scale volumes of data combined with machine learning and artificial intelligence to identify suspicious behavior and catch new threats swiftly.

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 – President and CFO
- Barry Mainz – COO
- Mark Strassman – Chief Product Officer
- Camellia Ngo – Chief People Officer
- Greg Higham – CIO
- Adam Hyder – SVP, Engineering
- Pedro Bustamante – VP, Research & Innovation

Competition:

- Broadcom
- NortonLifeLock
- McAfee
- Sophos
- Kaspersky
- Trend Micro
- Avast

Total Funding: \$80M

Board of Directors:

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

Key Investors:

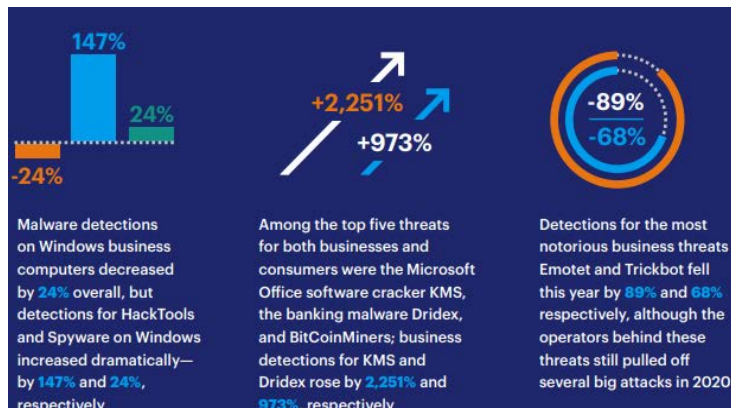
- Fidelity Management Company
- Highland Capital Partners

Headcount: 830

Open Positions: 90

- U.S. based: 51
- International: 39
- Sales: 12
- Other: 78

Source: Company website, all revenues are CY-20



Mission Secure



Founded: 2014
Revenue: <25M

www.missionsecure.com
 434.284.8071

300 Preston Avenue, #500
 Charlottesville, VA 22902

Company Summary: Mission Secure offers an OT cyber-protection platform to quell OT attacks from their point of inception. The platform is reinforced by a 24/7 managed services team to ensure OT visibility, segmentation, protection, threat hunting, and incident response at a military and industrial grade level of protection. This sector is undergoing rapid growth as 75% of industrial control systems experience some kind of breach, but users seem averse to reporting breach activity. Additionally, the cost of ransomware is growing rapidly and the risk of exposure will only increase once threat actors develop monetization strategies similar to the current situation in traditional IT environments. In light of these market developments, the company doubled their GAAP revenues over 2019.

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

Key Officers:

- John Adams – CEO
- Bob McAleer – President, Mission Secure Defense
- Daniel Park – Co-founder & CTO
- Roark Pollock – CMO
- Kent Pope – CRO
- Paul Arceneaux – SVP, Engineering & Product Development
- Don Ward – SVP, Global Services

Board of Directors:

- David Drescher – Co-founder
- Daniel Park – Co-founder & CTO
- W. George Coyle – Managing Partner, Energy Innovation Capital
- Harold Nussenfeld – Principal, Skye Asset Management
- Jerry Labowitz – Director, POM

Headcount: 40

Open Positions: 2

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

Competition:

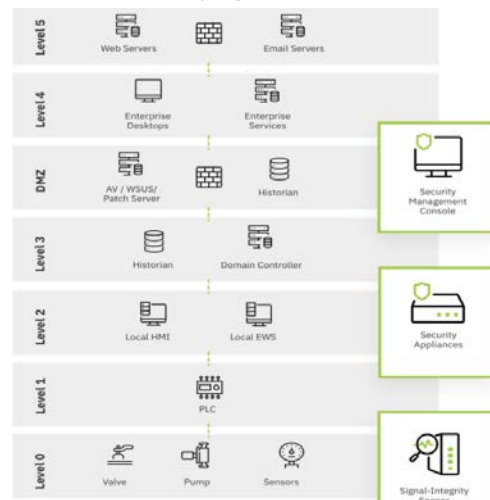
- Claroty
- Indegy
- Cyberx
- Dragos
- Nozomi Networks
- SCADAfence

Total Funding: \$23M

Key Investors:

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

Source: Company website, all revenues are CY-20





Netskope

Founded: 2012
Revenue: >\$100M

www.netskope.com
 800.979.6988

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

Company Summary: Netskope is a leading provider of integrated cloud, network and data security services. Before it developed a broad platform solution, Netskope forged a strong lead in CASB (Cloud Access Security Broker) technologies, which provide capabilities such as governing access and activities in sanctioned and unsanctioned cloud services, securing sensitive data, and protecting against internal and external threats. Netskope’s platform allows users to gain visibility at the application and data level as opposed to traditional network security approaches which struggle to secure cloud and mobile users. The company’s Security Cloud offering has the ability to guard data anywhere and comes with advanced threat protection, allowing customers to have full control from just one cloud.

Products/Services: Netskope Security Cloud 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 secure environments that are 100% in the cloud, on-premise, or in a hybrid configuration. The platform offers enterprises six main capabilities: visibility into apps, devices, users, etc.; deep analytics on user activity; data loss prevention (DLP); policy enforcement; zero-trust network access; 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 & founder
- Krishna Narayanaswamy – CTO
- Dave Peranich – President, Go-To-Market
- Drew Del Matto – CFO
- David Wu – Chief Development Officer
- Jason Clark – Chief Strategy & Marketing Officer
- John Martin – Chief Product Officer
- Lamont Orange – CISO
- Mike Anderson – Chief Digital and Information Officer

Competition:

- McAfee Skyhigh Networks
- NortonLifelock (Blue Coat)
- Zscaler
- Palo Alto Networks

Total Funding: \$700M

Key Investors:

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

Board of Directors:

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

Source: Company website, all revenues are CY-20

Headcount: 1,050

Open Positions: 39
 U.S. based: 258
 International: 136
 Sales: 79
 Other: 315



Nozomi Networks



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

www.nozominetworks.com
 1.800.314.6114

575 Market Street, Suite 3650
 San Francisco, CA 94105

Company Summary: Nozomi Networks offers visibility and cybersecurity for industrial, operational, distributed environments in order to mitigate cyber risk and bolster operational resiliency. With integrations across OT, IoT, and IT environments, Nozomi fosters an accelerated digital transformation journey for its customers with an embedded cybersecurity framework. The Industrial Control System (ICS) provides real-time monitoring to observe all devices and assets across OT and IOT environments in order to better detect cyber threats, vulnerabilities, risks, and anomalies. The company boasts an 83% win rate across proof-of-concept engagements.

Products/Services: Nozomi’s flagship product, Guardian, inserts itself into an industrial control network via sensors and begins to identify, assess, detect, and act at scale to provide a robust mapping of the network as well as vulnerability assessment, risk monitoring, and threat detection. With Guardian enabled, customers leverage Vantage, a SaaS platform in order to protect and respond to threats across all assets, regardless of physical location. Finally, the Central Management Console (CMC) operates as a form of fleet management for the OT networks themselves.

Key Officers:

- Edgard Capdevielle – President & CEO
- Andrea Carcano – Co-founder & Chief Product Officer
- Morena Carullo – Co-founder & CTO
- Stephen Driggers – CRO
- John Vincenzo – CMO
- Chet Namboodri – SVP, BD & Alliances
- Ngoc Phan – Head of Finance & Global Business Operations
- Alan Berusch – Head of People & Culture

Board of Directors:

- Glenn Solomon – Managing Partner, GGV Capital
- Bilal Zuberi – Partner, Lux Capital
- John Tough – Partner, Energize Ventures
- Giovanni Canetta Roeder – CEO, Planven Investments
- Barmek Meftah – Board Member

Competition:

Clarity

Total Funding: \$60M

Key Investors:

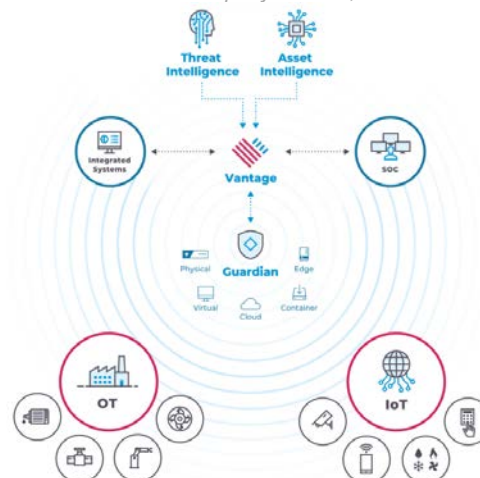
- Energize
- GGV Capital
- Lux
- Planven
- Activate Capital
- Forward Investments
- IQT
- Telefonica

Headcount: 130

Open Positions: 19

- U.S. based: 8
- International: 11
- Sales: 2
- Other: 17

Source: Company website, all revenues are CY-20



OneTrust

Founded: 2016
Revenue: >\$100M

www.onetrust.com
 844.847.7154

1200 Abernathy Road NE, Bldg 600
 Atlanta, GA 30328

Company Summary: OneTrust develops a privacy, security, and governance technology platform aiding organizations in assuring compliance with regulations such as GDPR in Europe, privacy shield, CCPA, LGPD, PDPA, and ISO27001, among other privacy and security laws. The offering includes a technology platform, a wide array of regulatory intelligence stemming from researchers and the legal community, as well as an active user community collaborating on industry best practices. The company currently holds 130 issued patents, an active user community of 20,000, 40 in-house researchers, and over 800 lawyers in its network. OneTrust serves 8,000 customers, including half of the Fortune 500.

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

Key Officers:

Kabir Barday – CEO
 Blake Brannon – CTO
 Andrew Clearwater – Chief Privacy Officer
 JP Halebeed – Chief Engineering Officer
 Kevin Kiley – CRO
 Caroline Thrower – Chief of Staff

Board of Directors:

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

Headcount: ~1,400

Open Positions: 96

U.S. based: 59
 International: 37
 Sales: 22
 Other: 74

Competition:

Fortress Security
 CyberGRX
 Prevalent
 Exterro
 WireWheel
 Crownpeak
 Securiti.ai
 BigID
 TrustArc

Total Funding: \$710M

Key Investors:

Coatue Management
 Insight Partners
 TCV

Source: Company website, all revenues are CY-20





Optiv

Founded: 2015
Revenue: >\$100M

www.optiv.com
 800.574.0896

1144 15th St, Suite 2900
 Denver, CO 80202

Company Summary: Optiv is a pure-play cybersecurity solutions integrator that offers an extensive portfolio of cybersecurity technologies. It also offers a wide array of services, including identity and access management (IAM), third-party risk management, threat and vulnerability management, and managed security services. Optiv targets mostly enterprise accounts, and aims to be the most advanced, most trusted and most comprehensive single source for all things cybersecurity. The company leverages deep industry expertise to help clients plan, build and run holistic cybersecurity programs designed to reduce risk and drive desired business outcomes.

Products/Services: Optiv serves as a cybersecurity provider for organizations by using a programmatic approach to solving clients' needs. Its 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 integrated management of third-party applications. Optiv carries a full suite of security products, allowing the customer to tailor solutions to their precise needs.

Key Officers:

- Kevin Lynch – CEO
- Nate Brady – CFO
- David Martin – Chief Services Officer
- Brad Rager – Chief Strategy Officer
- Nate Ungerott – EVP, North American Sales
- Heather Allen Strbiak – CHRO
- William Crutch – EVP & General Counsel

Competition:

- Presidio
- Secureworks
- IBM
- Verizon

Total Funding: Acquired by KKR, December 5, 2016

Board of Directors:

Not Listed

Key Investors:

- Blackstone
- Investcorp
- KKR
- Sverica Capital

Headcount: 1,900

Open Positions: 155

U.S. based: 134

International: 21

Sales: 33

Other: 122

Source: Company website, all revenues are CY-20





Qumulo

Founded: 2012
Revenue: >\$100M

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

1501 4th Avenue, Suite 1600
 Seattle, WA 98101

Company Summary: Qumulo develops data management software for file data such as web pages, text documents or media documents. The company designed its software to revolutionize native file systems which are experiencing significant disruption because of the rapid rise in unstructured data as the market shifts toward a digital-first world. The company targets customers heavy in file-based unstructured data, such as major film studios and large research facilities. The massive scale of file data today (Qumulo's compound growth rate for total files under management from FY15-21 was 348%) makes customers less prone toward hardware appliances, which require recurring maintenance costs. Qumulo has raised \$351 million in funding and was valued at more than \$1.2 billion in its latest round.

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

Key Officers:

- Bill Richter – President & CEO
- Neal Fachan – Co-founder & Chief Scientist
- Molly Brown – VP, Engineering & Customer Success
- Matt Frey – CFO
- Craig Bumpus – CRO
- Adriana Gil Miner – CMO
- Ben Gitenstein – VP, Product Management

Board of Directors:

- Bill Richter – President & CEO, Qumulo
- Neal Fachan – Co-founder & Chief Scientist, Qumulo
- Matt McIlwain – Managing Director, Madrona Venture Group
- Corey Mulloy – Partner, Highland Capital Partners
- Samir Menon – Director, BlackRock Private Equity Partners
- Sujal Patel – Founder & CEO, Nautilus Biotechnology
- Wen Hsieh – General Partner, Kleiner Perkins
- Dan Miller – EVP WW Sales, Services, Support, Tableau
- Elissa Fink – Former CMO, Tableau

Competition:

- WekaIO
- Pure Storage
- Dell EMC
- NetApp

Total Funding: \$351M

Key Investors:

- BlackRock Private Equity Partners
- Kleiner Perkins
- Madrona
- Northern Light Venture Capital
- Highland Capital Partners

Headcount: 400

Open Positions: 62

- U.S. based: 40
- International: 22
- Sales: 21
- Other: 41

Source: Company website, all revenues are CY-20





Recorded Future

Founded: 2009
Revenue: >\$100M

www.recordedfuture.com
 617.553.6400

363 Highland Avenue
 Somerville, MA 02144

Company Summary: Recorded Future forged an early lead in the threat intelligence market. The company generates contextualized threat intelligence from the dark web in order to give its customers proactive security. With real-time intelligence and the ability to instantly integrate with over 30 robust technology partners, 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 50%, 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 Almeida – CFO
- Stuart Solomon – COO & Corporate Development Officer
- Jason Hines – CRO
- Tom Wentworth – CMO

Competition:

- CrowdStrike
- FireEye
- IntSights
- RiskIQ

Total Funding: \$57M

Key Investors:

- Insight Venture Partners
- Accomplice VC

Board of Directors:

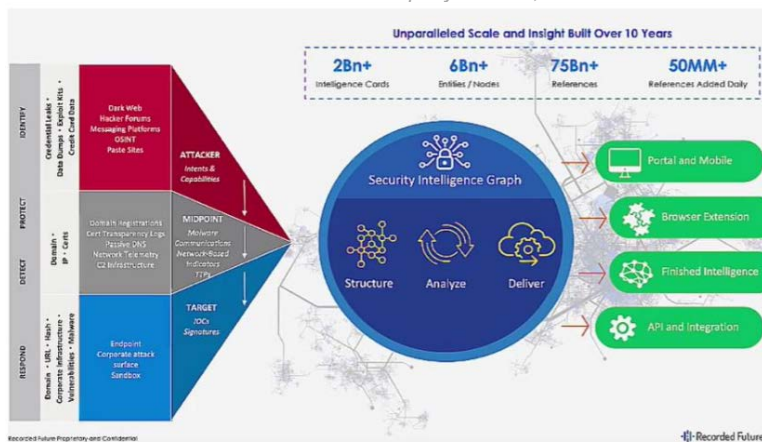
- Christopher Lynch – Founder & Partner, Reverb Advisors
- Christopher Ahlberg – CEO & Co-founder, Recorded Future
- Thomas Krane – Principal, Insight Partners
- Niloofar Howe – Sr. Operating Partner, Energy Impact Partners
- Mike Triplett – Insight Partners
- Jeff Fagnan – Founding Partner, Accomplice

Headcount: ~500

Open Positions: 83

- U.S. based: 16
- International: 67
- Sales: 33
- Other: 50

Source: Company website, all revenues are CY-20





RedSeal

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

www.redseal.net
 406.641.2200

1600 Technology Drive
 San Jose, CA 95110

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

Brian Barney – CEO
 Greg Straughn – CFO
 Kurt Van Etten – Chief Product Officer
 Dr. Mike Lloyd – CTO
 Christine Carberry – VP, Federal Business Unit

Competition:

Skybox
 IBM
 AttackIQ

Total Funding: \$142M (Acquired by Symphony Technology Group in 2019)

Board of Directors:

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

Key Investors:

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

Headcount: 161

Open Positions: 14

U.S. based: 9
 International: 5
 Sales: 2
 Other: 12

Source: Company website, all revenues are CY-20





RiskIQ

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

www.riskiq.com
 888.415.4447

22 Battery Street, 10th Floor
 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.

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, malware advertisements, 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
- Christophe Culine – President & CRO
- Jeff Baeth – CFO
- Adam Hunt – CTO & Chief Data Scientist
- Dean Coza – CPO

Competition:

- FireEye
- CrowdStrike
- Palo Alto Networks (Expense)
- Recorded Future

Total Funding: \$65.5M

Board of Directors:

- Elias (Lou) Manousos – Co-founder & CEO, RiskIQ
- Chad Kinzelberg – VC, CBK Capital
- Greg Goldfarb – MD, Summit Partners
- Michael Brown – GP, Battery Ventures
- Steve Leightell – Principal, Georgian Partners
- Jack Russo – MP, Computerlaw Group LLP

Key Investors:

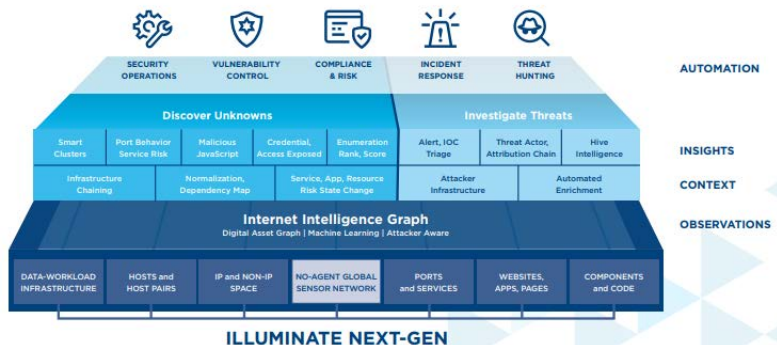
- Battery Ventures
- Georgian Partners
- MassMutual Ventures
- National Grid Partners
- Summit Partners

Headcount: 247

Open Positions: 17

- U.S. based: 12
- International: 5
- Sales: 3
- Other: 14

Source: Company website, all revenues are CY-20





Rollbar

Founded: 2012
Revenue: <\$25M

www.rollbar.com
 888.568.3350

51 Federal Street, Suite 401
 San Francisco, CA 94107

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

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

Key Officers:

Brian Rue – Co-founder & CEO
 Cory Virok – Co-founder & CTO
 Michael Davis – CRO

Competition:

Airbrake.io
 Bugsnag
 Overops
 Sentry

Board of Directors:

Salil Deshpande – Partner, Bain Capital Ventures

Total Funding: \$18M

Headcount: 86

Key Investors:

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

Open Positions: 2

U.S. based: 2
 International: 0
 Sales: 0
 Other: 2

Source: Company website, all revenues are CY-20

Why Rollbar



Faster Time to Market



9x Higher Deployment Frequency



Lower Mean Time to Resolution



Higher Developer Productivity



Rubrik

Founded: 2014
Revenue: >\$100M

www.rubrik.com
 844.478.2745

1001 Page Mill Road, Building 2
 Palo Alto, CA 94304

Company Summary: Rubrik offers a cloud data management platform that delivers data protection, search, analytics, compliance, and copy data management. Leveraging scale-out hyperconverged architecture, Rubrik enables enterprises to backup and orchestrate mission critical data with a single policy engine, consolidating disparate silos of secondary storage. The platform enables data mobility across on-premise and cloud environments by utilizing a cloud index which allows for more granular data retrieval from public clouds. 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.

Products/Services: 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
- Soham Mazumdar – Co-founder & Architect
- Kiran Choudary – CFO
- Dan Rogers – President
- Wendy Bahr – Chief Commercial Officer
- Peter McGoff – Chief Legal Officer
- Giri Iyer – SVP, Global Customer Support & Success
- Brian McCarthy - CRO

Competition:

- Cohesity
- Commvault
- Clumio
- Dell/EMC
- Druva
- NetApp
- Qumulo
- Veeam
- Veritas

Board of Directors:

- Bipul Sinha – Co-founder & CEO, Rubrik
- Arvind Nithrakashyap – Co-founder & CTO, Rubrik
- Ravi Mhatre – Partner, Lightspeed Venture Partners
- Asheem Chandna – Partner, Greylock Partners
- John Thompson – Chairman, Microsoft
- Enrique Salem – Partner, Bain Capital Ventures

Total Funding: \$600M

Key Investors:

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

Headcount: 1,600

Open Positions: 215

- U.S. based: 73
- International: 197
- Sales: 72
- Other: 198

Source: Company website, all revenues are CY-20





SecurityScorecard

SecurityScorecard

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

www.securityscorecard.com
 800.682.1707

111 West 33rd St., Floor 11
 New York, NY 10001

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

Products/Services: SecurityScorecard's unique platform is built on a suite of products and services: Security Ratings, Atlas, Security Data, and Professional Services. With its rating component, it enables users to view and continuously monitor its rating, while easily adding vendors or partners to its cyber ecosystem in a healthy manner. Once the ratings are developed, the platform automatically generates an action plan to remediate any potential issues that may arise from 10 main risk factors. Atlas is a cybersecurity questionnaire exchange for modern risk management. The Security Data that SecurityScorecard collects comes from a global security intelligence engine continuously collecting and analyzing a broad range of highly relevant, but non-intrusive, cybersecurity signals for millions of digital assets across the internet. Lastly, the professional services enable organizations to improve their own cybersecurity posture and third-party programs with advice from industry experts about operationalizing security ratings.

Key Officers:

Aleksandr Yampolskiy – CEO & Co-founder
 Bill Hogan – CRO
 Sam Kassoumeh – COO & Co-founder
 Christos Kalantzis – CTO
 Dolly J. Krishnaswamy – Chief of Staff
 Mag Goossens – Chief People Officer
 Susanne Gurman – SVP, Marketing

Board of Directors:

Upal Basu – GP, Nokia Growth Partners
 Michael Bryzek – Former CTO, Gilt Groupe
 Nick Donofrio – IBM Fellow Emeritus
 Karim Faris – GP, GV
 Sam Kassoumeh – COO & Co-founder, SecurityScorecard
 Joe De Pinho – VP, Riverwood Capital
 Richard Seewald – MP, Evolution Equity Partners
 Aleksandr Yampolskiy – CEO & Co-founder, SecurityScorecard

Competition:

BitSight Technologies
 RiskRecon

Total Funding: \$292M

Key Investors:

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

Source: Company website, all revenues are CY-20

Headcount: 135

Open Positions: 36
 U.S. based: 18
 International: 18
 Sales: 7
 Other: 29

 Security Ratings Instantly rate, understand, and monitor security risk.	 Atlas Accelerate the cybersecurity questionnaire process.	 Security Data Leverage cybersecurity data across your ecosystem.	 Professional Services Protect your organization from cyber threats with expert help.
--	--	---	---



SentinelOne

Founded: 2013
Revenue: >\$100M

www.sentinelone.com
 855.868.3733

605 Fairchild Dr.
 Mountain View, CA 94043

Company Summary: SentinelOne offers an advanced endpoint protection platform (EPP) that was built on the back of the company’s robust detection and response (EDR) solution. 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 also provides a management interface, allowing enterprises to visualize activity at all endpoints in real time. SentinelOne currently serves approximately 4,500 customers with about an 80% enterprise business mix and a 20% MSSP business mix.

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 that provides pre-execution protection, and a Behavioral AI engine. With this approach, SentinelOne is able to provide comprehensive protection — from detection and prevention to remediation.

Key Officers:

- Tomer Weingarten – CEO & Co-founder
- David Bernhardt – CFO
- Nicholas Warner – Chief Operating Officer
- Daniel Bernard – CMO
- Raj Rajamani – Chief Product Officer
- Ric Smith – CTO
- Chris Bates – CIO

Board of Directors:

- Tomer Weingarten – Co-founder, SentinelOne
- Almog Cohen – Co-founder, SentinelOne
- Steve Westly – Founder, The Westly Group
- Matt Ocko – Co-MP, Data Collective
- Sameet Mehta – Managing GP, Granite Hill Capital Partners
- Justin Somaini – Chief Trust Officer, Box
- Daniel Scheinman – Individual Investor
- Tom Dyal – MD, Redpoint
- Charlene Begley – Former-CEO, GE

Headcount: 730

Open Positions: 86
 U.S. based: 48
 International: 38
 Sales: 23
 Other: 63

Competition:

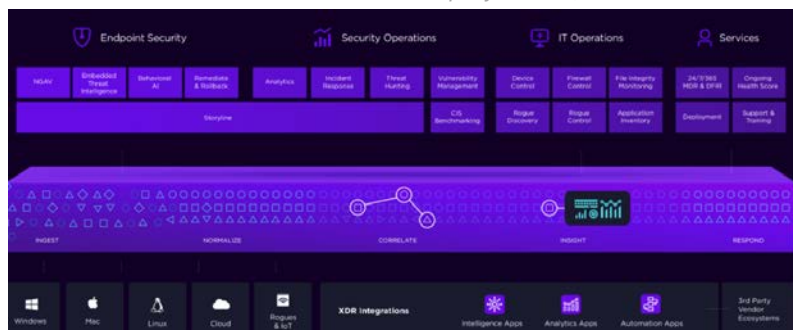
- Broadcom
- CrowdStrike
- McAfee
- VMware

Total Funding: \$696M

Key Investors:

- Accel
- Data Collective
- Granite Hill Capital Partners
- Insight Venture Partners
- NextEquity Partners
- Redpoint
- Sinewave Ventures
- Sound Ventures
- The Westly Group
- Third Point Ventures
- Tiger Global Management
- UpWest Labs
- Vintage Investment Partners

Source: Company website, all revenues are CY-20





Siemplify

Founded: 2015
Revenue: <\$25M

www.siemplify.co
 877.487.7222

150 W 22nd St., 10th Floor
 New York, NY 10011

Company Summary: Siemplify is a SOAR (Security Orchestration, Automation, and Response) provider that is redefining security operations for enterprises and MSSPs worldwide. With the company's focus primarily being automation, the Siemplify SOAR platform provides repeatable and automated response processes. By using various security tactics and their associated processes distributed across numerous interfaces, customers are able to ensure maximum efficiency and convenience. The SOAR technology integrates with the security operations team, enabling efficient management of disparate tools and processes. The company presents a unique focus on automation and simplicity, which makes it an attractive security partner. The business is 100% subscription and is expected to double revenues this year.

Products/Services: Siemplify offers a SOAR platform, designed to collect, interpret, and act on different cybersecurity attacks including phishing, malware, and insider threats. The platform has the ability to instantly pinpoint the root of a security incident, visualize the full threat and drill down related entities to make faster and better decisions. Machine learning-based recommendations enable the program to get smarter with every analyst interaction and better prioritize and investigate alerts. The SOAR platform also can alleviate alert fatigue by implanting proprietary data science algorithms and grouping of related security alerts into cases. Siemplify's product ensures effective, consistent responses during a major security incident.

Key Officers:

- Amos Stern – Co-founder & CEO
- Alon Cohen – Co-founder & CTO
- Garry Fatakhov – Co-founder & COO
- Danielle Hefetz-Cohen – CFO
- Dennis Shaya – GM & Head of U.S Operations
- Nimmy Reichenberg – CMO
- Meny Har – VP, Products
- Moran Borenstein – VP, Engineering
- Stefan Schmid – VP, Sales, EMEA
- Wayne Goeckeritz – VP, Global Channels
- Asaff Zamir – VP, Customer Success
- Michael Hardwicke Brown – VP, Demand Generation
- Ran Lewinski – VP, Sales APAC

Competition:

- FireEye
- Palo Alto Networks

Total Funding: \$58M

Key Investors:

- 83North
- G20 Ventures
- Jump Capital
- Capri Ventures
- Greylock Partners

Source: Company website, all revenues are CY-20

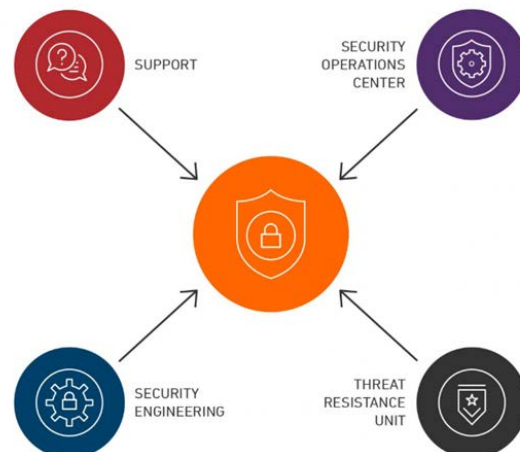
Board of Directors:

- Yoram Snir - Partner, 83North
- Bill Wiberg – Partner, G20 Ventures
- Saurabh Sharma – GP, Jump Capital
- Steve Leightell – Lead Investor, Georgian Partners
- Alex Pinchev – Founder & MP Capri Ventures

Headcount: 125

Open Positions: 16

- U.S. based: 5
- International: 11
- Sales: 4
- Other: 12





Skybox Security

Founded: 2002

www.skyboxsecurity.com

2077 Gateway Place, Suite 200

Revenue: \$50M-\$100M

408.441.8060

San Jose, CA 95110

Company Summary: Skybox offers security management solutions to gain visibility into the threat landscape as well as aid in security police management. The solutions allow for firewall management, threat and vulnerability management, and compliance monitoring. Skybox is growing about 40% Y/Y and maintains a high customer retention rate across a base of 700 customers.

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 four different solutions: Security Policy Management, Vulnerability Management, Cloud Security Management, and OT Security Management. Its attack vector analytics allow for a significant reduction in response times and risks, which generates better control for complex networks.

Key Officers:

Gidi Cohen – Founder & CEO
 Ami Ben-Dror – CIO
 Rob Rosiello – EVP, WW Sales & Field Operations
 Ron Davidson – CTO & VP, R&D
 Claire Darling – CMO

Competition:

AlgoSec
 FireMon
 RedSeal Networks
 Tufin

Total Funding: \$93M

Board of Directors:

Gidi Cohen – Founder & CEO, Skybox
 Tom Reardon – MD, Providence Strategic Growth
 Jason Glass – Senior MD, CVC Growth Partners
 John Clancy – Providence Equity
 Chris Andrew – Principal, Providence Equity
 Doug Behrman – Director, CVC Capital

Key Investors:

Benchmark Capital
 CVC Capital Partners
 Lightspeed Venture Partners
 Mitsubishi UFJ Capital
 Providence Equity Partners
 Rembrandt Venture Partners
 Susquehanna Growth Equity
 Viola Ventures

Headcount: 350

Open Positions: 32

U.S. based: 16
 International: 16
 Sales: 7
 Other: 25

Source: Company website, all revenues are CY-20

Security Policy Management



Configuration compliance, rule-based optimization and change automation

Security Posture Management Platform



Complete visibility, analytics and automation

Vulnerability Threat Management



Vulnerability control and threat intelligence



Smarsh

Founded: 2001
Revenue: >\$100M

www.smarsh.com
503.946.5980

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

Company Summary: Smarsh has evolved to become a market leader in 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 7,000 customers for whom the company archives 3 billion messages daily.

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
Barry Allen – CFO
Suzanne Rudnitzki – COO
Greg Vesper – CTO
Rohit Khanna – Chief Customer Officer
Laurie Ehrbar – Chief Marketing Officer
Goutam Nadella – Chief Product Officer
Tom Padgett – Chief Revenue Officer
Sridhar Vutukuri – Country Head, India

Competition:

Proofpoint
Global Relay
Microsoft

Total Funding: Acquired by K1 Investment Management, 2015

Key Investors:

K1 Investment Management

Board of Directors:

Not Listed

Headcount: 650

Open Positions:

57
U.S. based: 40
International: 17
Sales: 6
Other: 51

Source: Company website, all revenues are CY-20

The Connected Suite

Everything your organization needs to achieve compliant productivity.



Connected Capture™

Capture solutions across 80+ communication channels.

Connected Archive™

Market-leading cloud archive solutions.

Connected Apps™

Seamlessly integrated Supervision and Discovery applicatic



Snyk

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

www.snyk.io
 contact@snyk.io

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

Company Summary: Snyk develops a vulnerability detection and fix platform that is designed for developers. The company’s dependency scanner continuously scans across internally developed and open-source code base, cloud environments, and containers. The platform is designed to embody the “shift-left” model to security, where security is embedded into the development process from its point of inception. Snyk currently serves approximately 700 customers and achieved an impressive 200% revenue growth as well as 100% employee growth in 2020. The company has raised more than \$350M in new funding with the most recent valuation at \$2.6B

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

Key Officers:

- Peter McKay – CEO
- Guy Podjarny – Founder & President
- Aner Muzur – CPO
- Ken MacAskill – CFO
- Jeff Yoshimura – CMO & Customer Experience Officer
- Patrick Poels – SVP, Engineering
- Erica Geil – CIO

Competition:

- WhiteSource
- Synopsys
- Contrast Security
- Github
- GitLab
- Veracode

Total Funding: \$711M

Board of Directors:

- Peter McKay – CEO, Snyk
- Guy Podjarny – Founder & President, Snyk
- Ken Fox – Partner – Stripes
- Philippe Botteri – Partner, Accel
- Ping Li, PhD – Partner, Accel
- Matthew Weigand – Partner, Accel

Key Investors:

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

Headcount: 515

Open Positions: 67

- U.S. based: 27
- International: 40
- Sales: 15
- Other: 52

Source: Company website, all revenues are CY-20





Synack

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

www.synack.com
 855.796.2251

1600 Seaport Blvd., Suite 170
 Redwood City, CA 94063

Company Summary: Synack is a leader in crowdsourced security testing. Its proprietary platform includes an array of features, such as vulnerability scanning, red-teaming, bug bounties, risk scoring analytics, 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 250 customers, which 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
 Aisling MacRunnels – CMO & Chief Growth Officer
 Jim Hyman – CRO & COO
 Peter Blanks – CPO & Head of Engineering
 Steve Soper – VP, Legal
 Nick Harrahill – VP, Operations
 Amit Sirdeshpandey – VP, Finance

Board of Directors:

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

Headcount: 250

Open Positions: 31

U.S. based: 21
 International: 10
 Sales: 17
 Other: 14

Competition:

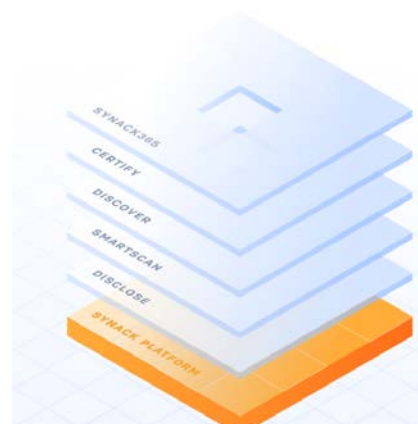
Bugcrowd
 Cobalt
 HackerOne

Total Funding: \$117M

Key Investors:

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

Source: Company website, all revenues are CY-20





Sysdig

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

www.sysdig.com
 415.872.9473

85 2nd Street, Suite 800
 San Francisco, CA 94105

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

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

Key Officers:

- Suresh Vasudevan – CEO
- Loris Degioanni – CTO & Founder
- Keegan Riley – CRO
- Janet Matsuda – CMO
- Larry Castro – CFO
- Paris Georgallis – VP, Global Sales Engineering & Chief Customer Success Leader
- Omer Azaria – VP, Engineering, Secure
- Saro Subbiah – VP of Engineering & Technology, Monitor & Platform

Board of Directors:

- Loris Degioanni – CTO & Founder, Sysdig
- Suresh Vasudevan – CEO, Sysdig
- Ping Li – Partner, Accel
- Salil Deshpande – MD, Bain Capital Ventures
- Eric Wolford – Venture Partner, Accel

Competition:

- Aqua
- Palo Alto Networks (Twistlock)
- StackRox
- Datadog
- Prometheus

Total Funding: \$200M

Key Investors:

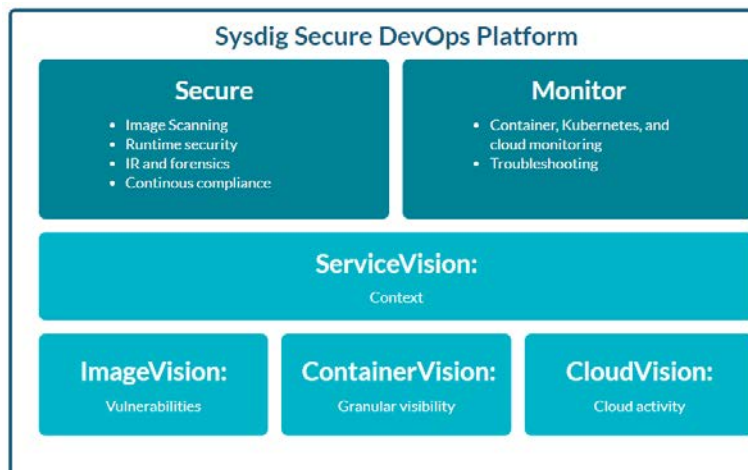
- Accel
- Bain Capital Ventures
- Glynn Capital
- Goldman Sachs
- Insight Venture Partners
- Mind the Bridge
- MTS Fund
- Riccardo Di Blasio

Headcount: 280

Open Positions: 111

- U.S. based: 86
- International: 25
- Sales: 41
- Other: 70

Source: Company website, all revenues are CY-20





Tanium

Founded: 2007
Revenue: >\$100M

www.tanium.com
 510.704.0202

3550 Carillon Point
 Kirkland, WA 98033

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 their environments.

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

Key Officers:

- David Hindawi – Co-founder & Executive Chairman
- Orion Hindawi – Co-founder & Co-CEO
- Bina Chaurasia – Chief Administrative Officer
- Christian Hunt – SVP, Engineering
- Pete Constantine – Chief Product Officer
- Thomas Stanley – Chief Revenue Officer
- Charles Ross – CCO
- Chris Pick – Chief Marketing Officer

Competition:

- CrowdStrike
- FireEye
- McAfee
- Broadcom

Total Funding: \$900M

Key Investors:

- Andreessen Horowitz
- Citi Ventures
- Franklin Templeton Investments
- Geodesic Capital
- Institutional Venture Partners
- TPG
- T. Rowe Price
- Wellington Management

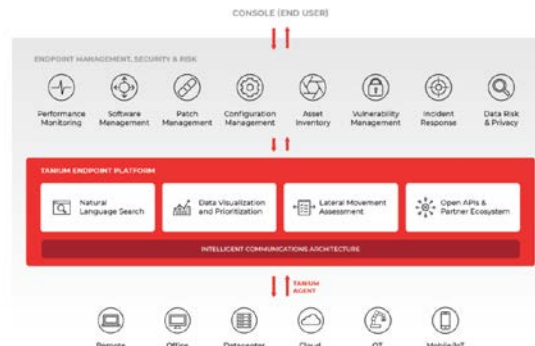
Board of Directors:

- David Hindawi – Co-founder, Tanium
- Orion Hindawi – Co-founder & CEO, 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: 1,800

Open Positions: 263
 U.S. based: 224
 International: 39
 Sales: 72
 Other: 191

Source: Company website, all revenues are CY-20





Tempered

Founded: 2012
Revenue: <\$25M

www.temperednetworks.com
 206.452.5500

19410 Hwy 99 Ste A #119
 Lynnwood, WA 98036

Company Summary: Tempered is using next-generation encryption technology to replace internal firewalls for segmentation. Its solutions allow for site-to-site VPNs with segmented access to individual systems and a common use is IIoT (Industrial Internet of Things), where an operator needs to control the IIoT device. The platform provides end-to-end secure connectivity using the 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's value-add lies within its proprietary Identity Defined Networking and Host Identity Protocol technologies. Its Identity Defined Networking utilizes a zero trust and invisible networks policy, which uses cryptographic machine IDs shared between devices to enforce a policy, eliminating many network attack vectors in a simple and secure manner. Its foundation in the Host Identity Protocol (HIP) allows the platform to abstract the IP layer with verifiable machine IDs and self-generate key pairs to safely allow network connectivity.

Key Officers:

Jeff Hussey – Co-founder, President & CEO
 Bryan Skene - CTO
 Keith Beeman – CFO & COO
 Rick Moy – VP, Sales & Marketing

Board of Directors:

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

Headcount: 60

Open Positions: 4

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

Competition:

VMware
 NSX
 Cisco
 ACI
 Illumio
 vArmour

Total Funding: \$56.1M

Key Investors:

Fluid Capital Group
 Ignition Partners
 Rally Capital
 Ridge Ventures

Source: Company website, all revenues are CY-20

with Airwall
defense-in-depth is possible

- 1 software-defined network (SDN)
- 2 software-defined perimeter (SDP)
- 3 zero-trust network access (ZTNA)
- 4 multi-factor authentication (MFA)
- 5 micro-segmentation and encryption
- 6 lateral movement eliminated

without expense-in-depth.

- accelerated time-to-deploy
- no additional headcount needed
- limited cost of acquisition



vArmour

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

www.varmour.com
 650.564.5100

270 3rd Street
 Los Altos, CA 94022

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

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

Key Officers:

- Timothy Eades – CEO
- Chris Dentiste – CFO
- Jeff Jennings – SVP, Engineering
- Kate Kuehn – SVP
- Keith Stewart – SVP, Product and Strategy
- Marc Woolward – CTO
- Namson Tran – Senior Director, Digital & Integrated Marketing

Competition:

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

Total Funding: \$185M

Key Investors:

- AllegisCyber Capital
- Citi Ventures
- Columbus Nova Technology Partners
- Draper Nexus Ventures
- Highland Capital Partners
- Menlo Ventures
- NightDragon Security
- Telstra Ventures
- Vanedge Capital

Board of Directors:

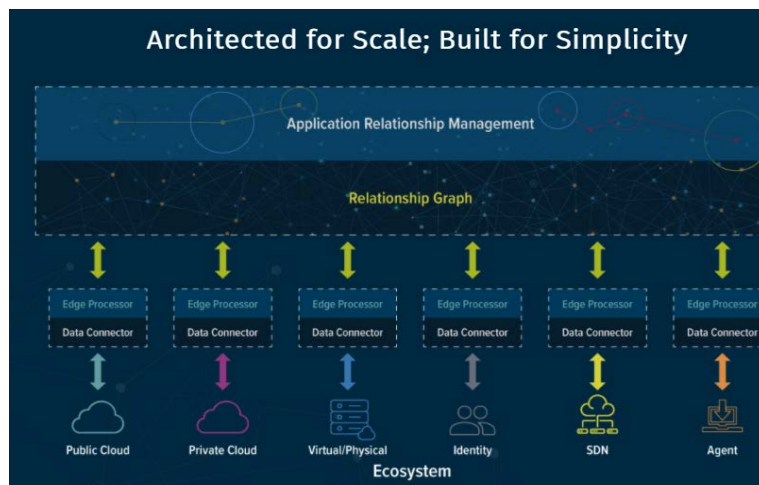
- Timothy Eades – CEO, vArmour
- Highland Capital Partners
- AllegisCyber Capital
- NightDragon Security
- Redline Capital Management

Headcount: 130

Open Positions: 13

- U.S. based: 9
- International: 4
- Sales: 5
- Other: 8

Source: Company website, all revenues are CY-20



VAST Data



Founded: 2016
Revenue: >\$100M

www.vastdata.com
 212.658.1753

1460 Broadway
 New York, NY 10036

Company Summary: VAST Data was started with the original idea to create a flash solution for archive that leveraged inexpensive flash (QLC) and high speed, low latency standards (NVMe). The resulting data storage platform provides an extremely scalable all-flash storage system to meet the needs of high performance workloads. This is achieved while also offering economics low enough to make an all-flash end-to-end storage use case economical. The flash array continues to scale well past petabyte-scale and while customers initially start small, on average customers typically 3x their initial purchase size over time. The majority of customers purchase an appliance, but customers can also leverage the proprietary software on third-party hardware appliances of their choice. The company’s financial profile is unmatched, touting 350% growth, \$150M annual run-rate business, and cash flow positivity. In order to maintain the aggressive growth trajectory of the business, the company is expecting to triple its current employee count.

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

Key Officers:

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

Board of Directors:

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

Headcount: 186

Open Positions: 53

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

Competition:

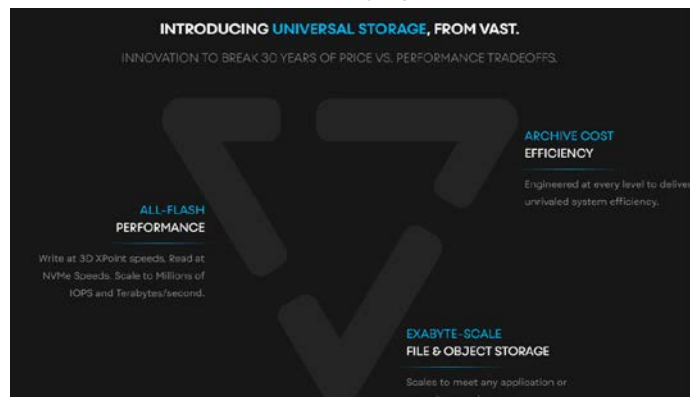
- IBM Spectrum Scale
- DDN
- NetApp
- WekaIO
- Dell EMC
- NetApp
- Pure Storage

Total Funding: \$180M

Key Investors:

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

Source: Company website, all revenues are CY-20



VECTRA

Vectra AI

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

www.vectra.ai
 408.326.2034

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

Company Summary: Vectra Networks leverages its AI platform to automate real-time threat detection and forensics analysis to detect hidden attackers in cloud, data center, IoT and enterprise traffic. The platform enables organizations to protect against cloud and data center vulnerabilities and cyber attackers that can leave no trail of evidence. Partnering with an ecosystem of security companies, including CrowdStrike, Microsoft and Splunk, Vectra provides critical network traffic monitoring and analytics capabilities. The need for real-time threat detection was underscored by a recent survey by the SANS Institute that found one in five businesses had serious unauthorized access to their cloud environments this past year alone, and many more were unknowingly breached.

Products/Services: The Cognito platform is comprised of Cognito Recall, Cognito Detect and Cognito Stream. Cognito Detect combines data science and behavioral analytics with machine learning to expose hidden and unknown attackers in real time, and also offers full threat context, eliminating manual guesswork. Cognito Recall searches for threats retrospectively to determine if newly discovered indicators of risk exist in historical data. Cognito Stream delivers scalable security-enriched network metadata to feed custom detection and response tools. The platform has the capability to seamlessly integrate into any 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
- Jennifer Geisler – CMO
- Marc Gemassmer – CRO
- Howie Shohet – CFO
- Oliver Tavakoli – CTO
- Aaron Bean – VP, HR
- Jason Kehl – VP, Engineering
- Kevin Kennedy – VP, Product Management
- Jodi Sutton – VP, Business Operations

Board of Directors:

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

Competition:

- Darktrace
- Cisco
- ExtraHop

Total Funding: \$222.5M

Key Investors:

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

Headcount: 350

Open Positions: 58
 U.S. based: 39
 International: 19
 Sales: 15
 Other: 43

Source: Company website, all revenues are CY-20



VENAFI® Venafi

Founded: 2000
Revenue: >\$100M

www.venafi.com
 801.676.6900

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

Company Summary: Venafi is the market leader and pioneer of machine identity protection, securing the machine-to-machine connections and communications used for every aspect of commerce, computing, and mobility. In the cyber world, humans use usernames and passwords to identify themselves so they can get access to data and services. Machines also need to identify themselves to each other, but they do not use usernames and passwords; instead they rely on digital certificates and cryptographic keys that serve as machine identities. Companies and governments spend ~\$8B per year protecting usernames and passwords, yet they spend very little protecting machine identities. Cyber attackers know this and are using compromised or forged machine identities to eavesdrop on sensitive digital communications, hide malicious activities and install malware while remaining undetected. Venafi invented the technology that protects machine identities from unauthorized access. With over 30 patents, Venafi targets Global 5000 organizations and government agencies, including the top five U.S. health insurers; the top five U.S. airlines; and the top four credit card issuers. Venafi was acquired by Thoma Bravo in December, 2020 at a valuation of \$1.15B.

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

Key Officers:

- Jeff Hudson – CEO
- Francois Delepine – CFO
- Melissa Keohane – Chief Legal & People Officer
- Aaron Aubrecht – Chief Product Officer
- Kevin Bocek – VP, Security & Threat Intelligence
- Sandeep Singh Kohli – CMO
- Shivajee Samdarshi – VP, Engineering
- Brad Stratton - CRO

Competition:

- AppViewX
- Keyfactor

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

Key Investors:

- Thoma Bravo
- TCV
- Foundation Partners

Board of Directors:

Not Disclosed

Headcount: 350

Open Positions: 33

- U.S. based: 23
- International: 10
- Sales: 13
- Other: 20

Source: Company website, all revenues are CY-20

Stay ahead of outages and accelerate DevOps security

The Trust Protection Platform powers enterprise solutions that give you the visibility, intelligence and automation to protect machine identities throughout your organization. Plus, you can extend your protection through an ecosystem of hundreds of out-of-the-box integrated third-party applications and certificate authorities (CAs).

<p>TLS Protect Prevents certificate-based outages and ensures strong protection for TLS certificates.</p> <p>Learn More</p>	<p>SSH Protect Discovers and secures SSH identities and the connections they enable.</p> <p>Learn More</p>	<p>CodeSign Protect Secures the code signing process in a way that's fast and easy for developers.</p> <p>Learn More</p>
<p>Endpoint Protect Secures all endpoint certificates including VPN for BYOD.</p> <p>Learn More</p>		

Veracode



Founded: 2006
Revenue: >\$100M

www.veracode.com
 339.674.2500

65 Network Drive
 Burlington, MA 01803

Company Summary: With more than 2,500 customers across the globe, Veracode is the leading AppSec vendor for securely and efficiently creating application software. Veracode makes secure software a competitive advantage by empowering customers to confidently develop software by reducing the risk of security breach through comprehensive analysis, developer enablement, and governance tools. With its combination of process automation, integrations, speed, and responsiveness, Veracode helps companies find and fix flaws and get accurate and reliable results with fewer false positives. To date, Veracode has helped customers scan more than 30 trillion lines of code and fix more than 60 million flaws.

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

Key Officers:

- Sam King – CEO
- Chris Wysopal – Founder & CTO
- David Forlizzi – CFO
- Elana Anderson – CMO
- Mark Bissell – Chief Customer Officer
- Pete Hartevelde – CRO
- Ian McLeod – Chief Product Officer
- Brian Roche – SVP, Engineering & Cloud Operations

Competition:

- Checkmarx
- Synopsys
- Micro Focus

Total Funding: Acquired by Thoma Bravo for \$950M in Jan. 2019

Key Investors:

Thoma Bravo

Board of Directors:

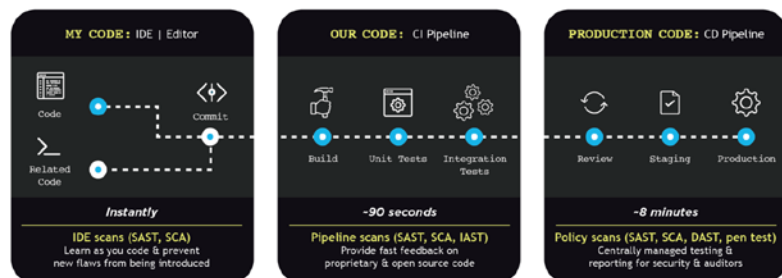
- David Weiss – CEO, Weiss Capital
- Erik Akopiantz – Operating Partner, Thoma Bravo
- Seth Boro – Managing Partner, Thoma Bravo
- Chip Virnig – Partner, Thoma Bravo
- Andrew Almeida – Principal, Thoma Bravo
- Gus Malezis – President & CEO, Imprivata
- Jim Pflaging – Managing Partner, Cynergy Partners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

Headcount: 745

Open Positions: 48

- U.S. based: 45
- International: 3
- Sales: 15
- Other: 33

Source: Company website, all revenues are CY-20





Wandera

Founded: 2012
Revenue: \$25M-\$50M

www.wandera.com
 415.935.3095

220 Sansome St., Suite 1400
 San Francisco, CA 94104

Company Summary: Wandera provides cloud hosted, simple, secure, and fast Zero Trust Network Access to SaaS or internal applications. Its differentiated next-gen mobile security and endpoint data management platform secures iOS, Android and Samsung devices. The company leverages machine learning to perform threat detection and deep application insights across all means of access. Wandera allows its customers to effectively manage their entire remote access risk in a proactive manner through detection, protection and containment of attacks. Its unique and proprietary platform is informed by 425 million sensors across a global network of >30 data centers.

Products/Services: Wandera three key components to its Zero Trust Cloud Security platform, its secure private remote access offering, threat defense offering, and data policy offering. With Private Access, customers are protected against discoverability of internal applications as well as SaaS while internal teams are flexibly granted access from anywhere. Threat defense is powered by MI:RIAM, Wandera’s threat intelligence engine, which blocks network attacks as well enables access to applications based on risk and context-based policies. Wandera controls how data are leveraged and enforces the acceptable usage policy to limit liability and risk. Additionally, with Hotspot Protect customers are able to bring the same level of protection to their mobile hotspot.

Key Officers:

- Eldar Tuvey – Co-founder & CEO
- Roy Tuvey – Co-founder & President
- Ben Oxnam – COO
- Mark Flanders – CFO
- Garry Scott – Head of Sales

Competition:

- Symantec
- Check Point Software
- Lookout
- Centerium
- Chimera

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

Total Funding: \$54M

Key Investors:

- 83North
- Sapphire Ventures
- Bessemer Venture Partners

Headcount: ~250

Open Positions: 26

- U.S. based: 2
- International: 24
- Sales: 3
- Other: 23

Source: Company website, all revenues are CY-20





WatchGuard

Founded: 1996
Revenue: >\$100M

www.watchguard.com
 800.734.9905

505 Fifth Avenue South, Suite 500
 Seattle, WA 98104

Company Summary: WatchGuard develops unified threat management services and appliances primarily for mid-market enterprise, VARs, MSPs, and MSSPs. The company's signature red box appliance is equipped with scanning technology integrating firewall, VPN, anti-spam, anti-virus, zero-day attack prevention, URL filtering, and multi-factor authentication. While the company does also offer a virtual platform and shift to the cloud approach, a significant portion of mid-market customers are still satisfied with traditional appliances. About 25% of the business will come from the endpoint market. The company is currently focused on growing double digits and increasing profitability metrics with the goal of achieving the rule of 40.

Products/Services: WatchGuard's approach to enterprise-grade security operates under an assumption that a single security technology engineered for performance is insufficient for an effective network security strategy. The company advocates a layered approach with the highest throughputs with multiple technologies running simultaneously. Product offerings from WatchGuard include network security, Wi-Fi security, multi-factor authentication, and endpoint security offerings.

Key Officers:

- Prakash Panjwani – CEO
- Andy Reinland – CFO
- Corey Nachreiner – CTO
- Wayson Vannatta – CIO
- Shari McLaren – SVP, Operations
- Sean Price – SVP, WW Sales
- Michelle Welch – SVP, Marketing
- Andrew Young – SVP, Product Management

Competition:

- Fortinet
- SonicWall
- Sophos

Total Funding: Acquired by Francisco Partners in Jan. 2013

Key Investors:

Francisco Partners

Board of Directors:

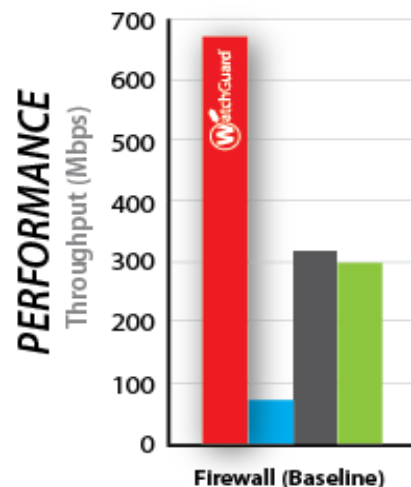
- Benjamin Ball – Co-founder & Partner, Francisco Partners
- Sandy Gill – Principal, Vector Capital
- Anders Mikkelsen – VP, Francisco Partners
- Prakash Panjwani – CEO, WatchGuard
- Juan Santamaria – Executive Advisor, WatchGuard
- Alex Slusky – MD & CIO, Vector Capital

Source: Company website, all revenues are CY-20

Headcount: 1,100

Open Positions: 44

- U.S. based: 10
- International: 34
- Sales: 4
- Other: 40



Weka



Founded: 2014
Revenue: <\$25M

www.weka.io
 1.844.392.0665

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

Company Summary: Weka was founded on the thesis that modern data management will take advantage of GPU compute and flash technologies to make enterprise storage a utility thereby delivering profound simplicity, speed, scale, and economic benefit. The company offers the fastest file system for AI and technical compute use cases, and one of the only file systems capable of higher speed performance than a local file system for IO and metadata. For this reason, the parallel file system is most suitable for data intensive applications and operates in several high-performance markets, including autonomous vehicle AI training, genomics, financial modeling, software development, and satellite imaging. The company has 13 patents currently issued and over 70 filed or in progress. The company currently serves 8 of the Fortune 50 as customers and nearly doubled ARR in 2020.

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

Key Officers:

- Liran Zvibel – Co-founder & CEO
- Ken Grohe – President & CRO
- Intekhab Nazeer – CFO
- Omri Palmon – Co-founder & COO
- Maor Ben-Dayan – Co-founder & Chief Architect
- Nir Makovski – VP, Engineering
- George Pamboris – VP, Product Management
- Barbara Murphy – VP, Cloud Strategy
- Andrew Perry – VP, Sales
- Shimon Ben David – CTO
- Shani Shoham – COO, North America

Board of Directors:

- Garrett Wong – Principal, HP Pathfinder
- Jeffrey Herbst – Executive, NVIDIA GPU Ventures
- Merav Weinryb – MD, Qualcomm Ventures
- Roni Hefetz – Partner, WRVI Capital

Headcount: 120

Open Positions: 24

- U.S. based: 10
- International: 14
- Sales: 10
- Other: 14

Competition:

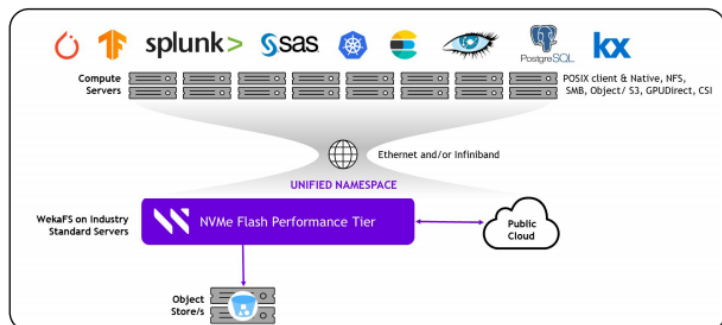
- Pure Storage
- Dell EMC
- Qumulo
- NetApp
- DDN

Total Funding: \$67M

Key Investors:

- Gemini Israel Ventures
- Norwest Venture Partners
- Qualcomm Ventures
- WRVI Capital
- Hewlett Packard Pathfinder
- Seagate
- Nvidia
- Mellanox Technologies
- The CID Group
- Western Digital

Source: Company website, all revenues are CY-20





WhiteSource Software

Founded: 2012
Revenue: \$25M-\$50M

www.whitesourcesoftware.com
 +44-1928-352034

93 Summer Street
 Boston, MA 02110

Company Summary: Market research estimates that in the next few years 60-80% of applications will be based on open-source components, yet there are very few companies that are tackling the problems associated with open-source software. WhiteSource offers the only all-in-one security, licensing, quality, and reporting solution for managing open-source components, as well as the only one that operates in real time. WhiteSource accomplishes this by continuously and automatically scanning open-source repositories and cross-referencing the data with customers' own open-source components. WhiteSource currently has over 800 customers including one fourth of Fortune 100 companies.

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
- Ron Kormanek – Chief of Revenue
- Ilan Sidi – CFO
- Vered Shaked – VP, Strategy
- Ran Erman – Chief Customer Officer
- Doron Cohen – VP, Engineering
- Dan Gross – VP, Business Development
- David Habusha – VP, Product
- Inbar Seif Zuta – VP, Marketing

Competition:

- Black Duck
- Sonatype
- Synopsys

Total Funding: \$121M

Key Investors:

- 83North
- M12
- SGE (Susquehanna Growth Equity)

Board of Directors:

- Ron Rymon – Executive Chairman & Co-Founder, WhiteSource
- Erez Ofer – Partner, 83North
- Lior Shahory – Partner, Peregrine Ventures
- Boaz Lifschitz – Co-founder, Peregrine Ventures
- Mony Hassid – M12

Headcount: 220

Open Positions: 33

- U.S. based: 12
- International: 21
- Sales: 8
- Other: 25

Source: Company website, all revenues are CY-20

The #1 Solution for Securing Open Source – See It in Action



Identify All Your OSS Components with Support for 200+ Languages.



Real-Time OSS Security and License Alerts.



Smart Prioritization. No Unnecessary Alerts. No False Positives.



Fast Remediation with Verified Automated Pull Requests.



Easy Reporting.



Automated Policies.



ZeroFOX

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

www.zerofox.com
 855.936.9369

1834 S. Charles St.
 Baltimore, MD 21230

Company Summary: ZeroFOX protects its users from modern security challenges related to social media and other digital platforms. Its proprietary platform is able to identify and remediate 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 enterprise public attack surface. The company currently serves approximately 1,000 customers.

Products/Services: With its ZeroFOX Digital Risk Protection platform, the company offers a handful of different solutions to help protect enterprises. Its services can secure and protect the overall enterprise, with executive protection, domain protection, brand protection, dark web monitoring, remote workplace protection, and location/event protection. The combination of all of these services can allow an enterprise to build a robust security posture around its digital platforms, through visibility, analysis, and remediation. ZeroFOX also has four services: ZeroFOX OnWATCH, its managed service offering, Investigation and Incident Response, to remediate threats, Managed Threat Intelligence, to provide broad monitoring of threat data feeds, and Strategic Threat Intelligence, to provide a digital resource library to promote optimal strategic security decision-making.

Key Officers:

- James C. Foster – CEO
- Mike Price – CTO
- Kevin Reardon - COO
- Tim Bender – CFO
- Hillary Herlehy – Chief People Officer
- Dr. Sam Small – Chief Security Officer
- Scott O'Rourke – CRO

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
- Gilman Louie – Co-founder, Alsop Louie
- Sunil Kurkure – Managing Director, Intel

Competition:

- Digital Shadows
- Proofpoint
- RiskIQ

Total Funding: \$154M

Key Investors:

- Core Capital Partners
- Genacast Ventures
- Highland Capital Partners
- Hercules Capital
- Intel Capital
- NEA
- Redline Capital
- Silver Lake Waterman

Headcount: 350

Open Positions: 49

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

Source: Company website, all revenues are CY-20





Zimperium

Founded: 2010
Revenue: \$25M-\$50M

www.zimperium.com
 844.601.6760

4055 Valley View
 Dallas, TX 75244

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

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

Key Officers:

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

Competition:

- Checkpoint
- Lookout
- Symantec

Total Funding: \$72M

Board of Directors:

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

Key Investors:

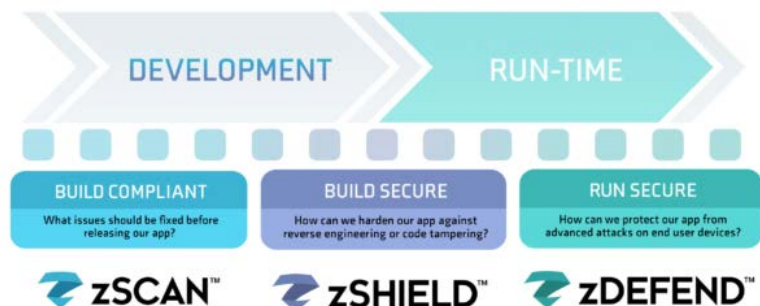
- Sierra Ventures
- Samsung Ventures
- SoftBank
- Telstra Ventures
- Warburg Pincus

Headcount: 160

Source: Company website, all revenues are CY-20

Open Positions: 11

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



ANALYST BIOGRAPHIES**Erik Suppiger**

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



Erik Suppiger is a Managing Director and senior research analyst covering cybersecurity and IT infrastructure.

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

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

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

Rustam Kanga

Associate
rkanga@jmpsecurities.com
415-835-3914



Rustam Kanga is an Associate covering the cybersecurity and IT infrastructure sectors.

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

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

We would also like to thank our interns, Beau Beritzhoff and Colby Suppiger, for their significant contribution to the Elite 80.

JMP FACTS AND DISCLOSURES

Analyst Certification:

The research analyst(s) who prepared this report does/do hereby certify that the views presented in this report are in accordance with my/our personal views on the securities and issuers discussed in this report. As mandated by SEC Regulation AC no part of my/our compensation was, is or will be directly or indirectly related to the specific views or recommendations expressed herein. This certification is made under the obligations set forth in SEC Regulation AC. Any other person or entity may not use it for any other purpose. This certification is made based on my/our analysis on the date of this report's publication. I/We assume no obligation to update this certification to reflect any facts, circumstances, or events that may subsequently come to my/our attention. Signed Erik Suppiger

For disclaimer details, please click on link.

[JMP Disclaimer](#)

For applicable disclosures on companies mentioned in this report, please refer to the JMP Facts and Disclosures page in the report link above.

JMP Securities Investment Opinion Definitions:

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

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 April 25, 2021)

JMP Rating	Regulatory Equivalent	# Co's Under Coverage	% of Total	Regulatory Equivalent	# Co's Under Coverage	% of Total	# Co's Receiving IB Services in Past 12 Months	% of Co's With This Rating
MARKET OUTPERFORM	Buy	260	69.89%	Buy	260	69.89%	98	37.69%
MARKET PERFORM	Hold	86	23.12%	Hold	86	23.12%	15	17.44%
MARKET UNDERPERFORM	Sell	1	0.27%	Sell	1	0.27%	0	0%
COVERAGE IN TRANSITION		25	6.72%		25	6.72%	6	24.00%
RATING SUSPENDED		0	0.00%		0	0.00%	0	0%
TOTAL:		372	100%		372	100%	119	31.99%

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 FINRA Rule 2241, 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.

In order to obtain these (6 or more) stock price charts or additional applicable disclosures and information concerning JMP's recommendations of companies under coverage mentioned in this report, please contact JMP Securities at (877) 263-1333 or visit www.jmpsecurities.com

JMP Disclaimer:

JMP Securities LLC (the “Firm”) compensates research analysts, like other Firm employees, based on the Firm’s profitability, which includes revenues from the Firm’s institutional sales, trading, and investment banking departments as well as on the quality of the services and activities performed that are intended to benefit the Firm’s institutional clients. These data have been prepared by JMP Securities LLC for informational purposes only and are based on information available to the public from sources that we believe to be reliable, but we do not guarantee their accuracy or completeness. Any opinions and projections expressed herein reflect our judgment at this date and are subject to change without notice. These data are neither intended nor should be considered as an offer to sell or a solicitation or a basis for any contract for the purchase of any security or other financial product. JMP Securities LLC, its affiliates, JMP Group LLC, Harvest Capital Strategies LLC, and their respective partners, directors, officers, and associates may have a long or short position in, may act as a market maker for, or may purchase or sell a position in the securities mentioned herein. JMP Securities LLC or its affiliates may be performing, have performed, or seek to perform investment banking, advisory, or other services and may have acted as manager or co-manager for a public offering of securities for any company mentioned herein. The reader should assume that JMP Securities LLC will solicit business from the company covered in this report. Members of our Sales and Trading Department provide oral and/or written market opinions and trading strategies to our clients that reflect their personal opinions about stocks that are the subject of the firm's research reports. Our research analysts discuss trading strategies with clients that sometimes reflect short-term expectations for the price of the securities that are the subject of research reports. These trading strategies are distinct from the analysts' fundamental rating for the stock, which is based upon the analysts' view compared to other stocks under coverage for the relevant time period. © Copyright 2021. All rights reserved by JMP Securities LLC. JMP Securities LLC is a member of FINRA, NASDAQ, and SIPC.

Jeffrey H. Spurr
 Director of Research
 (415) 835-3903

RESEARCH PROFESSIONALS

FINANCIAL SERVICES

Alternative Asset Managers

Devin Ryan (212) 906-3578
 Brian McKenna (212) 906-3545

Commercial Finance

Devin Ryan (212) 906-3578
 Kevin Fultz, CFA (415) 835-8962

Consumer Finance/Financial Technology

David M. Scharf (415) 835-8942
 Jeff Zhang, CFA (415) 835-8948

Insurance

Matthew J. Carletti (312) 768-1784
 Karol Chmiel (312) 768-1786

Investment Banks & Brokers

Devin Ryan (212) 906-3578
 Brian McKenna (212) 906-3545

Mortgage Finance

REITs: Agency, Hybrid, & Commercial Mortgage

Steven C. DeLaney (212) 906-3517
 Chris Muller (212) 906-3559
 Trevor Cranston, CFA (415) 869-4431
 Mikhail Goberman (212) 906-3543

HEALTHCARE

Biotechnology & Biopharma

Reni J. Benjamin, PhD (212) 906-3529
 Dev Prasad (212) 906-3561
 Jason N. Butler, PhD (212) 906-3505
 Silvan Tuerkcan, PhD (212) 906-3546
 Roy Buchanan, PhD (212) 906-3509
 Gobind Singh, MD, PhD (212) 906-3507
 Jonathan Wolleben (312) 768-1788

Medical Devices & Supplies

David Turkaly (212) 906-3563
 Daniel W. Stauder (212) 906-3535

REAL ESTATE

Housing & Land Development

Aaron Hecht (415) 835-3963
 Matthew Hurwit, CFA (415) 835-3964

REITs

Aaron Hecht (415) 835-3963
 Matthew Hurwit, CFA (415) 835-3964

R.E. Services & Tech

Aaron Hecht (415) 835-3963
 Matthew Hurwit, CFA (415) 835-3964

TECHNOLOGY

Energy Technology & Services Industrial Technology

Cybersecurity & IT Infrastructure

Erik Suppiger (415) 835-3918
 Rustam Kanga (415) 835-3914

InsurTech

Matthew J. Carletti (312) 768-1784
 Ronald V. Josey III (212) 906-3528

Internet & Digital Media

Ronald V. Josey III (212) 906-3528
 Nick Hyndman (415) 835-8916
 Jake Hallac (415) 835-3959
 Andrew Boone (415) 835-3902

Software

Patrick Walravens (415) 835-8943
 Joey Marincek (415) 869-4418
 Aaron Kimson (415) 835-8944
 Joe Goodwin (415) 869-4477

ADDITIONAL CONTACTS

Thomas R. Wright
 Director of Equities
 (212) 906-3599

Charles Sweeney
 Director of Sales & Trading
 (212) 906-3573

600 Montgomery Street, Suite 1100
 San Francisco, CA 94111
www.jmpsecurities.com

JMP FACTS AND DISCLOSURES

Analyst Certification:

The research analyst(s) who prepared this report does/do hereby certify that the views presented in this report are in accordance with my/our personal views on the securities and issuers discussed in this report. As mandated by SEC Regulation AC no part of my/our compensation was, is or will be directly or indirectly related to the specific views or recommendations expressed herein. This certification is made under the obligations set forth in SEC Regulation AC. Any other person or entity may not use it for any other purpose. This certification is made based on my/our analysis on the date of this report's publication. I/We assume no obligation to update this certification to reflect any facts, circumstances, or events that may subsequently come to my/our attention. Signed Erik Suppiger

For disclaimer details, please click on link.

[JMP Disclaimer](#)

For applicable disclosures on companies mentioned in this report, please refer to the JMP Facts and Disclosures page in the report link above.

JMP Securities Investment Opinion Definitions:

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

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 April 26, 2021)

JMP Rating	Regulatory Equivalent	# Co's Under Coverage	% of Total	Regulatory Equivalent	# Co's Under Coverage	% of Total	# Co's Receiving IB Services in Past 12 Months	
							# Co's Receiving IB Services in Past 12 Months	% of Co's With This Rating
MARKET OUTPERFORM	Buy	260	69.89%	Buy	260	69.89%	98	37.69%
MARKET PERFORM	Hold	86	23.12%	Hold	86	23.12%	15	17.44%
MARKET UNDERPERFORM	Sell	1	0.27%	Sell	1	0.27%	0	0%
COVERAGE IN TRANSITION		25	6.72%		25	6.72%	6	24.00%
RATING SUSPENDED		0	0.00%		0	0.00%	0	0%
TOTAL:		372	100%		372	100%	119	31.99%

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 FINRA Rule 2241, 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.

In order to obtain these (6 or more) stock price charts or additional applicable disclosures and information concerning JMP's recommendations of companies under coverage mentioned in this report, please contact JMP Securities at (877) 263-1333 or visit www.jmpsecurities.com

JMP Disclaimer:

JMP Securities LLC (the "Firm") compensates research analysts, like other Firm employees, based on the Firm's profitability, which includes revenues from the Firm's institutional sales, trading, and investment banking departments as well as on the quality of the services and activities performed that are intended to benefit the Firm's institutional clients. These data have been prepared by JMP Securities LLC for informational purposes only and are based on information available to the public from sources that we believe to be reliable, but we do not guarantee their accuracy or completeness. Any opinions and projections expressed herein reflect our judgment at this date and are subject to change without notice. These data are neither intended nor should be considered as an offer to sell or a solicitation or a basis for any contract for the purchase of any security or other financial product. JMP Securities LLC, its affiliates, JMP Group LLC, Harvest Capital Strategies LLC, and their respective partners, directors, officers, and associates may have a long or short position in, may act as a market maker for, or may purchase or sell a position in the securities mentioned herein. JMP Securities LLC or its affiliates may be performing, have performed, or seek to perform investment banking, advisory, or other services and may have acted as manager or co-manager for a public offering of securities for any company mentioned herein. The reader should assume that JMP Securities LLC will solicit business from the company covered in this report. Members of our Sales and Trading Department provide oral and/or written market opinions and trading strategies to our clients that reflect their personal opinions about stocks that are the subject of the firm's research reports. Our research analysts discuss trading strategies with clients that sometimes reflect short-term expectations for the price of the securities that are the subject of research reports. These trading strategies are distinct from the analysts' fundamental rating for the stock, which is based upon the analysts' view compared to other stocks under coverage for the relevant time period. © Copyright 2021. All rights reserved by JMP Securities LLC. JMP Securities LLC is a member of FINRA, NASDAQ, and SIPC.

Jeffrey H. Spurr
Director of Research
(415) 835-3903

RESEARCH PROFESSIONALS

FINANCIAL SERVICES

Alternative Asset Managers

Devin Ryan (212) 906-3578
Brian McKenna (212) 906-3545

Commercial Finance

Devin Ryan (212) 906-3578
Kevin Fultz, CFA (415) 835-8962

Consumer Finance/Financial Technology

David M. Scharf (415) 835-8942
Jeff Zhang, CFA (415) 835-8948

Insurance

Matthew J. Carletti (312) 768-1784
Karol Chmiel (312) 768-1786

Investment Banks & Brokers

Devin Ryan (212) 906-3578
Brian McKenna (212) 906-3545

Mortgage Finance

REITs: Agency, Hybrid, & Commercial Mortgage

Steven C. DeLaney (212) 906-3517
Chris Muller (212) 906-3559
Trevor Cranston, CFA (415) 869-4431
Mikhail Goberman (212) 906-3543

HEALTHCARE

Biotechnology & Biopharma

Reni J. Benjamin, PhD (212) 906-3529
Dev Prasad (212) 906-3561
Jason N. Butler, PhD (212) 906-3505
Silvan Tuerkcan, PhD (212) 906-3546
Roy Buchanan, PhD (212) 906-3509
Gobind Singh, MD, PhD (212) 906-3507
Jonathan Wolleben (312) 768-1788

Medical Devices & Supplies

David Turkaly (212) 906-3563

REAL ESTATE

Housing & Land Development

Aaron Hecht (415) 835-3963
Matthew Hurwit, CFA (415) 835-3964

REITs

Aaron Hecht (415) 835-3963
Matthew Hurwit, CFA (415) 835-3964

R.E. Services & Tech

Aaron Hecht (415) 835-3963
Matthew Hurwit, CFA (415) 835-3964

TECHNOLOGY

Energy Technology & Services Industrial Technology

Cybersecurity & IT Infrastructure

Erik Suppiger (415) 835-3918
Rustam Kanga (415) 835-3914

InsurTech

Matthew J. Carletti (312) 768-1784
Ronald V. Josey III (212) 906-3528

Internet & Digital Media

Ronald V. Josey III (212) 906-3528
Nick Hyndman (415) 835-8916
Jake Hallac (415) 835-3959
Andrew Boone (415) 835-3902

Software

Patrick Walravens (415) 835-8943
Joey Marincek (415) 869-4418
Aaron Kimson (415) 835-8944
Joe Goodwin (415) 869-4477

Daniel W. Stauder

(212) 906-3535

ADDITIONAL CONTACTS

Thomas R. Wright
Director of Equities
(212) 906-3599

Charles Sweeney
Director of Sales & Trading
(212) 906-3573

600 Montgomery Street, Suite 1100
San Francisco, CA 94111
www.jmpsecurities.com