JMP

ELITE 80

THE HOTTEST PRIVATELY HELD CYBERSECURITY & IT INFRASTRUCTURE COMPANIES

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EXECUTIVE SUMMARY

Welcome to the sixth annual JMP Securities Elite 80 report. In this report, we highlight what we believe are the most interesting and strategically positioned private companies in the Cybersecurity and IT Infrastructure industries.

For our cover photo, we selected an illustration of a partially drawn stallion. The image depicts not only a powerful stallion in stride, which is analogous to the start-up companies in our Elite 80 report, but it reflects the complex process of creating what appears to be a simple image, which is analogous to building the types of businesses in our report. The process of creating an image as simple as a horse requires the assembly of countless components that individually are not significant contributors, but when they are assembled into a carefully drawn mosaic, the components work together to form a masterpiece.

No industry has been transformed by technology more than art and we believe computer design exemplifies the type of disruptive dynamics that so many of our Elite 80 companies bring to their respective markets. Our cover image is a vector graphic comprised of lines formed by mathematical equations and is an alternative to the traditional type of graphic that forms images by assembling tiny colored squares called pixels. By leveraging mathematical formulas to create an image, vector graphics can infinitely scale without distortion or blurring. Accordingly, the image can be perfectly replicated for a logo on a pen, a computer device of any size, or a billboard on the side of the freeway. The flexibility of vector graphics transformed the graphic design and advertising industries decades ago, like so many of the companies in our Elite 80 report are developing disruptive technologies that will transform the industries we know today.

The road ahead for members of our Elite 80 will often be treacherous and challenging, and 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.

FUNDING TRENDS

Funds Raised

In total our Elite 80 companies raised ~$1,694 million in 2019, $183M of which came from 17 new companies that replaced names from last year. The remaining $1,511 million was raised by 63 companies that were included in last year's report. This is significantly down from 2018, when our selected group of companies raised $2,099 million. After adjusting for the different number of companies, 2019 funding is down modestly from 2017, when our group raised $1,638 million.

FIGURE 1. Elite 80 Fundraising, 2013-2019 (in $ millions)
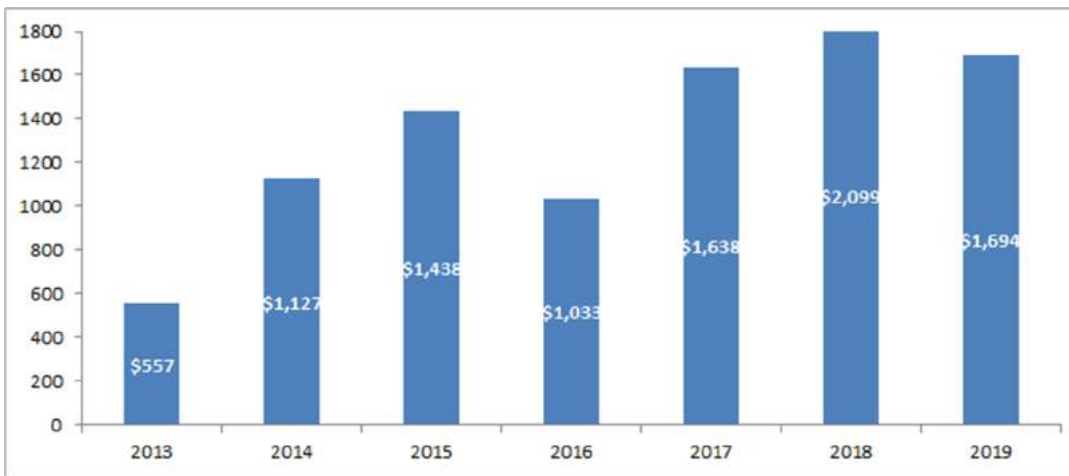
Source: Company reports, crunchbase.com

In 2019, total U.S. venture financing contracted from its peak-levels in 2018. The decline came in the second half of the year with sequential declines of 11% and 16% in 3Q and 4Q, respectively. This equated to a Y/Y decline of 9% for U.S. funding, however, 2019 was still the third largest year.

FIGURE 2. Quarterly U.S. Fundraising Trends 2018-2019 (in $ millions)
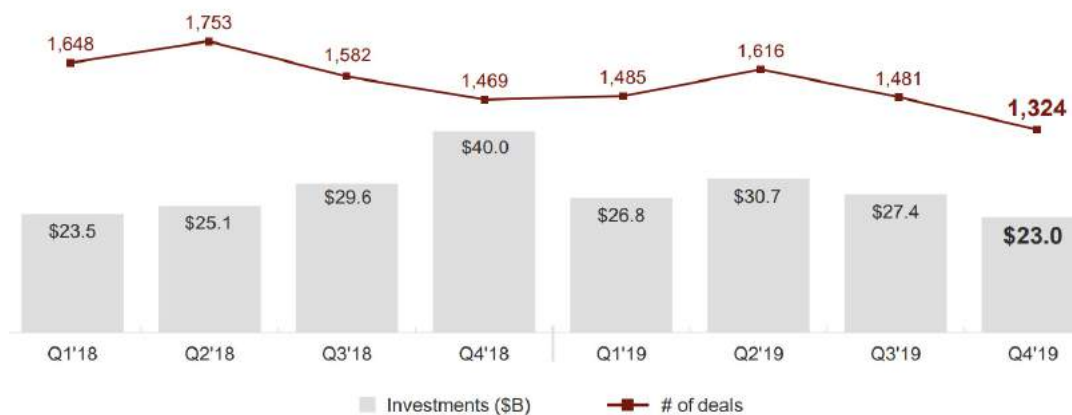
Source: PwC and CB Insights (data provided by CB Insights)

Looking at global funding by year, fundraising has grown significantly since 2012, reaching peak levels in 2019, and continuing its rebound from a down year in fundraising in 2016. We note that globally, as in the U.S., 4Q19 saw sequential declines in funding

FIGURE 3. Global Fundraising Trends, 2012-2019 (in $ millions)
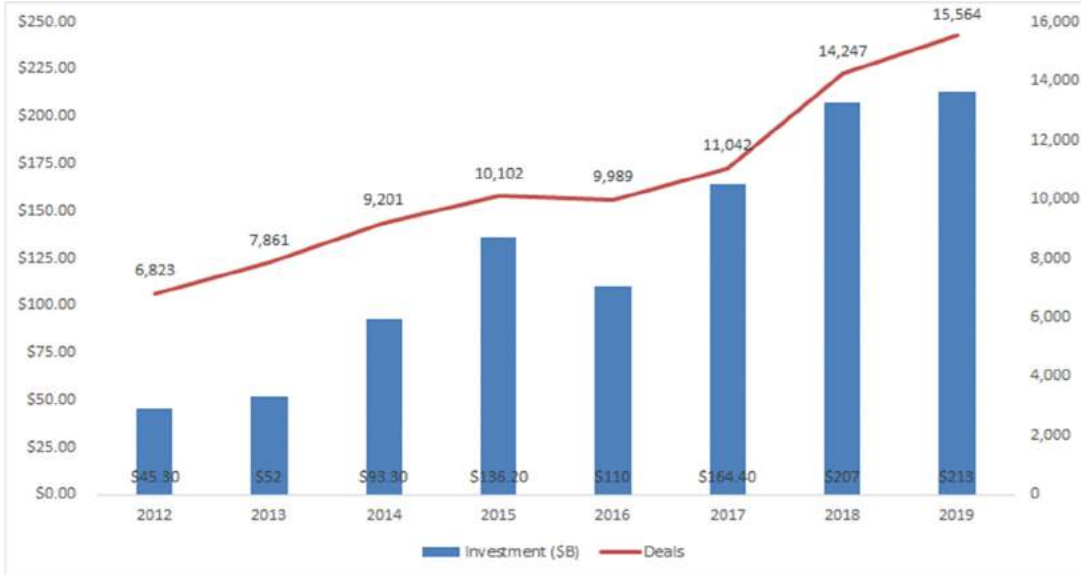
Source: PwC and CB Insights (data provided by CB Insights)

There were a handful of large capital raises for our Elite 80 companies. Figure 4 shows the ten largest amounts raised by our Elite 80 companies in 2019.

FIGURE 4. Ten Largest Amounts Raised by the Elite 80 in 2019 (in $ millions)
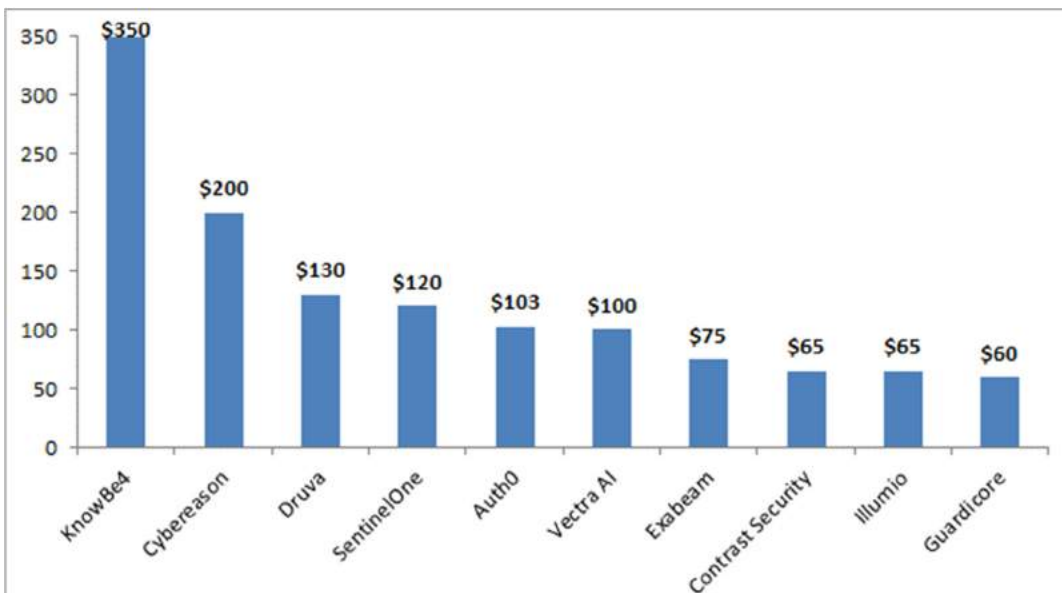
Source: crunchbase.com, Company reports

As far as fundraising by category, security companies in our Elite 80 report raised $1,443 million in 2019, data management companies raised $196 million, and networking companies raised $55 million. For a more granular view, we have segmented our Elite 80 companies into seven categories, including: 1) endpoint security, 2) identity and access management, 3) network security, 4) application and cloud security, 5) Threat Intelligence, 6) data management, and 7) networking. Within our Elite 80 group, companies raised $362M in endpoint security in 2019 (compared to $575M in 2018), $682M in application and cloud security ($290M in 2018), $103 in IAM ($483M in 2018), $222 in network security ($72M in 2018), $196M in data management ($546M in 2018), and $55M in networking ($133M in 2018). See Figure 5 for the breakout:

FIGURE 5. 2019 Funding by Category ($ in millions)
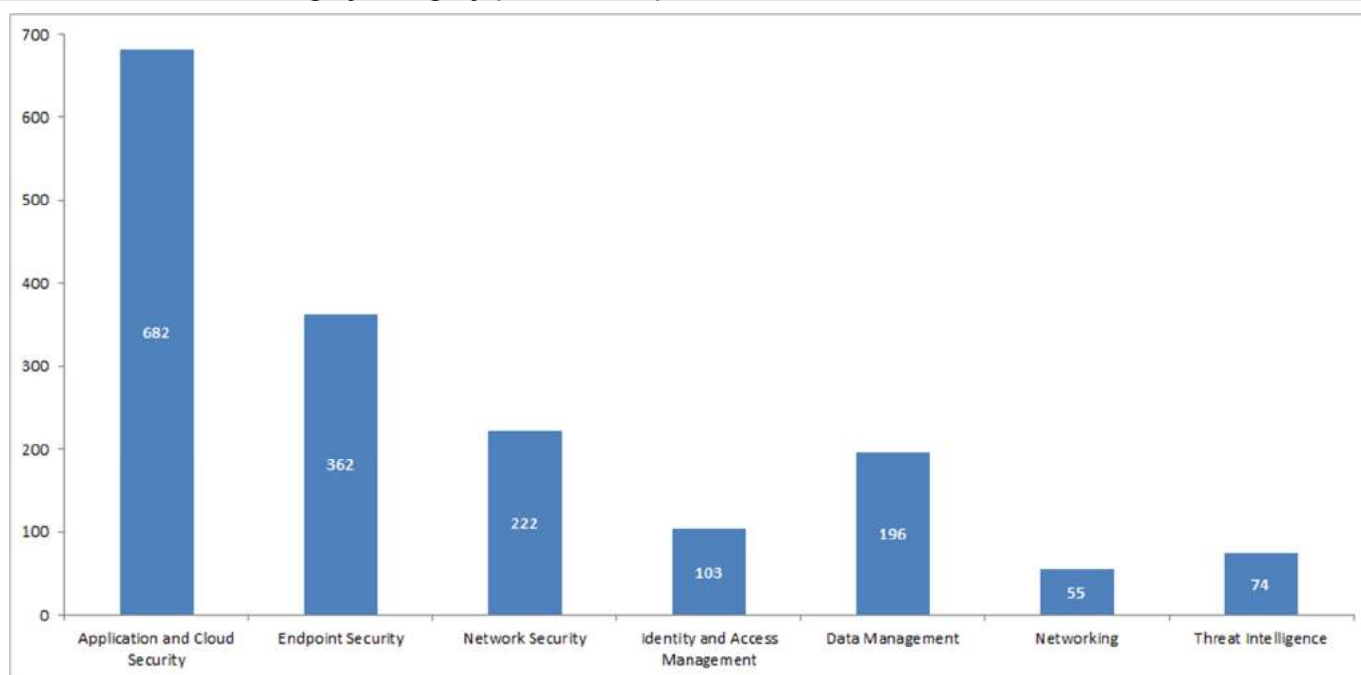
Source: JMP Securities LLC and Company reports

FIGURE 6. Company Distribution by Category

Security

Endpoint Security	Threat Intelligence	Application and Cloud Security	
Code42	Digital Shadows	Alert Logic	HackerOne
Cybereason	Flashpoint	Armor	iBoss
Digital Guardian	IntSights	Arxan	Illusive
GoSecure	Recorded Future	BitSight	Illumio
Lookout	RiskIQ	Bugcrowd	KnowBe4
Malwarebytes	ZeroFox	Checkmarx	Optiv
SentinelOne		ClearDATA	Netskope
Tanium		Cofense	Security Scorecard
Wandera		Contrast Security	StackPath
Zimperium		Dragos	Synack
		Flexera	Sysdig
		Fortress	Rollbar
		Guardicore	vArmour
		Karamba	Whitesource

Network Security		Identity and Access Management	
AlgoSec	Firemon		
Balbix	LogRhythm	Auth0	Kount
Darktrace	RedSeal	Centrify	Sontiq
eSentire	Skybox	ForgeRock	Venafi
Exabeam	Sonicwall	Imprivata	
ExtraHop	Vectra AI		

Networking

Affirmed	Metaswitch
Cradlepoint	Silver Peak
Cumulus	Tempered Networks
Cybera	

Data Management

Actifio	Kaminario
Cloudian	Reduxio
Cohesity	Rubrik
Datera	Smarsh
Druva	Zerto

Source: JMP Securities LLC and Company reports

Revenue Range

For each of our Elite 80 companies, we have included an estimate of 2019 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
Affirmed	Actifio	Arxan	Balbix	Kount
Alert Logic	AlgoSec	BugCrowd	Datera	
Centrify	Armor	Cloudian	Digital Shadows	
CheckMarx	Auth0	Contrast Security	Dragos	
Code42	BitSight	Cumulus	Flashpoint	
Cohesity	ClearDATA	Cybera	Fortress	
Cradlepoint	Cofense	Druva	Guardicore	
CrowdStrike	Cybereason	eSentire	Illusive	
Exabeam	Darktrace	HackerOne	IntSights	
Extrahop	Datera	Security Scorecard	Karamba	
Flexera	Digital Guardian	Sontiq	Reduxio	
ForgeRock	ExtraHop	Synack	Rollbar	
Imprivata	Firemon	Vectra AI	Sysdig	
KnowBe4	GoSecure	ZeroFox	Tempered Networks	
LogRhythm	iBoss	Zimperium	vArmour	
Lookout	Illumio		Wandera	
Malwarebytes	Kaminario		Whitesource	
Metaswitch	Recorded Future			
Netskope	RedSeal			
Optiv	RiskIQ			
Rubrik	SentinelOne			
Silver Peak	Skybox			
Smarsh	Tufin			
Sonicwall	Venafi			
StackPath				
Tanium				
Zerto				

Source: JMP Securities LLC and Company reports

FIGURE 8. Number of Elite 80 Companies by Revenue Range
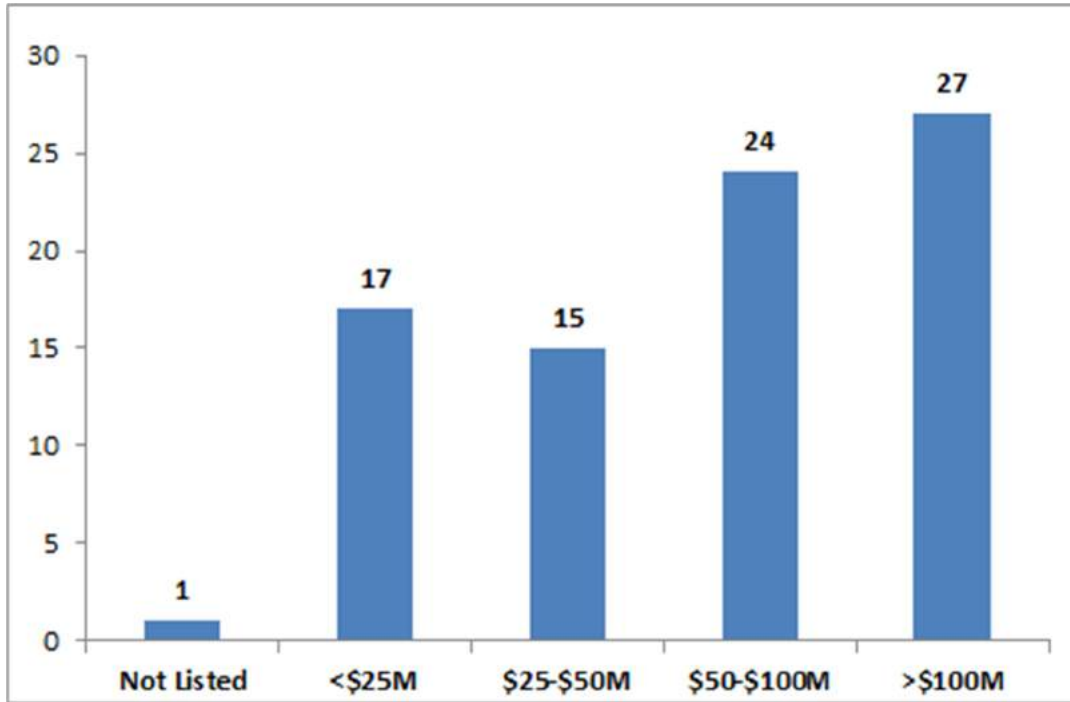
Source: JMP Securities LLC and Company reports

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, in our opinion. We view our Elite 80 companies as some of the most innovative and promising companies in 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.

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XT Investments
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Karamba Security

ACTIFIO

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

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

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

Key Officers:
Ash Ashutosh – Founder & CEO
David Chang – Co-founder & SVP of Solutions Development
Brian Reagan – CMO
Paul Forte – CRO
Edward Durkin – CFO
Brylan Achilles – Global Field CTO

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

Total Funding: $353M

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

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

Headcount: 400

Open Positions: 16
U.S. based: 8
International: 8
Sales: 2
Other: 14

Source: Company website, all revenues are CY-19

JMP

AFFIRMED

Founded: 2010
Revenue: >$100M

www.affirmednetworks.com
978.268.0800

35 Nagog Park
Acton, MA 01720

Company Summary: Affirmed Networks was founded with a goal of enabling service providers to improve service agility and the economic scaling of mobile networks. The company offers a fully virtualized, cloud-native product set to support the development and operation of new services. Its solution supports a diverse spectrum of service capabilities to simultaneously reduce capex and opex while scaling services in real time. Affirmed has attracted well over 100 service provider customers worldwide with deployments spanning 76 countries and the adoption of 5G cellular services represents a key catalyst over the coming years.

Products/Services: The requirements of offering virtual and cloud-native mobile network solutions include compatibility with all varieties of carrier technologies including 3G, 4G, 5G, and WiFi. Affirmed's Virtualized Evolved Packet Core (vEPC) ramps up network capacity and Affirmed's Service Automation Platform (ASAP) automates service provisioning to reduce service creation time/cost by up to 97%. The company also offers an embedded virtual probe that provides real-time monitoring for analytical purposes. Affirmed's Virtual Slice Selection Function (vSSF) enables fine-grained network slicing across legacy, virtualized or multivendor environments. Each of the mobile network solutions stemmed from a standards-based, open architecture that reduces risk and eliminates vendor lock-in.

Key Officers:
Hassan Ahmed – Chairman & CEO
Anand Krishnamurthy – President, COO
Denis Cashman – VP, CFO
Sanjay Mewada – Chief Strategy & Marketing Officer
Ron Parker – VP, CTO
Ashwin Moranganti – VP, Chief Product Officer
Ash Kumar – VP, CRO
Amit Tiwari – VP, Chief Strategic Alliances Officer

Board of Directors:
Hassan Ahmed – CEO, Affirmed
Tim Barrows – GP, Matrix Partners
Jon Auerbach – GP, Charles River Ventures
Bob Goodman – Partner, Bessemer Venture Partners
Ned Hooper – MP, Centerview Capital Technology
Cathy Graham – CFO, 2U

Competition:
Cisco Systems
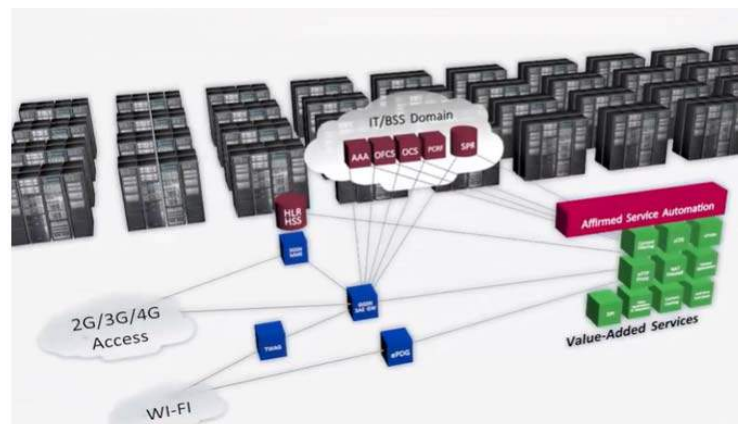Ericsson
Nokia
Huawei

Total Funding: $239M

Key Investors:
Charles River Ventures
Matrix Partners
Bessemer Venture Partners
Lightspeed Venture Partners
DTCP
Vodafone xone

Headcount: 550

Open Positions: 41
U.S. based: 25
International: 16
Sales: 0
Other: 41

Source: Company website, all revenues are CY-19

ALERT LOGIC

Founded: 2002   www.alertlogic.com   1776 Yorktown, Suite 150
Revenue: >$100M   713.484.8383   Houston, TX 77056

Company Summary: Alert Logic provides a holistic SaaS solution for comprehensive application security in a mix of cloud, hybrid, and containerized environments. The company's partner network of cloud hosting providers allows customers to seamlessly add on security services in a highly scalable and easily consumed manner. A key driver of growth has been Alert Logic's purpose-built security services for AWS, which in just a few years have become a large portion of the company's bookings. Alert Logic is established in over 4,500 organizations today and much of this growth is driven by cloud adoption by customers, which is predicted to soon be the majority of the company's business.

Products/Services: Alert Logic's most recent product introduction: SIEMless Threat Management is available at three levels of coverage to support the varying level of needs in different organizations. Some of the more advanced features include a 24/7 security operations center responsible for incident management and support, an enterprise security posture review, incident response assistance, threat hunting, and strategic policy/best practices tuning. In contrast to point solutions from competitors, Alert Logic offers a full suite of services that secure across multiple application environments regardless of where the applications reside.

Key Officers:
Bob Lyons – Chairman & CEO
Onkar Birk – SVP, Product Strategy & Engineering
Jack Danahy – SVP, Security
Sheila Flaherty – Chief Legal & Administrative Officer
Sydna Kelley – SVP, Technology Operations & CIO
Amanda Nevins – CFO
Dick Faulkner – SVP, Worldwide Sales
Christopher Rajiah – SVP, Worldwide Alliances and Partnerships
Bryan Urioste - CMO

Competition:
AlienVault
Arctic Wolf
LogRhythm
Rapid7

Total Funding: $387M

Key Investors:
Covera Ventures
Mercury Fund
OCA Ventures
Welsh, Carson, Anderson & Stowe

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

Source: Company website, all revenues are CY-19

Headcount: ~700

Open Positions: 38
U.S. based:
International:
Sales: 2
Other: 36

JMP

ALGOSEC

Founded: 2003   www.algosec.com   65 Challenger Rd., Suite 310
Revenue: $50-$100M   888.358.3696   Ridgefield Park, NJ 07660

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

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

Key Officers:
Yuval Baron – CEO & CCSO
Avishai Wool – CTO & Co-founder
Illan Erez – CFO & General Manager
Jeffrey Starr – CMO
Chris Thomas - CRO

Board of Directors:
Not Listed

Headcount: 400

Open Positions: 29
U.S. based: 4
International: 25
Sales: 9
Other: 20

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

Total Funding: $36M

Key Investors:
Claridge Israel

Source: Company website, all revenues are CY-19
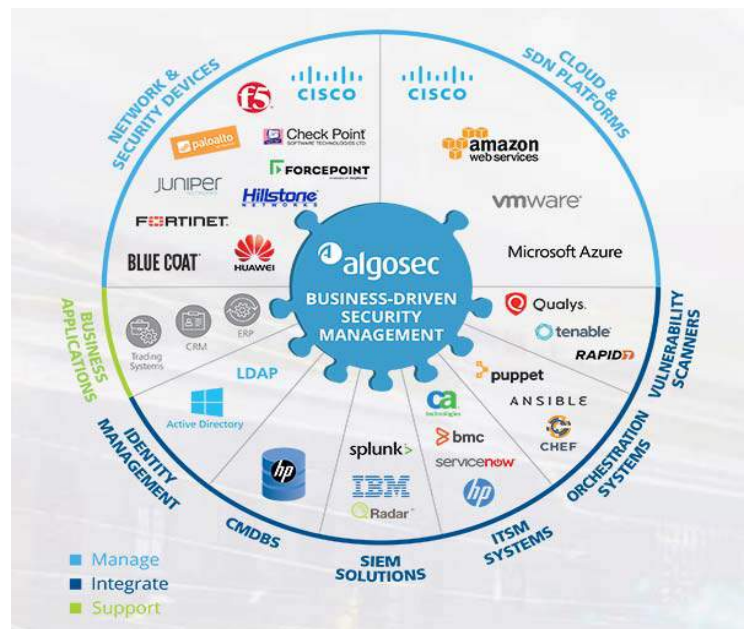
ARMOR

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

www.armor.com
877.262.3473

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

Company Summary: Armor, founded in 2009, provides security services to protect enterprise applications and data workloads in the public cloud, hybrid, and on-premise deployments through a managed security service provider (MSSP) approach. The company mixes a set of organically developed technology and premier security talent to prevent, detect, and remediate basic data center security. Armor also utilizes a variety of third-party tools to serve a holistic security approach, from endpoint protection to vulnerability management. The company's unique approach to serving all types of environments makes it an attractive security partner for customers that need an MSSP.

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

Key Officers:
Mark Woodward – CEO
Diana Massaro – CMO
Josh Bosquez – CTO
Matt Cook – CRO

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

Headcount: ~240

Open Positions: 19
U.S. based: 19
International: 0
Sales: 6
Other: 13

Competition:
Alert Logic
Imperva
SecureWorks
Splunk
TrendMicro

Total Funding: $149M

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

Source: Company website, all revenues are CY-19

Security-as-a-Service

Armor | Anywhere

Making Cloud Security Simple. Anytime. Anywhere.
FOR AWS • AZURE • GOOGLE • HYBRID & PRIVATE CLOUDS

Armor Anywhere scales security to public, private, and hybrid cloud environments, or you can use it on-premise, deploying it on your own infrastructure in less than 2 minutes. Armor Anywhere makes security simple for our clients by handling the day-to-day issues of managing a cybersecurity team and all the technology and tools they need to be effective- at a fraction of the cost of traditional solutions.

Secure Hosting Service

Armor | Complete

Secure Cloud Hosting. Managed Security. Audit-Ready Compliance.

Armor Complete is our secure hosting solution. It is a virtual private cloud (VPC) with built-in security controls that provides the industry's leading prevention, detection, and response services—keeping your sensitive, regulated data safe and secure. Armor Complete is cybersecurity that goes beyond alerting—beyond compliance—providing 24/7/365 security and support.

JMP

ARXAN

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

www.arxan.com
415.247.0900

650 California St., Ste 2750
San Francisco, CA 94108

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

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

Key Officers:
Joe Sander – CEO
Mark Lorion – COO
James Love – President & CRO
Deborah McGinn – CMO
Charlie Velasquez – CFO
Krish Kalkiraj – SVP, Engineering

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

Headcount: 140

Open Positions: 7
U.S. based: 7
International: 0
Sales: 0
Other: 7

Competition:
Checkmarx
HP Fortify
Lookout
Veracode
Zimperium

Total Funding:
Acquired by TA Associates in 2013 for $132M

Key Investors:
EDF Ventures
Legend Ventures
Paladin Capital Group
Solstice Capital
TDF Ventures
Trident Capital

Source: Company website, all revenues are CY-19
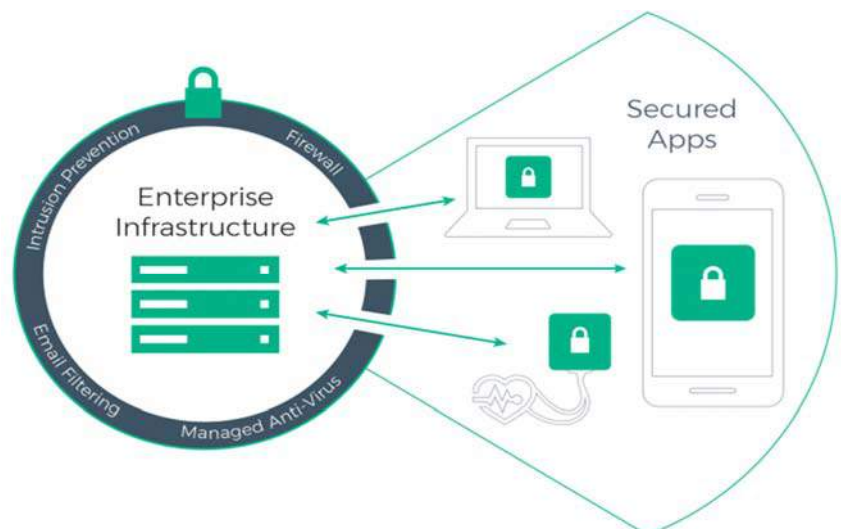
AUTH0

Founded: 2013   www.auth0.com   10800 NE 8th St., Suite 700
Revenue: $50M-$100M   425.312.6521   Bellevue, WA 98004

Company Summary: Founded in 2013, Auth0 provides enterprise grade identity and access management (IAM) cloud services for developers of applications. The platform offers a comprehensive suite of services, ranging from single sign-on (SSO) to machine-to-machine communication. Auth0 serves across all customer sizes and offers pricing to accommodate the needs and depth requirements of its customer base. With >7,000 customers, the company's IDaaS service is used to authenticate and secure more than 2.5 billion logins per month.

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

Key Officers:
Eugenio Pace – Co-founder & CEO
Matias Woloski – Co-founder & CTO
Dave Wilner – Chief Revenue Officer
Joan Pepin – Chief Security Officer
Lewis Carpenter – VP, Strategy & Corp. Dev.
Barry Plaga – CFO
Shiven Ramji – Chief Product Officer

Competition:
Cisco
Okta
OneLogin
Ping Identity
RSA

Total Funding: $212M

Board of Directors:
Monica Enand – CEO, Zapproved
Karan Mehandru – GP, Trinity Ventures
Peter van Hardenberg – Principal, Ink & Switch
David Cowan – Partner, Bessemer Venture Partners
Anders Ranum – MD, Sapphire Ventures
Eugenio Pace – Co-founder & CEO, Auth0
Matias Woloski – CTO & Co-founder, Auth0
George Bischof – MD, Meritech Ventures
Manu Kumar – Chief Firestarter, K9 Ventures
Rob Theis – GP, World Innovation Lab
Nino Marakovic – CEO & MD, Sapphire Ventures

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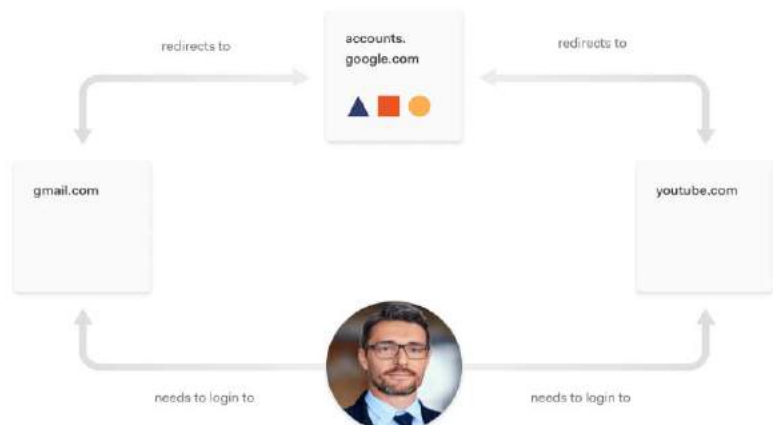Bessemer Venture Partners
K9 Ventures
Meritech Capital Partners
Sapphire Ventures
Telstra Ventures
Trinity Ventures
World Innovation Lab

Headcount: 600

Source: Company website, all revenues are CY-19

Open Positions: 68
U.S. based: 51
International: 17
Sales: 44
Other: 24

JMP

BALBIX

Founded: 2015   www.balbix.com   3031 Tisch Way #800
Revenue: <25M   866.936.3180   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 heatmaps that deliver insights into breach activity. This is conducted through a continuous discovery and process that assesses vulnerabilities in order to ensure accuracy in quantifying breach risk (up to several hundred billion network signals).

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 stiffen overall cybersecurity posture. A ticketing and orchestration system integration is the final piece to operationalize and maintain this enhanced cybersecurity posture.

Key Officers:
Gaurav Banga – Founder & CEO
Vinay Sridhara – CTO
John Weald – VP, Engineering
Jeff True – CRO
Rich Campagna – CMO
Chris Griffith – VP, Business Development & Alliances
Srinivas Avasarala – VP, Products
Ramki Ramakrishnan – VP, Operations

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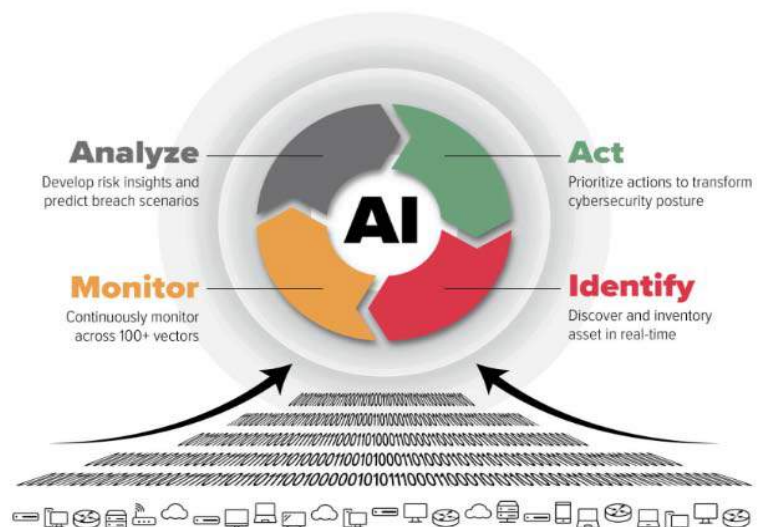Gary Gauba – Independent
Gaurav Banga Ph.D. – Founder & CEO
Navin Chaddha – MD, Mayfield Fund
Pankaj Patel – MD, Cirrus Research
Punit Chiniwala – MD, Singtel Innov8 Ventures

Headcount: 54

Open Positions: 17
U.S. based: 11
International: 6
Sales: 6
Other: 11

Competition:
Tenable
Qualys

Total Funding: $28.6M

Key Investors:
JC2 Ventures
Mayfield
Mubadala Ventures
Singtel Innov8

Source: Company website, all revenues are CY-19

Analyze
Develop risk insights and predict breach scenarios

Act
Prioritize actions to transform cybersecurity posture

AI

Monitor
Continuously monitor across 100+ vectors

Identify
Discover and inventory asset in real-time

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

Key Officers:
Steve Harvey – CEO
Stephen Boyer – CTO & Co-founder
Nagarjuna Venna – CPO & Co-Founder, SVP of Strategic Alliances
Mary-Jo Porcello – VP, People & Talent
Brian Cohen – CFO
Eric Fischer – SVP, Sales
Dave Fachetti – EVP of Strategy

Board of Directors:
David Aronoff – GP, Flybridge Capital Partners
Cary Davis – MD, Warburg Pincus
Dave Fachetti – EVP of Strategy, BitSight
Venky Ganesan – MD, Menlo Ventures
Brendan Hannigan – Entrepreneur
Steve Harvey – CEO,   BitSight
Shaun McConnon – Executive Chairman, BitSight
Glenn Solomon – MP, GGV Capital
Nagarjuna Venna – Co-founder & SVP of Strategic Alliances, BitSight

Competition:
RiskRecon
SecurityScorecard

Total Funding: $155M

Key Investors:
Comcast Ventures
Commonwealth Capital Ventures
Flybridge Capital Partners
GGV Capital
Globespan Capital Partners
Liberty Global
Menlo Ventures
NSF
SingTel Innov8
Warburg Pincus

Headcount: >425

Source: Company website, all revenues are CY-19

Open Positions: 19
U.S. based: 13
International: 6
Sales: 9
Other: 10

JMP
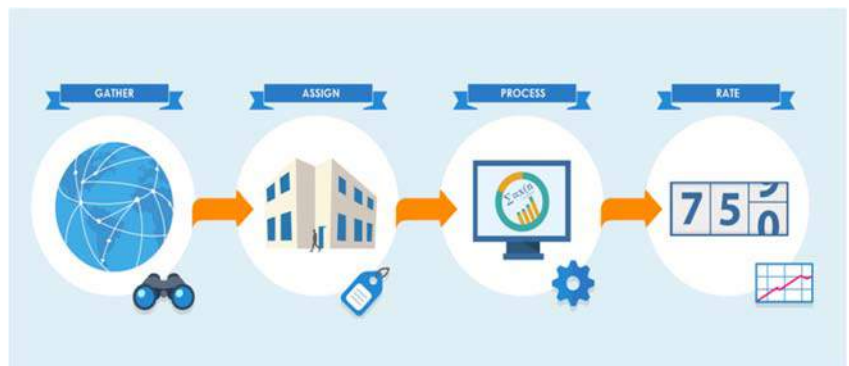
BUGCROWD

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 >150,000 researchers, and automatically selects the right hacker for the right job.

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

Key Officers:
Ashish Gupta – CEO
Casey Ellis – Chairman, Founder and CTO
Mark O'Connor – CFO
Mark Milani – Global Head of Product and Engineering
Rick Beattie – VP of Global Sales

Board of Directors:
Charles Beeler – Partner, Rally Ventures
Dain DeGroff – Partner, Triangle Peak Partners
HD Moore – CEO, Critical Research Corporation
Ashish Gupta – CEO & President
Arthur Coviello – Partner, Rally Ventures
Greg Sands – MD, Costanoa Ventures
Niki Scevak – Partner, Blackbird Ventures
Matt Bigge – Partner, Crosslink Capital

Headcount: >150

Open Positions: 11
U.S. based: 10
International: 1
Sales: 7
Other: 4

Competition:
HackerOne

Total Funding: $51M

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

Source: Company website, all revenues are CY-19

WHY IT WORKS

True Risk Reduction
Rewards are tied to successful outcomes — finding vulnerabilities you need to know about.

Speed
The first hacker to find a vulnerability is rewarded, encouraging hacker to work quickly.

Value
The more critical the vulnerability found, the bigger the reward to the hacker, driving better value.

CENTRIFY

Founded: 2004   www.centrify.com   3300 Tannery Way
Revenue: >$100M   669.444.5200   Santa Clara, CA 95054

Company Summary: Centrify offers Privileged Access Management (PAM) solutions that are cloud ready for mid-sized and large enterprises. In 2018 it spun out its IDaaS service in order to focus exclusively on privileged access management (PAM). As a result, the company has sharpened its strategic focus on redefining the traditional approach to Privileged Access Management (PAM) by leveraging a cloud-ready, zero-trust architecture to stop privileged access abuse. Centrify also leverages a market trend toward vendor consolidation as the company's platform provides a breadth of privileged access security services.

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

Key Officers:
Tim Steinkopf – CEO
Nate Yocom – CTO
Mark Oldemeyer – CFO
Howard Greenfield - CRO
David McNeely – Chief Strategy Officer
Dean Thompson – SVP, Customer Experience

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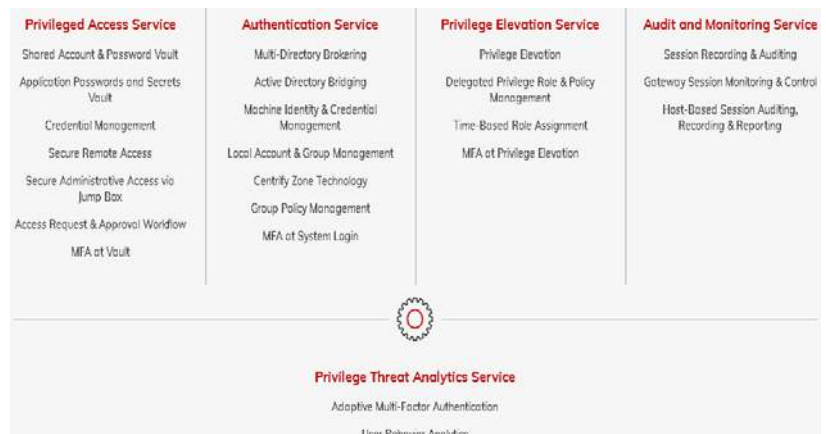Nicolaas Vlok – Operating Partner, Thoma Bravo

Headcount: 275

Open Positions: 16
U.S. based: 16
International: 0
Sales: 7
Other: 9

Competition:
BeyondTrust
CyberArk
Thycotic

Total Funding:
$94M (acquired by Thoma Bravo in 2018)

Key Investors:
Thoma Bravo

Source: Company website, all revenues are CY-19

Privileged Access Service	Authentication Service	Privilege Elevation Service	Audit and Monitoring Service
Shared Account & Password Vault	Multi-Directory Brokering	Privilege Elevation	Session Recording & Auditing
Application Passwords and Secrets Vault	Active Directory Bridging	Delegated Privilege Role & Policy Management	Gateway Session Monitoring & Control
Credential Management	Machine Identity & Credential Management	Time-Based Role Assignment	Host-Based Session Auditing, Recording & Reporting
Secure Remote Access	Local Account & Group Management	MFA at Privilege Elevation	
Secure Administrative Access via Jump Box	Centrify Zone Technology		
Access Request & Approval Workflow	Group Policy Management		
MFA at Vault	MFA at System Login		

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

JMP

CHECKMARX

Founded: 2006
Revenue: >$100M

www.checkmarx.com
800.597.7756

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

Company Summary: With a growing market trend toward securing the increasingly large number of applications available, Checkmarx provides secure application testing and additional security at the application layer. Checkmarx allows developers to identify the problem while they write the code, eliminating the timely cost of fixing the code after it has already been written. The technology can also be transferred from one language to another, serving the needs of all developers. With the platform's extreme simplicity and easy adoptability, Checkmarx is the strongest technology player in the market, and has been growing in the high double digits.

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

Key Officers:
Emmanuel Benzaquen – CEO
Maty Siman – Founder & CTO
Alex Roichman – Chief Software Architect
Shmuel Arvatz – CFO
Assaf Dar – Chief Product Development Officer
Moshe Lerner – SVP, Product Strategy & Corporate Development
Rafi Bhonker – SVP, Global Sales
Dalit Krainer – SVP, Global HR
Kobi Tzruya – SVP, WW Technical Services
Nir Livni – VP, Products

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

Headcount: ~600

Open Positions: 66
U.S. based: 16
International: 50
Sales: 18
Other: 48

Competition:
HP (Fortify)
CyberArk
Veracode
Synopsys
WhiteHat

Total Funding: $92M (acquired by Insight Partners for $84M)

Key Investors:
Insight Venture Partners
Naiot Venture Accelerator
Ofer Hi-Tech
Salesforce Ventures

Source: Company website, all revenues are CY-19
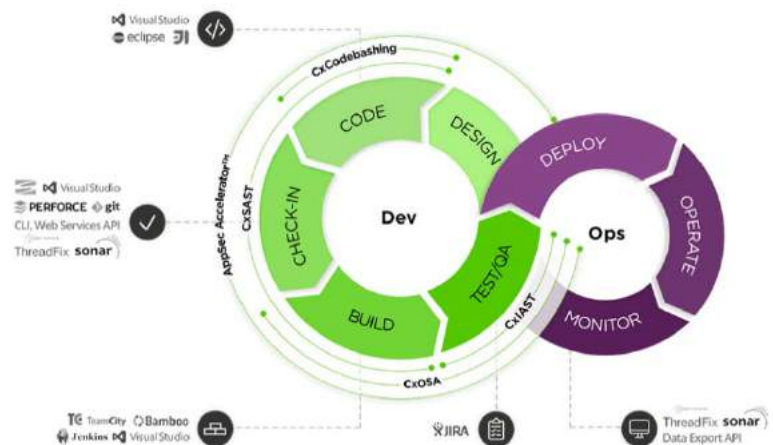
CLEARDATA

Founded: 2011
Revenue: $50-$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 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 better every day.

Key Officers:
Darin Brannan – President, CEO & Co-founder
Chris Bowen – Chief Privacy & Security Officer
Matt Ferrari – CTO & Co-founder
Scott Whyte – Chief Strategy 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

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 Partner
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
Partners
Merck Global Health Innovation Fund
MemorialCare Innovation Fund
Norwest Venture

Headcount: 200

Open Positions: 14
U.S. based: 14
International: 0
Sales: 4
Other: 10

Source: Company website, all revenues are CY-19

JMP
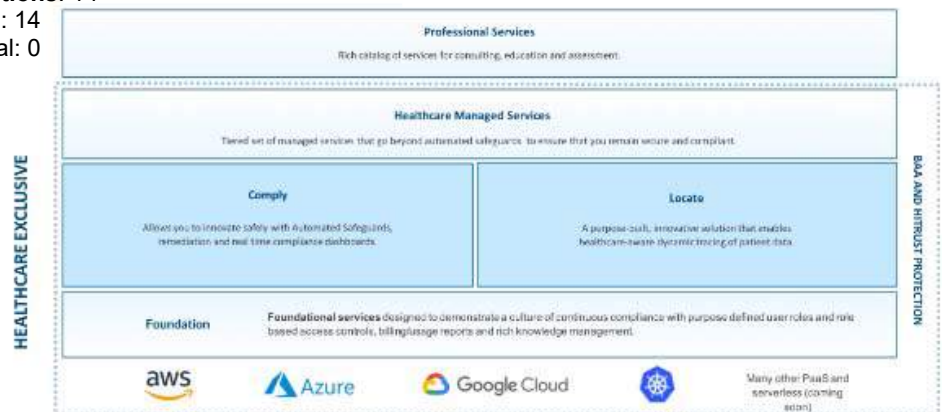
CLOUDIAN

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

Products/Services: HyperStore offers multiple capabilities and features, including the industry's highest S3 API compliance; erasure coding; multi-tenancy; compression; QoS; and encryption. Utilizing their scale-out architecture, enterprises can start small and grow to hundreds of petabytes just by adding more storage nodes. Customers can deploy Cloudian as on-premise storage, distributed storage, or storage-as-a-service. The interoperability of the native S3 API allows users to access a wide range of storage features that have been developed for S3 environments. Lastly, Cloudian's HyperFile can be deployed as software or as an appliance with up to 840TB per node.

Key Officers:
Michael Tso – Co-founder & CEO
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 Sales 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

Board of Directors:
Michael Tso – CEO & Co-founder, Cloudian
C.S. Park -
David Milstein – Director, Metaps Inc.
Rick Shrotri – MP, Digital Alpha Advisors
Gregory Bryant –
Ken Yasunaga – External Board Member, Floadia Corporation
Jonathan Epstein – Chairman, Moneytree
Hiroshi Ohta – Co-founder & Japan President, Cloudian

Source: Company website, all revenues are CY-19

Headcount: 200

Open Positions: 15
U.S. based: 11
International: 4
Sales: 1
Other: 14
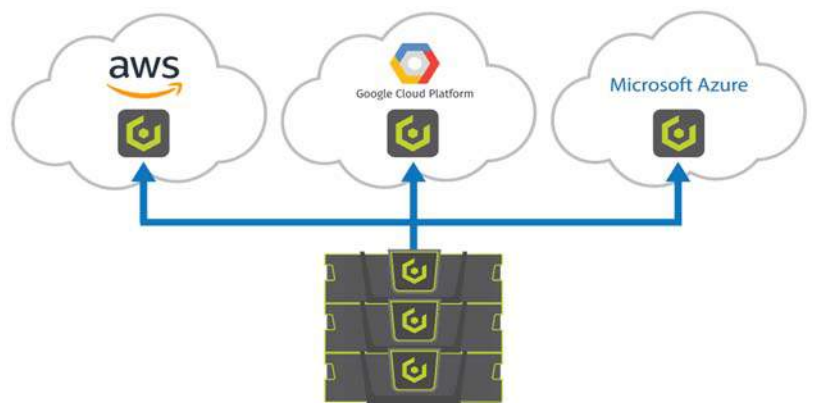
CODE42

Founded: 2001	www.code42.com	100 Washington Ave. S., Ste. 2000
Revenue: >$100M	844.333.4242	Minneapolis, MN 55401

Company Summary: Founded in 2001, Code 42 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 Code 42 to protect their trade secrets: source code, customer lists, roadmaps, CAD drawings, etc. 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 Code 42 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 & Information Systems VP
Rob Juncker – Research, Development & Operations SVP
Alexandra Gobbi – CMO

Competition:
Broadcom
Digital Guardian
McAfee

Total Funding: $138M

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

Key Investors:
Accel
JMI Equity
New Enterprise Associates
Split Rock Partners

Headcount: 500

Open Positions: 31
U.S. Based: 31
International: 0
Sales: 16
Other: 15

Source: Company website, all revenues are CY-19

Collect and Monitor
Automatically monitor all files across computers and cloud.

Detect and Investigate
Easily detect unusual use of USB, web browsers and cloud services.

Assess and Respond
Quickly investigate and respond to real risk.

JMP

COFENSE

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

www.cofense.com
703.652.0717

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

Company Summary: Cofense is a leader in the phishing security orchestration 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. As the volume of threats is on the rise, Cofense saw a record billings number in 2019 and expects accelerating revenue growth in 2020. The product site is currently installed in over 2,000 customer environments.

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

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

Board of Directors:
Rohyt Belani – Co-founder & CEO, Cofense
Aaron Higbee – Co-founder & CTO, Cofense
Nick Lantuh – Former Founder & President, NetWitness Corporation
Kevin Mandia – CEO, FireEye
Lynn Baranski – MD, Blackrock Private Equity Partners
Gene Riechers, Former Director, EverFi

Headcount: 504

Open Positions: 28
U.S. based: 23
International: 5
Sales: 14
Other: 14

Competition:
KnowBe4
Wombat (Proofpoint)

Total Funding: $58M

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

Source: Company website, all revenues are CY-19
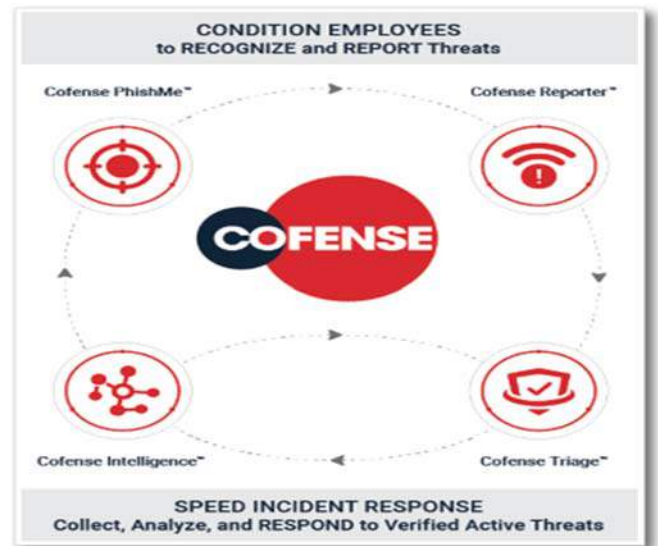
COHESITY

Founded: 2013	www.cohesity.com	300 Park Avenue, Suite 1700
Revenue: >$100M	855.926.4374	San Jose, CA 95110

Company Summary: Cohesity integrates secondary storage environments, such as test/development, data protection, file shares, and analytics. The company leverages a web-scale distributed file system with a commodity hardware appliance to eliminate the secondary storage silos of past solutions. The company's hyperconverged platform allows enterprises to utilize public clouds, such as AWS or Azure, for archival, tiering, and disaster recovery more efficiently, significantly simplifying data protection. In 2019, the company decoupled its software from its hardware and it has focused its sales efforts on software sales with subscription-based pricing.

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

Key Officers:
Mohit Aron – Founder & CEO
Michael Cremen - CRO
Lynn Lucas – CMO
Paul Whitney – Chief People Officer
Vineet Abraham – SVP, Engineering & Product Management

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

Headcount: 1,600

Open Positions: 104
U.S. based: 58
International: 46
Sales: 27
Other: 77

Competition:
Commvault
Dell/EMC
NetApp
Rubrik
Veeam
Veritas

Total Funding: $410M

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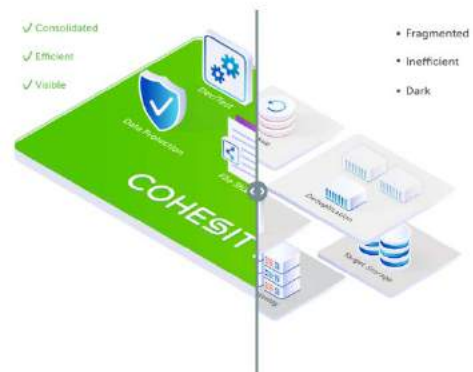Sequoia Capital
SoftBank

Source: Company website, all revenues are CY-19

A new approach to an old problem

CONTRAST SECURITY

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

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

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

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

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

Headcount: 180

Open Positions: 66
U.S. based: 49
International: 17
Sales: 26
Other: 40

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

Total Funding: $119M

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

Source: Company website, all revenues are CY-19
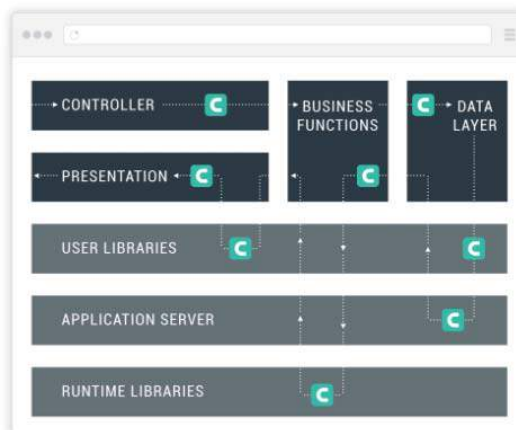
Integrate Contrast seamlessly across the application stack. It's easily scalable across your application portfolio and stakeholders.

Listen to webinar

CRADLEPOINT

Founded: 2006   www.cradlepoint.com   1111 W. Jefferson St.
Revenue: >$100M   855.813.3385   Boise, ID 83702

Company Summary: Founded in 2006, Cradlepoint provides next-gen connectivity with its software-defined wireless WANs based on 4G LTE technology, and soon, 5G technology. Its services let organizations connect people, places and things in a robust manner. Its solution set covers a broad array of connectivity services, including SD-WAN, Wi-Fi, edge computing and more. Cradlepoint now services 18,000 customers including 50% of the Fortune 500, with a strong presence in the public services and retail sectors. Most recently, the company partnered with AT&T to help move toward a 5G future for businesses and first responders.

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

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

Competition:
Cisco (Meraki)
Fortinet
Sierra Wireless

Total Funding: $163M

Key Investors:
Mercato Partners
OVP Venture Partners
Sorenson Capital
TCV
Venture Partners

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

Headcount: 620

Open Positions: 55
U.S. based: 53
International: 2
Sales: 32
Other: 23

Source: Company website, all revenues are CY-19

JMP
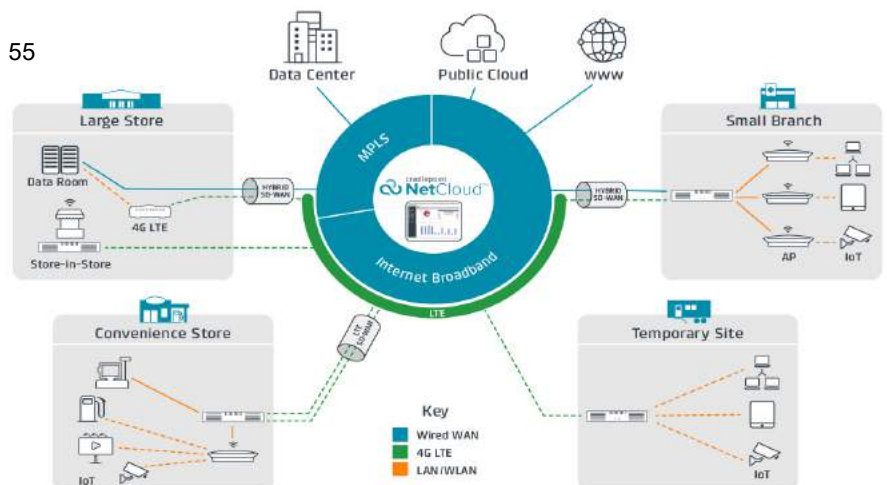
CUMULUS NETWORKS

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

www.cumulusnetworks.com
650.383.6700

185 E. Dana Street
Mountain View, CA 94041

Company Summary: Cumulus Networks offers the Linux operating system used in software-defined networks (SDNs) that run on top of industry-standard networking hardware. This software enables enterprises to have highly automated, flexible, and efficient data centers, significantly reducing manual configuration time and the need for specialized hardware. More recently, the company also introduced products that provide visibility and data center connectivity, in an effort to round out the platform. Cumulus is deployed on over one million switch ports across a global network of more than 1,750 customers, including one third of the Fortune 50.

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

Key Officers:
Josh Leslie – CEO
Ami Badani – CMO
Kaushik Shirhatti – VP, WW Field Operations
Jim McNicholas – CFO
Partho Mishra – President & CPO
Sandy Palicio – VP, HR

Board of Directors:
Josh Leslie – CEO, Cumulus Networks
Kim Hammonds – Independent Director
Peter Levine – GP, Andreessen Horowitz
Scott Tobin – GP, Battery Ventures

Headcount: ~200

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

Competition:
Arista Networks
Cisco
Juniper Networks

Total Funding: $129M

Key Investors:
Andreessen Horowitz
Battery Ventures
Sequoia Capital
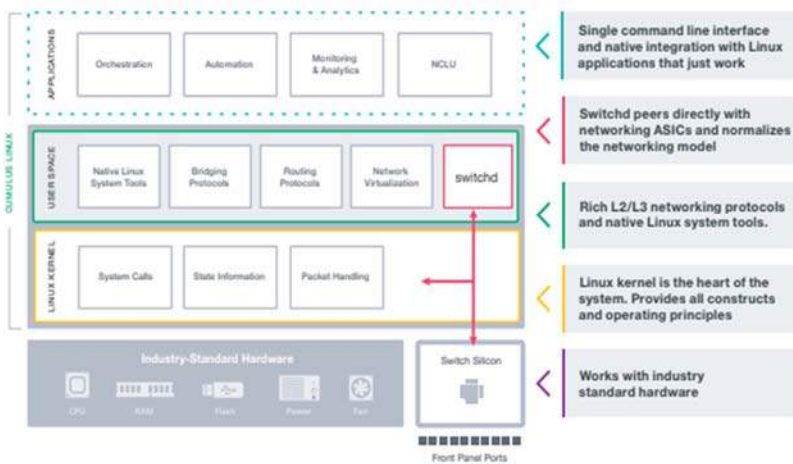SV Angel
Telstra Ventures
TopTier Capital
Wing Venture Capital

Source: Company website, all revenues are CY-19

Cumulus Linux architecture

CYBERA

Founded: 2001 www.cybera.com 9009 Carothers Parkway, C5
Revenue: $25M-$50M 866.429.2372 Franklin, TN 37067

Company Summary: Cybera provides critical application enablement through an SD-WAN solution by leveraging a simplistic approach and securing enterprise-grade network applications and services in remote environments. These services are accessible whether in rural or urban environments, while delivering secure application networks rather than site-to-site connections and virtual private networks (VPNs). Cybera is able to minimize cyber-threat profiles and the regulatory compliance scope of various environments by giving each application its own secure network based on specific business needs and is currently implemented across 1,200 customers and 90,000 locations.

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

Key Officers:
Andrew Lev – CEO
Cliff Duffey – President & Founder
Jon Howard – CFO
Kristen Hudson – VP, Business Process and PMO
Bethany Allee – VP, Marketing

Competition:
VMware
Cisco
Silver Peak
Trustwave
Fortinet

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

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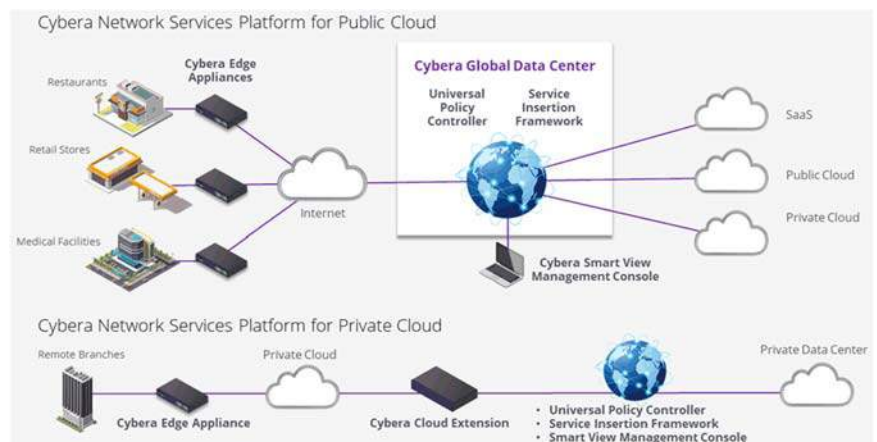(with private equity recap.)

Key Investors:
Adams Street Partners
Sumeru Equity Partners

Headcount: 145

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

JMP

CYBEREASON

Founded: 2012
Revenue: $50M-$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 finds a single component of an attack and connects it to other pieces of information to reveal an entire campaign and shut it down. Even the most talented analysts would struggle with detecting a threat and quickly building a complete attack story. Many of the company's employees served in the Israel Defense Forces' 8200 unit, an elite group that specializes in cybersecurity, giving them extensive experience with hacking operations.

Products/Services: Offering a full stack for the endpoint, Cybereason utilizes its real-time platform to provide endpoint detection and response capabilities (EDR), as well as next-gen anti-virus (NGAV) to comprise the core of the platform. With its Deep Investigate product, Cybereason utilizes the massive amounts of data it collects and makes actionable items from the pre-categorized data in an easy to use interface. The interface is marketed as Deep Respond, where the platform is able to have single-click remediation in a single pane of glass. Lastly, the company has a free ransomware product for consumer PCs.

Key Officers:
Lior Div – CEO & Co-founder
Yossi Naar – CVO & Co-founder
Yonatan Striem-Amit – CTO & Co-founder
Shai Horovitz – CRO
Emmy Linder – COO
Bhanu Sareddy – Chief Customer Officer
Sam Curry – Chief Security Officer
Russell Stein – CFO
Roi Carmel – CPO & CMO
Israel Barak – CISO

Competition:
CrowdStrike
McAfee
SentinelOne
Broadcom
Tanium

Total Funding: $388.6M

Key Investors:
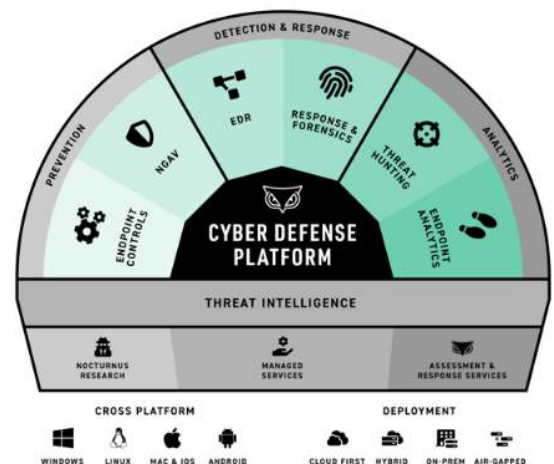CRV
SoftBank
Spark Capital

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

Headcount: ~600

Source: Company website, all revenues are CY-19

Open Positions: 45
U.S. based: 8
International: 37
Sales: 6
Other: 39

JMP

DATERA

Founded: 2013

www.datera.io/
650.384.6366

2811 Mission College Blvd., 4th Floor
Santa Clara, CA 95054

Revenue: <$25M*

Company Summary: Datera offers a new data management architecture on software-defined storage (SDS) solutions that dramatically improves performance and decreases latency relative to other SDS solutions on the market. Datera's Elastic Data Fabric enables the high-performance of traditional arrays, and operational agility of hyperscale cloud infrastructures running on commodity x86 servers. With Datera, scale-out storage vendors are provided with capacity management tools to enable flexible storage that seamlessly adapts to their ever-changing business demands. The platform understands applications and network infrastructure services in the datacenter and has the ability to automatically make changes based on business requirements. The company grew over 500% Y/Y in 1H FY20, reflecting an acceleration that was fueled by Fortune 1000 adoption, the maturation of an HPE distribution partnership and growing traction with the company's global reseller channels.

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

Key Officers:
Guy Churchward – CEO
Marc Fleischmann – President & Co-founder
Hal Woods – CTO
Narasimha Valiveti – Chief Product Officer
Nic Bellinger – Co-founder & Architect
Flavio Santoni – Chief Revenue Officer
Joe Consul – CFO
Jeff Bettencourt – COO
Deb Hoffman – CHRO
Chris Cummings – CMO
Claudio Fleiner – Co-founder & Architect

Competition:
Dell/EMC
NetApp
VMware

Total Funding: $64M

Key Investors:
Andy Bechtolsheim
Khosla Ventures
Samsung Ventures
Pradeep Sindhu

Board of Directors:
Marc Fleischmann – President & Co-founder, Datera
Guy Churchward – CEO, Datera
Brian Byun – Partner, Khosla Ventures
David Suh – Samsung Ventures
Eric Wolford – Partner, Accel

Source: Company website, all revenues are CY-19

Headcount: ~100

Open Positions: 6
U.S. based: 5
International: 1
Sales: 1
Other: 5

JMP

DARKTRACE

Founded: 2013   www.darktrace.com   555 Mission Street, Suite 3225
Revenue: $50-$100M   415.229.9100   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 retroactively digests data with a data time horizon of just over one year. The lack of a need for tuning and configuration coupled with real-time threat identification has enabled Darktrace to identify 63,500 previously unknown threats in over 5,000 networks and 67 countries, across 3,000 customers.

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 possible allowing for complete oversight whenever a response is made as well as customizability in doling out specific directions on how/where to react.

Key Officers:
Nicole Eagan – Co-CEO
Poppy Gustafsson – Co-CEO
Jack Stockdale – CTO
Eloy Avila – CTO, Americas
Emily Orton – CMO
Nick Trim – CRO
Gary Szukalski – Chief Channel Management Officer
J.R. Tietsort – CISO, Americas

Board of Directors:
Robert Webb – Director, Holdingham Group Ltd
Gordon Hurst – Director, Capita
Han Sikkens – MD, Summit Partners
Stephen Shanley – Director, KKR
Nicole Eagan – co-CEO, Darktrace
Andrew Kanter – COO, Autonomy
Phil Pearson – Partner, Invoke Capital
Vanessa Colomar - Partner, Invoke Capital

Headcount: 1,000

Open Positions: 13
U.S. based: 4
International: 12
Sales: 3
Other: 10

Competition:
Vectra
Extrahop
CrowdStrike
FireEye
Stealthwatch

Total Funding: $230M

Key Investors:
Hoxton Ventures
Invoke Capital
Insight Venture Partners
KKR
Summit Partners
Vitruvian Partners
Samsung Venture Investment Corporation
TenEleven Ventures
Talis Capital

Source: Company website, all revenues are CY-19

Learns continuously 'on the job' and adapts in light of new evidence

Detects and responds to novel attacks and insiders before they do damage

Complete visibility across hybrid, multi-cloud, and IoT infrastructure

Installs in under an hour, requiring no manual tuning or configuration

DIGITAL GUARDIAN

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

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

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

Key Officers:
Mo Rosen - CEO
Constance Stack – Chief Strategy Officer & CMO
Susan Walker – CFO
Debra Danielson – CTO & SVP, Engineering

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

Headcount: ~ 404

Open Positions: 24
U.S. based: 9
International: 15
Sales: 3
Other: 21

Competition:
Forcepoint
McAfee
Broadcom

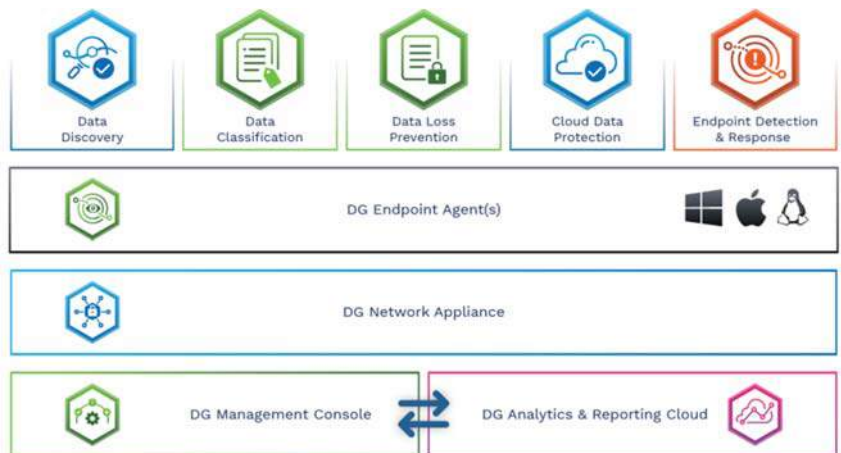**Total Funding**: $168.5M

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

Source: Company website, all revenues are CY-19

JMP

DIGITAL SHADOWS

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

www.digitalshadows.com
888.889.4143

235 Pine Street, Suite 1050
San Francisco, CA 94104

Company Summary: Founded in 2011, Digital Shadows provides digital risk protection for enterprise accounts. The platform monitors, manages, and remediates digital risk within the open, deep, and dark web and provides relevant threat intelligence. Digital Shadows has its own team of intelligence analysts to help monitor a company's digital risk, and provide remediation when necessary. The platform notifies customers with context and recommendations if any of these events happen: data leaks, a brand is being misrepresented, cyber criminals have a target, employees or suppliers put a company at risk, key members of staff are imitated or threatened, data being sold on the dark web, or infrastructure changes.

Products/Services: Digital Shadows' platform, SearchLight, offers protection against the seven digital risk categories: cyber threat, data exposure, brand exposure, third-party risk, VIP exposure, physical threat, and infrastructure exposure. By taking in vast amounts of data from different sources, SearchLight combines data analytics with intelligence analysts to offer comprehensive risk management to protect brands. Its platform allows users to see where the risk is coming from, and prioritize which type of risk is most important.

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

Competition:
Flashpoint (Intel)
Recorded Future
RiskIQ
ZeroFOX

Total Funding: $58M

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

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

Headcount: ~ 185

Source: Company website, all revenues are CY-19

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

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 modular design balances addressing both immediate and long-term needs through delivery of actionable threat insight and playbooks with concise guidance and education that enables any analyst to investigate potential threats like an expert.

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 of 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

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

Competition:
Cisco
CyberX
Indegy
Claroty

Total Funding: $55.7M

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

Headcount: 135

Open Positions: 31
U.S. based: 25
International: 6
Sales: 9
Other: 22

Source: Company website, all revenues are CY-19

JMP

DRUVA

Founded: 2008	www.druva.com	800 W. California Ave., Ste 100
Revenue: $25M-$50M	844.303.7882	Sunnyvale, CA 94086

Company Summary: Founded in 2008, Druva is a leading SaaS data management platform across both traditional systems and cloud applications, built for on-demand scale on AWS. Its single platform allows customers to unify data protection and management for business critical data, delivered as a service. Druva aggregates data for scalable backup and disaster recovery, while unlocking the true value of search and advanced analytics for data governance.

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

Key Officers:
Jaspreet Singh – Co-founder & CEO
Milind Borate – Co-founder & CTO
Mahesh Patel - CFO
Thomas Been – CMO
Stephen Manley – Chief Technologist
Mike Palmer – Chief Product Officer

Competition:
Acronis
Commvault
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: 800

Open Positions: 58
U.S. based: 21
International: 37
Sales: 13
Other: 45

Source: Company website, all revenues are CY-19

No Infrastructure
Make decisions based on business need, not on the limitations imposed by your legacy infrastructure

On-demand Scale without Limits
A fully cloud-architected platform that easily scales into the petabytes and provides global reach

Pay-as-you-go Pricing
Pay only what you consume with a predictable, cost-efficient model that removes budget uncertainty and drastically reduces TCO

Services-oriented Model
Easily add new data sources and apply the services that best meet the objectives of the business

Unified Management
Gain a holistic view across all organizational data activities and reduce administrative complexity and cost

ESENTIRE

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

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 650 customers and a 97% customer retention rate, eSentire is continuing to grow as a leader in MDR.

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

Key Officers:
Kerry Bailey – CEO
J. Paul Haynes – President & COO
Dustin Rigg Hillard – CTO
Eldon Sprickerhoff – Founder & Chief Innovation Officer
Chris Gesell – Chief Portfolio Officer
James Yersh – Chief Administrative Officer
Sean Blenkhorn – Chief Experience Officer

Board of Directors:
Simon Chang – MP, Georgian Partners
Cary J. Davis – MD, Warburg Pincus

Headcount: 375

Open Positions: 17
U.S. based: 12
International: 11
Sales: 6
Other: 11

Competition:
Carbon Black
CrowdStrike

Total Funding: $86.2M

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

Source: Company website, all revenues are CY-19

JMP
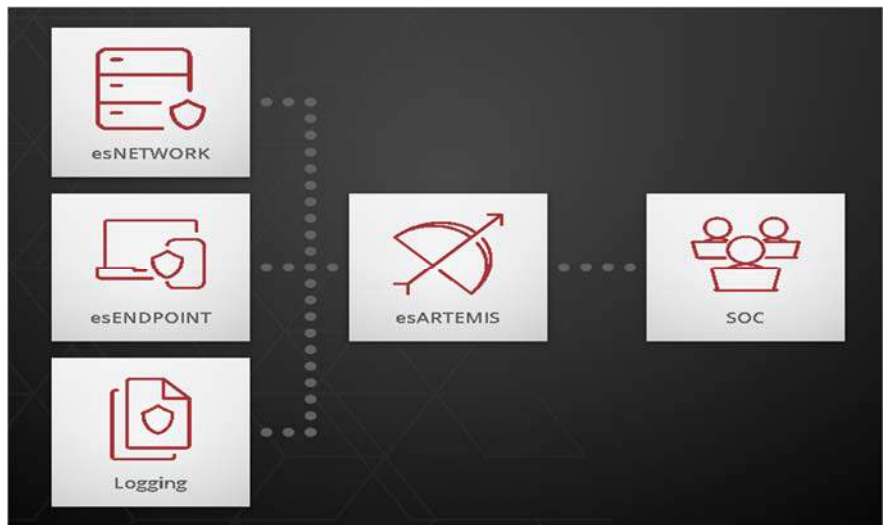
EXABEAM

Founded: 2013
Revenue: >$100M

www.exabeam.com
650.242.1403

2 Waters Park Dr. Suite 200
San Mateo, CA 94403

Company Summary: Exabeam is 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 open 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 300 large customer environments.

Products/Services: Exabeam offers a dual-deployment option to its customers— replace or augment security information and event management (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 2020.

Key Officers:
Nir Polak – CEO & Co-founder
Domingo Mihovilovic, Ph.D. – CTO & Co-founder
Sylvain Gil – EVP, Customer Success & Co-founder
Ralph Pisani – EVP, Field Operations
Tim Matthews – CMO
Manish Sarin – CFO
Rajiv Taneja – EVP, Engineering
Anu Yamunan – VP, Product Management & Research

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
Theresia Gouw – Founder, Acrew Capital
Ravi Mhatre – GP, Lightspeed Venture Partners

Headcount: 400

Open Positions: 82
U.S. based: 66
International: 16
Sales: 29
Other: 53

Competition:
Splunk
IBM
LogRhythm
HP (Arcsight)

Total Funding: $190M

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

Source: Company website, all revenues are CY-19

EXTRAHOP

Founded: 2007	www.extrahop.com	520 Pike Street, Suite 1600
Revenue: >$100M	877.333.9872	Seattle, WA 98101

Company Summary: ExtraHop delivers real-time analytics and cloud-based machine learning for security and performance analytics. Most recently, it has ventured into more security use cases (thereby tripling the TAM), with its Reveal(x) product offering which spans across three unique use cases: network detection and response, cloud-native network detection and response for AWS, and cloud workload and application performance for IT operations. 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 2019 security surpassed visibility as the majority share of the business, fueling the overall 40% growth.

Products/Services: The ExtraHop platform is a unique IT operational intelligence solution that enables IT teams to view application servers, databases, storage systems, and the network together as one integral delivery system. By harnessing wire data traveling over cables and flowing through their environments, IT operations teams using ExtraHop have the visibility and insight they need to operate more efficiently. The platform is a fundamentally new way to observe and analyze digital interactions in an increasingly digital world. With expansion into security, its platform is now divided into security use cases with Reveal(x) and performance for analytics and investigation for IT ops.

Key Officers:
Arif Kareem – CEO & President
Jesse Rothstein – Co-founder & CTO
Raja Mukerji – Co-founder & CCO
John Matthews – CIO
Bill Ruckelshaus – CFO
Sheryl Loeffler – VP, HR
Chris Lehman – SVP, WW Sales & Channel
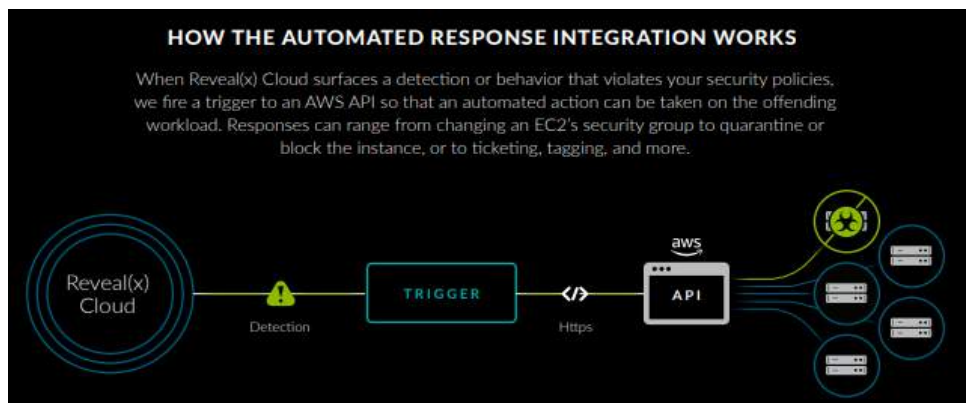Bryce Hein – SVP, Marketing

Board of Directors:
Matt McIlwain – MD, Madrona Venture Group
George Bischof – MD, Meritech
Mike Cote – CEO, Secureworks
John Mcadam – Ex-CEO, F5 Networks
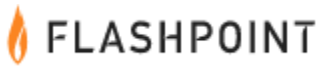Arif Kareem – CEO, ExtraHop
Raja Mukerji – CCO, ExtraHop

Headcount: 500

Open Positions: 79
U.S. based: 73
International: 6
Sales: 46
Other: 33

Competition:
Compuware
Riverbed (OPNET)
Openview
Splunk

Total Funding: $62M

Key Investors:
Andreessen Horowitz
Madrona Venture Group
Meritech Capital Partners
TCV

Source: Company website, all revenues are CY-19

HOW THE AUTOMATED RESPONSE INTEGRATION WORKS

When Reveal(x) Cloud surfaces a detection or behavior that violates your security policies, we fire a trigger to an AWS API so that an automated action can be taken on the offending workload. Responses can range from changing an EC2's security group to quarantine or block the instance, or to ticketing, tagging, and more.

JMP

FLASHPOINT

Founded: 2010
Revenue: <$25M

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 does precisely this with its business risk intelligence (BR) platform, utilizing data scoured from the depths of the internet, governments and consumers are able to make informed decisions and mitigate risk when alerted of increased threat actor activity. These insights are assimilated via an array of products providing access to a plethora of content including access to illicit online communities, finished intelligence reports, discussions on chat services platforms, and the ability to power integrations through an API. The combined repository of intelligence enables over 200 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 is 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 – VP, Product & COO
Chris Camacho – Chief Strategy Officer
Lisa Iadanza – Chief People Officer
Rob Reznick – VP, Finance & Corp. Dev.
Tom Hofmann – VP, Intelligence
Jake Wells – VP, Client Engagement & Dev.
Brian Brown – VP, Business Development
Justin Rogers – VP, Revenue Operations

Board of Directors:
Steve Leightell – Partner, Georgian Partners
Ellie Wheeler – Partner, Greycroft
Glenn McGonnigle – GP, TechOperators
Peter George – CEO, Fidelis Security Systems
Brendan Hannigan – Entrepreneur Partner, Polaris Partners

Headcount: 145

Open Positions: 4
U.S. based: 4
International: 0
Sales: 2
Other: 2

Competition:
Recorded Future
Digital Shadows
IntSights

Total Funding: $49M (equity funding)

Key Investors:
Bloomberg Beta
Cisco Investments
Georgian Partners
Greycroft
Jump Capital
Leaders Fund
TechOperators

Source: Company website, all revenues are CY-19

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

F I R E M O N

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.

Products/Services: FireMon's Intelligent Security Management delivers several security products that are essential to protect companies from the growing number of cyberattacks today. The Security Manager platform cleans up firewall configurations to maximize efficiency, validates compliance policies, and alerts the user on every change to network access. The Policy Planner automates, manages and implements change to network access and security. The Policy Optimizer sends detailed intelligence to IT teams and automates the change review process, a previously tedious task. The Risk Analyzer delivers real-time information on the network's vulnerabilities and allows the user to patch the security gap. The Immediate Insight feature provides an active approach to detect and respond to attacks in advance. Most recently, its acquisition of Lumeta brings network context in real time, while providing threat hunting and configuration monitoring services. All of these products provide a complete protection platform to defend a business from any attack.

Key Officers:
Satin H. Mirchandani – CEO
Jim Weakley – SVP, Global Services
Donald Klumb – CFO
Reggie Best – President, Lumeta
Jim Birmingham – SVP, Engineering
Sabra Sciolaro – VP, HR

Board of Directors:
Not Listed

Headcount: 260

Open Positions: 55
U.S. based: 54
International: 1
Sales: 34
Other: 21

Competition:
RedSeal
Skybox
Tufin
Darktrace
Vectra

Total Funding: Not Listed

Key Investors:
Not Listed

Source: Company website, all revenues are CY-19

Global Policy Controller (GPC)   Security Manager   Policy Planner   Policy Optimizer   Risk Analyzer   Immediate Insight
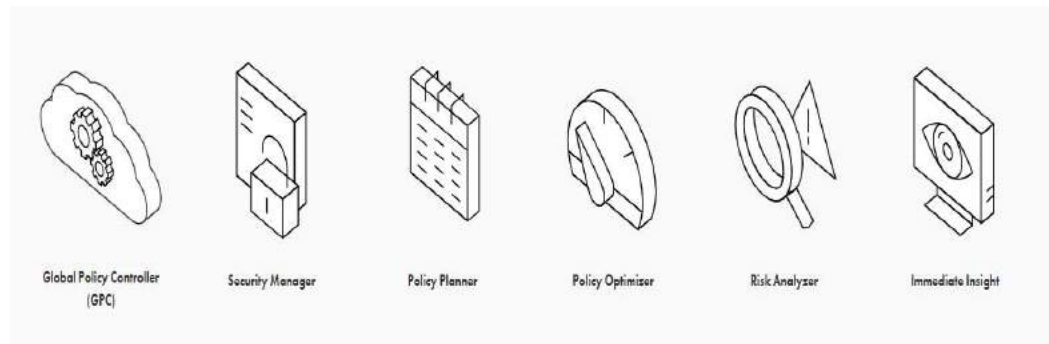
FORTRESS

Founded: 2015   www.fortressinfosec.com   189 S Orange Ave., #1950
Revenue: <$25M   407.573.6800   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 this infrastructure, specifically, across the supply chain: from vendor to asset risk management. 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 sum up as 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

Board of Directors:
Not listed

Headcount: 53

Open Positions: 20
U.S. based: 20
International: 0
Sales: 0
Other: 20

Competition: Not Available

Total Funding: Not Available

Key Investors: Not Available

Source: Company website, all revenues are CY-19

THE FORTRESS PLATFORM™ ENABLES ITS SOLUTIONS

The Fortress Platform™ delivers a unique, holistic picture of cyber risks and business impacts across your entire Connected Asset Ecosystem of supply chain, third parties, industrial technology and traditional IT networks and applications.
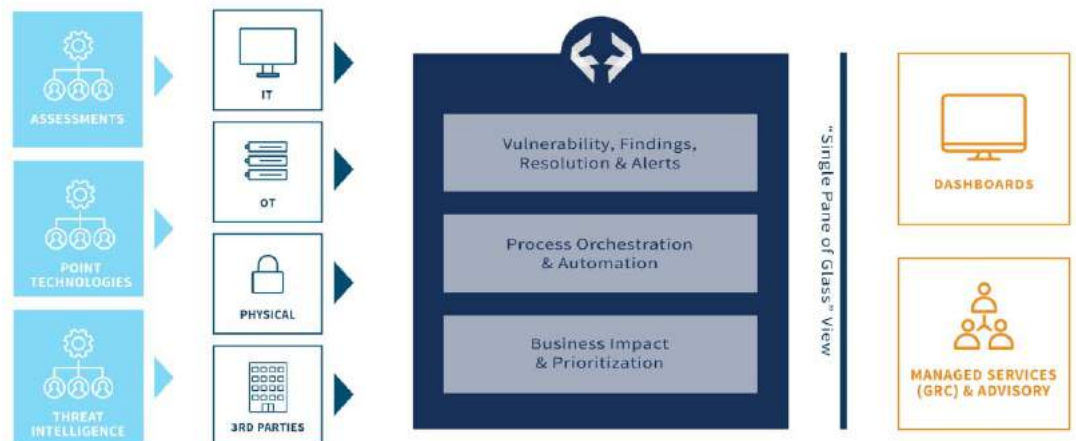
FLEXERA

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

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

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

Key Officers:
Jim Ryan – President & CEO
Joseph Freda – CFO
Eric Free – Chief Growth Officer
Ryan Kubacki – Chief Revenue Officer
Laura Luckman Kelber – SVP, Marketing
Brent Pietrzak – SVP & GM, Supplier Business
Art Middlekauff, SVP, Engineering & Support
El Lages, SVP, People & Culture

Board of Directors:
Not Listed

Headcount: 1,300

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

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

Total Funding: N/A

Key Investors:
TA Associates
Ontario Teacher's Pension Fund

Source: Company website, all revenues are CY-19

FORGEROCK

Founded: 2010
Revenue: >$100M

www.forgerock.com
415.599.1100

201 Mission St., Suite 2900
San Francisco, CA 94105

Company Summary: Founded in Norway in 2010, ForgeRock provides a comprehensive digital identity platform designed for any cloud environment offering exceptional, secure digital experiences. ForgeRock is unique in the sense that it targets external (customer facing) identities, while its competitors typically target employee and third-party identities. In 2011 the company moved to the U.S., however it still kept its ties overseas. ForgeRock generates ~50% of its revenue from international sales. ForgeRock focuses on three main markets: Security, CIAM (customer identity access management), and IoT. It recently brought on Francis Rosch as its new CEO, replacing Mike Ellis. Mr. Rosch plans to continue to develop ForgeRock as a leader in identity management.

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

Key Officers:
Francis Rosch – CEO
John Fernandez – CFO & EVP, Global Ops
Pete Angstadt – Chief Revenue Officer
Peter Barker – Chief Product Officer
Evelyn Acosta Behrendt – Chief People Officer
Steve Ferris – EVP, Global Customer Success
Atri Chatterjee – CMO
Sam Fleischmann – Chief Legal Officer
Jamie Nelson - SVP, Global Engineering
Ben Goodman – SVP, Global Business and Corporate Development

Board of Directors:
Fran Rosch – CEO
Bruce Golden – Chairman of the Board
David DeWalt – Vice Chairman
Arun Mathew – Partner, Accel
Dave Welsh – Managing Director, KKR
Maria Walker – Chair of the Audit Committee
Jonathan Scudder – Co-founder, ForgeRock
Paul Madera – Founder, Meritech Capital
Scott McNealy – Founder, Sun Microsystems
Alex Ott – Venture Partner, Cross Continental Ventures
Warren Weiss – GP, Foundation Capital

Headcount: ~550

Open Positions: 50
U.S. Based: 30
International: 20
Sales: 31
Other: 19

Competition:
Okta

Total Funding: $140M

Key Investors:
Accel
Foundation Capital
KKR
Meritech Capital Partners

Source: Company website, all revenues are CY-19
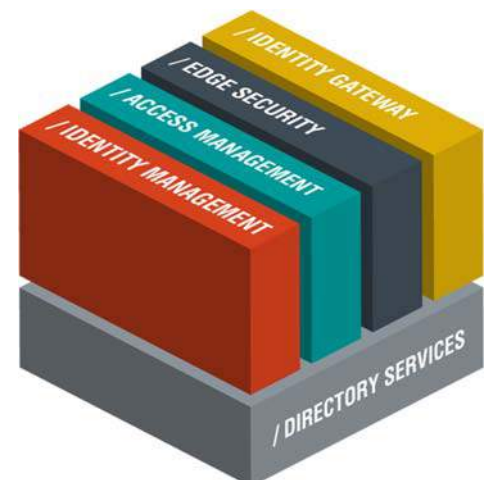
GUARDICORE

Founded: 2013
Revenue: <$25M

www.guardicore.com
628.220.2670

650 California St., 7th Floor
San Francisco, CA 94108

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

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

Key Officers:
Pavel Gurvich – CEO & Co-founder
Ariel Zeitlin – Co-founder & CTO
Dror Sal'ee – VP APAC & Co-Founder
Yaron Bartov – CFO
Ofer Wolf – COO
Chris Gaebler – CMO
Illan Stern – VP, HR

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: ~100

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

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

Total Funding: $106M

Key Investors:
83North
Battery Ventures
Cisco Investments
Claltech
Dell Technologies Capital
Greenfield Capital Partners
Qumra Capital
Partech Partners
TPG

Source: Company website, all revenues are CY-19

GOSECURE

Founded: 2007   www.gosecure.net   4225 Executive Sq., Ste. 1600
Revenue: $50M-$100M   855.893.5428   La Jolla, CA 92037

Company Summary: GoSecure, formerly known as CounterTack, embarked into the security market as a player in the endpoint detection and response (EDR) space, and slowly transitioned into other avenues of enterprise security in conjunction with the overall market direction. Per the consumer trend, GoSecure is now primarily focused on Managed Detection and Response (MDR) in addition to next-generation antivirus, email security, and insider cyber threat detection. The combined offering is a major aid to all organizations 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 service.

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
James Kunkel – COO
Steve Kelley – CRO
Thalia R. Gietzen –CFO
Anil Saldanha – SVP, Engineering
Eric Rochette – SVP, Global Services
Travis Barlow – SVP, Managed Detection & Response

Board of Directors:
Robert J. McCullen – CEO & President, Trustwave
William J. Fallon – Retired Admiral
Neil Creighton – CEO, CounterTack
Philip M. Bilden – Shield Capital Partners
Jack Kerrigan – MD, Razor's Edge Ventures
Bob Schnibbe – COO, Fairhaven Capital
Jeb Spencer – Co-founder & MP, TVC Capital

Headcount: 200

Open Positions: 14
U.S. based: 0
International: 14
Sales: 4
Other: 10

Competition:
CrowdStrike
Arctic Wolf
Broadcom
McAfee
eSentire

Total Funding: $92M

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

Source: Company website, all revenues are CY-19

Next Generation Anti-virus
Replace legacy anti-virus solutions with the latest endpoint anti-malware technology to address emerging, fileless, memory-based attacks and more.
Learn More Now

Endpoint Detection & Response
Leverage cutting edge threat hunting and machine learning to continuously monitor and observe all aspects on endpoint activity to mitigate attacks before they happen.
Learn More Now

Network Detection & Response
Proactively monitor and detect unwanted network traffic activity to identify and mitigate network compromises and internal attacks.
Learn More Now

Inbox Detection & Response
Stop phishing and ransomware attacks in the email inbox before they ever reach the endpoint.
Learn More Now

Insider Threat Detection & Response
Detect and eliminate malicious and unwanted behavior by employees and administrators to secure data and protect business reputation.
Learn More Now

HACKERONE

Founded: 2012	www.hackerone.com	22 4th Street, 5th Floor
Revenue: $25M-$50M	415.891.0777	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 a half million ethical hackers to its platform and the company serves more than 1,500 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 over 850 platforms where freelance hackers can attempt to hack as if they were malicious, finding key vulnerabilities and bugs in the code. When the hackers find such vulnerabilities, they report them to the owner, which are then corrected in the SaaS platform. Hackers are compensated a minimum of $500 or a maximum of $10,000 for each bug they discover. HackerOne distributes reports on discovered bugs called Hacktivity to inform hackers and the companies, delivering transparency to the internet.

Key Officers:
Mårten Mickos – CEO
Alex Rice – Co-founder & CTO
Liz Brittain – CFO
Jobert Abma – Co-founder & Engineering
Michiel Prins – Co-founder & Product
Marjorie Janiewicz – SVP, Sales
Tim DaRosa – SVP, Marketing
Alex Bekker – VP, Engineering
Jeff McBride – VP, Customer Success

Board of Directors:
Bill Gurley – GP, Benchmark
John Hering – Co-founder, Coalition
David Obrand – COO, Radius
Kathryn Haun – GP, Andreessen Horowitz
Jon Sakoda – Founder & MP, Decibel Partners
Ryan McGeehan – Board Advisor, HackerOne
Bernardo de Albergaria – CEO, Beckon

Headcount: ~250

Open Positions: 40
U.S. Based: 29
International: 11
Sales: 14
Other: 26

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

Source: Company website, all revenues are CY-19

Establish a compliant process for receiving and acting on vulnerabilities discovered by third-parties

Ensure bugs found by security researchers, ethical hackers, or other external parties reach the right people in your organization.

HACKERONE RESPONSE >

Improve your Pen Test results with a project-based vulnerability assessment program

Capture the intelligence of our trusted community in a time-bound program that consistently outperforms traditional penetration testing.

HACKERONE CHALLENGE >

Launch a private, fully-managed bug bounty program for continuous coverage

Take a proactive approach to finding critical vulnerabilities across your critical surfaces with the full support of HackerOne's security experts.

HACKERONE BOUNTY >

IBOSS

Founded: 2004	www.iboss.com	101 Federal St.
Revenue: $50M-$100M	877.742.6832	Boston, MA 02110

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

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

Key Officers:
Paul Martini – CEO/CTO & Co-founder
Peter Martini – President & Co-founder
Christopher Park – CTIO
Kyle Bettigole – SVP & General Counsel
Joe Cosmano – SVP, Engineering Services
Mike Milano – SVP, Product & Engineering

Board of Directors:
Paul Martini – CEO & Co-Chairman, iboss
Peter Martini – President, iboss
Stephen Kerns – VP, Private Capital Investing, Goldman Sachs
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: ~400

Open Positions: 51
U.S. based: 43
International: 8
Sales: 12
Other: 39

Competition:
Blue Coat/Broadcom
Cisco
Forcepoint
Zscaler

Total Funding: $35M

Key Investors:
Goldman Sachs

Source: Company website, all revenues are CY-19

Secure Cloud Gateway
Network Security as a Service, delivered in the cloud, protects users and devices regardless of location

Eliminate Network Security Appliances
Move network security to the cloud and save on infrastructure costs and appliance management overhead

Best Malware Defense
Industry leading signature-less malware engines and threat feeds

User and Group Based Policies
Flexible policies can be created to increase productivity while ensuring security

Detailed Logging and Reporting
Provide clear visibility into cloud use to reduce infections and gain insight

CASB Cloud App Visibility & Controls
Comprehensive CASB controls for visibility into cloud application use

Inspect SSL Traffic
Easily and selectively inspect encrypted SSL/TLS traffic at scale using the elasticity of the cloud

Secure Mobile Users
Secure user Internet access wherever they roam

Cloud DNS Protection for BYOD and Guest Networks
Easily secure guest networks by pointing their DNS to iboss cloud

Easily Protect All Operating Systems
Native support for all Operating Systems for seamless protection
  Windows
  Mac iOS and OSX

Dedicated Cloud IP Addresses
Retain a unique IP Address identity in the cloud

Extend into Private Cloud
Extend iboss cloud into Private Cloud

Outbound Firewall Protection
Outbound Firewall Protection That Extends Beyond the Physical Network Perimeter

Cloud Infrastructure Protection for Azure and AWS
Easily protect cloud workloads in Azure and AWS

iboss + FireEye Cloud Network Security
Deliver advanced threat protection regardless of location

ILLUMIO

Founded: 2013
Revenue: $50M-$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
Bobby Guhasarkar – CMO
Chris Khadan – VP, Customer Success
Anup Singh – CFO
Ben Verghese – SVP, Engineering
Jim Yares – SVP, Global Field Operations

Board of Directors:
Steve Herrod – MD, General Catalyst Partners
John Hinshaw – Former Executive, HP
John Jack – Board Partner, Andreessen Horowitz
Joe Lonsdale – Founder & Managing Partner, Formation 8

Headcount: 330

Open Positions: 40
U.S. based: 37
International: 3
Sales: 8
Other: 32

Competition:
Cisco
GuardiCore
vArmour
VMware

Total Funding: $332.5M

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

Source: Company website, all revenues are CY-19

JMP

ILLUSIVE

Founded: 2014
Revenue: <$25M

www.illusivenetworks.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 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
Kirby Wadsworth – CMO

Board of Directors:
Nadav Zafrir – CEO, Team8
Dave DeWalt – Ex-CEO, FireEye
Yuval Shachar – Partner, Marker LLC
Aaron Jacobson – Board Member

Headcount: 90

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

Competition:
Attivo Networks
Cymulate
TrapX

Total Funding: $30M

Key Investors:
Bessemer Venture Partners
Cisco Investments
Citi Ventures
Innovation Endeavors
M12
Marker LLC
NEA

Source: Company website, all revenues are CY-19

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, offering cloud-based secure communications, and protecting patient identities across complex, healthcare computing environments to facilitate user-friendly government regulation 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, Imprivata
Jim Carr – CFO
Barbara Dumery – SVP, Product Management
Rob Egan – SVP, Global Marketing
Sean Kelly – Chief Medical Officer
Tony Lenox – SVP, Customer Experience
Kelliann McCabe – Chief People Officer
Mark Nesline – SVP, Engineering
Jack Sebbag – SVP, Worldwide Sales
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
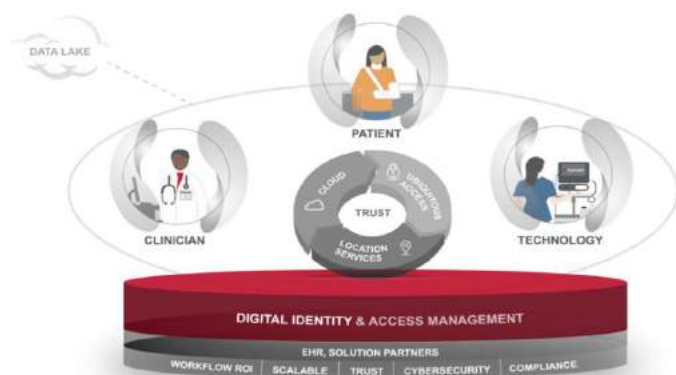Jack Blaeser – Independent
Marcel Bernard, JD – Senior Operating Partner

Source: Company website, all revenues are CY-19

Headcount: 500

Open Positions: 43
U.S. based: 37
International: 6
Sales: 10
Other: 33

Imprivata enables healthcare securely by establishing trust between people, technology, and information

Imprivata solutions are anchored in our commitment to creating **trusted digital identities** – of clinicians, of patients, and of connected medical devices.

JMP

INTSIGHTS

Founded: 2015   www.intsights.com   155 W 19th St., 5th Floor
Revenue: <$25M   212.729.7104   New York, NY 10011

Company Summary: IntSights is revolutionizing cyber security 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' ground breaking data mining algorithms and unique cyber reconnaissance capabilities continuously scan the clear, deep and dark web to deliver tailored contextual insights about potential threats to their 275 customers in place today.

Products/Services: The 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. 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
Ron Reinfeld – CFO
Jay Zimmet – Chief Revenue Officer
Jason Thompson: COO & CMO
Etay Maor – Chief Security Officer
Tom Findling – SVP, Technical Operations
Usha Dantu – Global Head, HR

Board of Directors:
David Blumberg – MP, Blumberg Capital
Ron Zoran – CRO, CyberArk
Jay Leek – MD, ClearSky Security
Kobi Samboursky – Glilot Capital Partners
Boaz Dinte – MP, Qumra Capital

Competition:
FireEye
Recorded Future
Digital Shadows
Palo Alto Networks
Symantec

Total Funding: $71.3M

Key Investors:
Blackstone
Blumberg Capital
ClearSky Security
Glilot Capital Partners
Qumra Capital
Tola Capital Management
Wipro Ventures

Headcount: 150

Open Positions: 15
U.S. based: 7
International: 8
Sales: 1
Other: 14

Source: Company website, all revenues are CY-19

Turn External Intelligence Into Security Action
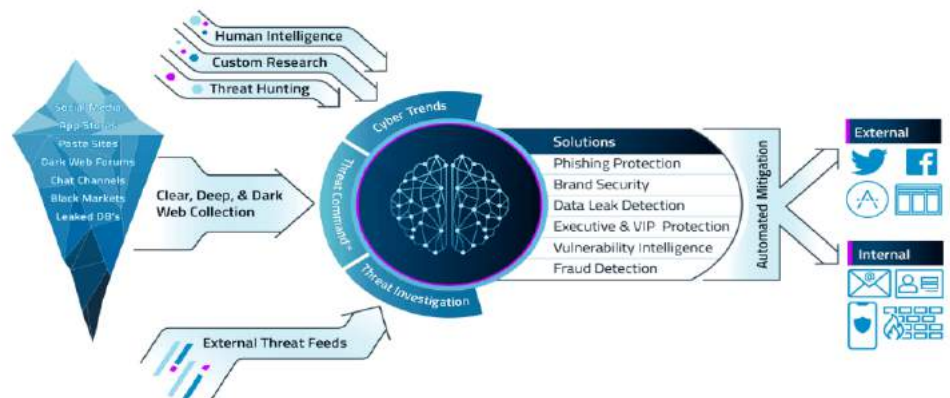
KAMINARIO

Founded: 2008	www.kaminario.com	75 Second Ave., Ste. 620
Revenue: $50M-$100M	855.876.2441	Needham, MA 02494

Company Summary Founded by some of the industry leading storage experts from EMC, NetApp, and IBM, Kaminario facilitates the implementation of digital transformation by enabling critical application cloud migrations without the challenges of traditional 'transformations'. The key technology, Kaminario's Data Plane Virtualization Platform, creates a single-level data abstraction layer allowing applications to connect to any of the data sources within the hybrid cloud ecosystem. By leveraging a proprietary approach to decoupling data from infrastructure, Kaminario circumvents the entire need for a major IT transformation, which comes with arduous refactoring and re-architecting.

Products/Services: The Kaminario Data Plane Virtualization platform utilizes intelligent parallel IO processing and automated data distribution, enabling businesses to maintain data availability through any type of failure, with self-healing capacity and fast data protection. Kaminario Data Pods, a virtualized construct, act as a consistent variable to allow for easy data flows in a cloud infrastructure. The pods are not specific to any cloud vendor nor are they specific to a public or private cloud, essentially delivering a consistent experience in any configurable cloud environment.

Key Officers:
Dani Golan – Founder & CEO
Guy Tanchuma – CFO
Itay Shoshani – CRO
Reuven Losh – COO
Eyal David – CTO
Ayelet Peled – EVP, People
Derek Swanson – VP, Strategy

Board of Directors:
Not listed

Headcount: NA

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

Competition:
EMC
NetApp
IBM
HPE
Hitachi Data Systems (HDS)
Pure Storage
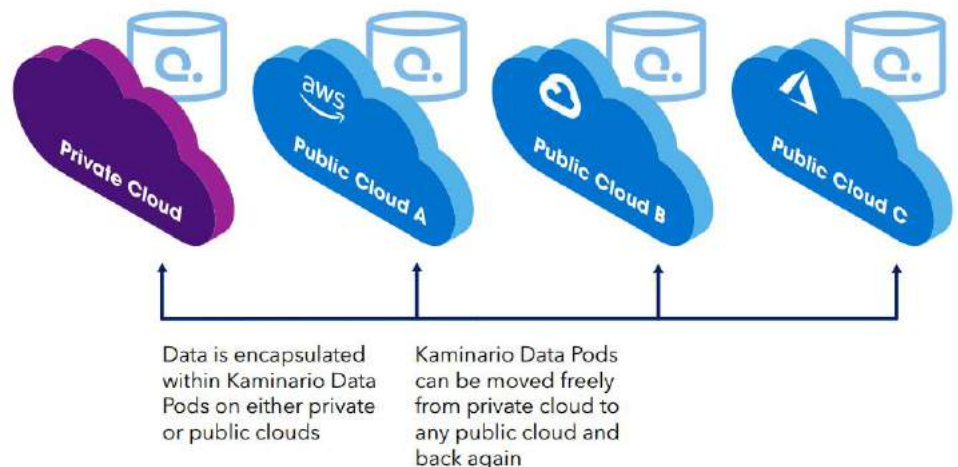
Total Funding: $239.5M

Key Investors:
Globespan Capital Partners
Mitsui Global Investment
Pitango Venture Capital
Sequoia Capital
Silicon Valley Bank
Tenaya Capital
Vintage Investment Partners
Western Digital Capital

Source: Company website, all revenues are CY-19

Data is encapsulated within Kaminario Data Pods on either private or public clouds

Kaminario Data Pods can be moved freely from private cloud to any public cloud and back again

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 automotive, enterprise edge, industrial and consumer IOT cybersecurity solutions that ensure IOT applications operate reliably. The company started in the autonomous automotive market where its solutions prevent cyberattacks with zero false positives and secure communications. Karamba is engaged with 17 OEM and tier-1 customers. Its Autonomous Security software products, including ThreatHive, Carwall, and SafeCAN, provide end-to-end cybersecurity for the endpoints and the internal messaging bus. The company has contracts to secure more than one million IOT devices.

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

Board of Directors:
Ofer Schreiber – MD, YL Ventures
Chris Stallman – MD, Fontinalis Partners
Neil Schloss – Independent Board Member

Headcount: 35

Open Positions: 11
U.S. based: 1
International: 10
Sales: 2
Other: 9

Competition:
Secure Thingz
Polyverse

Total Funding: $27M

Key Investors:
Asgent
Fontinalis Partners
Liberty Mutual
Paladin Capital Group
Presidio Ventures
The Glenrock Group
YL Ventures

Source: Company website, all revenues are CY-19

Electronic Control Unit (ECU) protects itself
The security policy is automatically embedded into the ECU code. Detection and prevention decisions are made locally on the ECU. No connectivity required.

Zero false positives
Patented deterministic algorithms ensure that only legitimate binaries and function calls, based on factory settings, are allowed to run on the car's ECU. Everything else is blocked. Period.

Negligible performance impact
The embedded security policy performs real-time inspection of the operations running in the ECU, with minimal CPU and storage footprints that don't require any hardware change.

Supports all ECUs
ARM and Intel processors, Linux, QNX, and AutoSAR operating systems and schedulers are supported. Any controller can be protected.

No anti-malware updates required
Security policy is based on factory settings. No need to update the policy with new, anti-malware signatures.

No developer intervention
Patented algorithm automatically generates the security policy, and is embedded automatically into the ECU software. Developers can focus on developing new features instead of spending resources, flushing out hidden security bugs.

KNOWBE4

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

Company Summary: With exponential growth in computer usage comes the need to understand how to properly protect against and prevent phishing attacks. In 2010, serial entrepreneur Stu Sjouwerman founded KnowBe4, an integrated platform for computer-based awareness training. The platform teaches employees of companies in many sectors how to recognize when they are encountering a phishing attack and how to diffuse the threat. The training program comes with fully-automated simulated phishing attacks with numerous versions to allow for a complete training program for enterprise employees. The average number of users clicking on phishing attacks drops from 27% to 2% once the program is completed, indicating a high level of effectiveness. KnowBe4 currently has over 30,000 customers and continues to grow as a leader in security awareness training.

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

Key Officers:
Stu Sjouwerman – Founder and CEO
Kevin Mitnick – Chief Hacking Officer
Krish Venkataraman – CFO
Rob Henley – Director of Corporate Development

Board of Directors:
Gerhard Watzinger – Chairman, CrowdStrike Board of Directors
Kevin Mitnick – Chief Hacking Officer, Mitnick Security
Hans Sherman – VP, Goldman Sachs
Stu Sjouwerman – CEO, KnowBe4
Alex Eckelberry – COO, AutoLoop
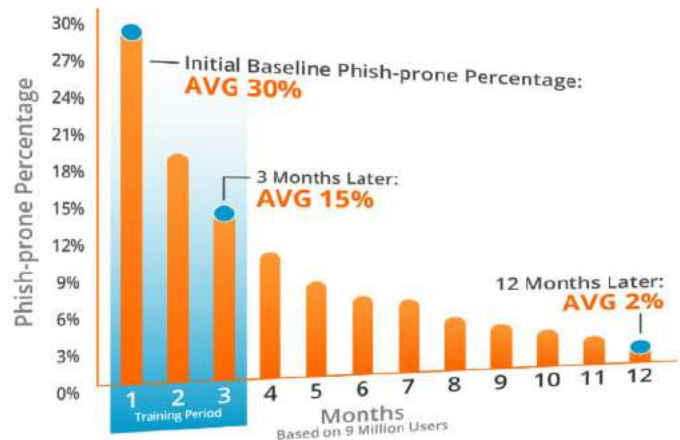Jeremiah Daly – Founder and GP, Elephant

Headcount: 1,000

Open Positions: 67
U.S. based: 47
International: 20
Sales: 4
Other: 63

Competition:
Cofense
Proofpoint

Total Funding: $393.5M

Key Investors:
Elephant Partners
Goldman Sachs
KKR
TenEleven Ventures

Source: Company website, all revenues are CY-19

KOUNT

Founded: 2007
Revenue: N/A

www.kount.com
866.919.2167

1005 W. Main Street
Boise, ID, 83702

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

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

Key Officers:
Bradley Wiskirchen – CEO
Jim Gasaway – CTO
Rich Stuppy – Chief Customer Experience Officer
Gary Sevounts – CMO
Scott Klossner – CFO
Kate Lenz – VP, HR
Tom War – Chief Sales Officer

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

Headcount: 160

Open Positions: 10
U.S. based: 10
International: 0
Sales: 1
Other: 9

Competition:
American Express
Sift Science
ThreatMetrix
Visa

Total Funding: $80M

Key Investors:
CVC Growth Partners

Source: Company website, all revenues are CY-19
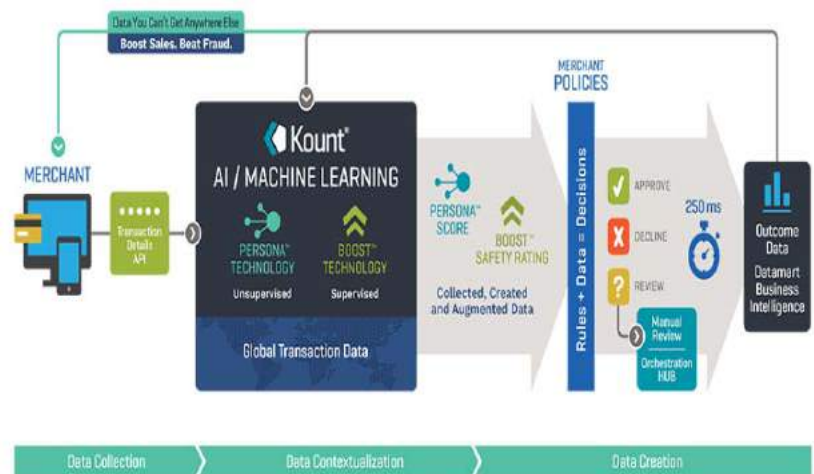
LOGRHYTHM

Founded: 2003   www.logrhythm.com   4780 Pearl East Circle
Revenue: >$100M   303.413.8745   Boulder, CO 80301

Company Summary: LogRhythm spawned from security professionals discovering an unaddressed need to comprehensively manage log and event data, leveraged as a tool to combat cybersecurity infiltrations. The Next Gen Security Information and Event Management (SIEM) platform provides an interconnected web of log management, network and endpoint monitoring, user entity and behavior analytics (UEBA), security automation, and advanced security analytics. The platform enables organizations across six continents to detect, analyze, and respond to the growing threat landscape.

Products/Services: Enterprise security operations centers (SOCs) worldwide rely on LogRhythm's NextGen SIEM platform, which is compartmentalized into AnalytiX, DetectX, and RespondX, to quantifiably defend against threats in multi-cloud operational and information technology stacks. Embedded within these three layers is a combination of UEBA, network detection and response (NDR), and security orchestration, automation, and response (SOAR).

Key Officers:
Mark Logan – CEO
Barry Capoot – CFO
Cindy Zhou – CMO
James Carder – CSO & VP, LogRhythm Labs
Rex Young – CIO
Chris Petersen – CTO & Co-founder
Phil Villella – Chief Scientist & Co-founder
Sue Buck – SVP, Engineering
Kish Dill – VP, Customer Success
Mike Jones – VP, Product

Board of Directors:
Chris Petersen – CTO & Co-founder
Dick Williams – Independent
Frank Mendicino III – Co-founder & MD, Access Venture Partners
Harish Belur – MD, Riverwood Capital
Jeffrey Diehl – MP & Head of Investments, Adams Street Partners
Jeffrey Parks – Co-founding Partner & MP, Riverwood Capital
Joseph Zell – VP, Grotech Ventures
Karen Blasing

Headcount: ~550

Open Positions: 54
U.S. based: 45
International: 9
Sales: 12
Other: 42

Competition:
AlienVault
Exabeam
IBM QRadar
Splunk

Total Funding:
Acquired by Thoma Bravo in July 2018

Key Investors:
Thoma Bravo

Source: Company website, all revenues are CY-19

JMP
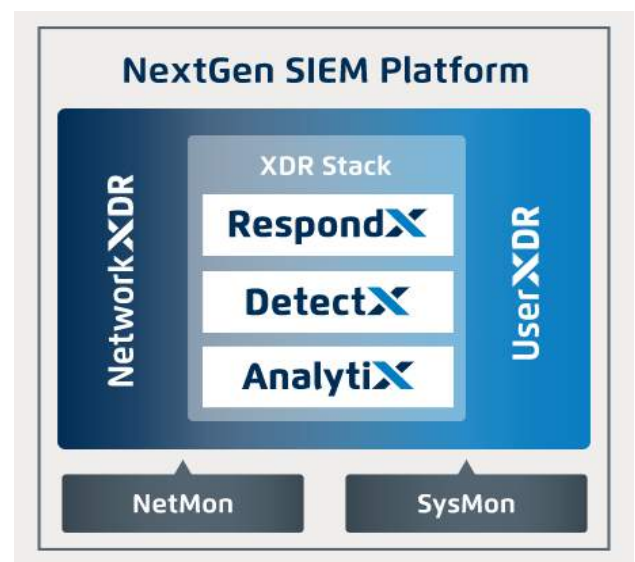
LOOKOUT

Founded: 2007   www.lookout.com   1 Front Street, Suite 3100
Revenue: >$100M   415.281.2820   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.

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
Aaron Cockerill – Chief Strategy Officer
Marc Jaffan – VP, Business & Corp. Development
John Scano – Chief Development Officer
Santosh Krishnan – Chief Product Officer
Mark Nasiff – COO & CFO
Missy Ballew – Chief HR Officer

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

Headcount: 350

Open Positions: 18
U.S. based: 9
International: 9
Sales: 7
Other: 11

Competition:
Check Point Software
Skycure (Symantec)
Zimperium

Total Funding: $282M

Key Investors:
Accel
Andreessen Horowitz
Blackrock
Goldman Sachs
Index Ventures
Kevin Milden
Khosla Ventures
SharesPost Investment Management
T. Rowe Price
Trilogy Ventures
Wellington Management

Source: Company website, all revenues are CY-19

Lookout Security Cloud
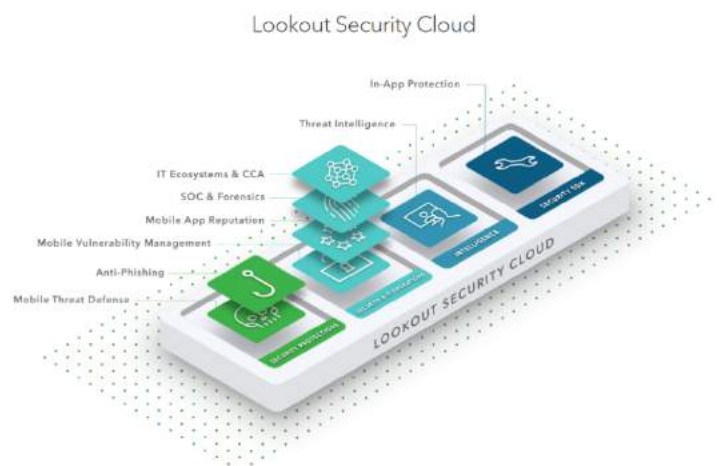
MALWAREBYTES

Founded: 2008   www.malwarebytes.org   3979 Freedom Circle, 12th Fl.
Revenue: >$100M   800.520.2796   Santa Clara, CA 95054

Company Summary: Malwarebytes provides endpoint security software and services to more than 60,000 organizations. The company protects people and businesses against the latest cyber threats, including malware, ransomware, and exploits that traditional antivirus solutions fail to catch. With such a powerful amount of data combined with machine learning and artificial intelligence, the platform is very effective at identifying suspicious behavior and catching 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 – CFO
Barry Mainz – CRO
Akshay Bhargava – Chief Product Officer
Camellia Ngo – Chief People Officer
Greg Higham - CIO
Fernando Francisco – VP, Corporate Development & Strategy
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

Key Investors:
Fidelity Management Company
Highland Capital Partners

Headcount: 800

Open Positions: 36
U.S. based: 23
International: 13
Sales: 8
Other: 28

Source: Company website, all revenues are CY-19

JMP

metaswitch

METASWITCH NETWORKS

Founded: 1981   www.metaswitch.com   399 Main Street
Revenue: >$100M   415.513.1500   Los Altos, CA 94022

Company Summary: As a pioneering network software provider, Metaswitch has a history of powering the voice, data and unified communications services of some of the world's largest operators. The company develops software products and solutions that underpin the service platforms used by more than 300 service providers globally. Metaswitch's cloud-native virtual network functions are designed from the ground up to run on commodity hardware in private, public and hybrid clouds. Having operated for more than 35 years, the company leverages extensive expert knowledge of the software and programming languages that dominate both web-scale applications and more traditional communication networks.

Products/Services: Metaswitch offers data communications software, voice infrastructure and applications, unified communications products, and management products. Its data portfolio is cloud native and supports an extensive array of protocol and services with recent advancements in mobile data and 5G technologies, in particular. The company is also shifting its focus to UC solutions. Its Hosted UC, targeted at businesses, provides HD voice and video calling with IM and presence, many control features for calls and conferences, coherent cloud-based web conferencing, and comprehensive webinars and meetings. The Mobile UC is a network-based solution for consumers and enterprises to overcome communication challenges by providing a native dialer experience for multiple profiles. It also supports multiple devices and features a suite of business capabilities. This technology dramatically changes the way meetings have been conducted in the past, simplifying the process and giving the user more flexibility.

Key Officers:
Martin Lund – CEO
Martin Taylor – CTO
Tom Cronan – CFO
Roger Heinz – Chief Sales Officer
Ian Maclean – CMO
Dave Reekie – Chief Scientist
Justine McLennan – Head of HR

Competition:
Alcatel
BroadSoft
Cisco
Ericsson
Mavenir
Nokia
Sonus

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

Total Funding: Not disclosed

Key Investors:
Francisco Partners
Sequoia Capital

Source: Company website, all revenues are CY-19

Headcount: 860

Open Positions: 24
U.S. based: 2
International: 22
Sales: 2
Other: 22

Data	Voice	Unified Communications
5G Core	IMS	Multi-Persona
Network OS	Network Transformation	Mobile Native UC
	Consumer VoIP	Hosted Unified Communications
	Voice Interconnect	Group Communications
	SIP Trunking	Collaboration
	VoLTE/VoWIFI	Contact Centers
	VoLTE Peering/Roaming	

NETSKOPE

Founded: 2012   www.netskope.com   2445 Augustine Dr., 3rd Floor
Revenue: >$100M   800.979.6988   Santa Clara, CA 95054

Company Summary: Netskope is a leading provider of 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 preventing its loss, and protecting against internal and external threats. Netskope's platform allows users to gain visibility by eliminating blind spots, and target and control activities. 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. Netskope has sustained 70% growth in ARR Y/Y and is focused on continuing to expand.

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

Key Officers:
Sanjay Beri – CEO
Ravi Ithal – Chief Architect
Krishna Narayanaswamy – CTO
Chris Andrews – SVP, WW Sales
Jason Clark – Chief Strategy & Marketing Officer
Sharon Strong – Head of HR
Amol Kabe – VP, Product Management
Drew Del Matto – CFO
Joe DePalo – SVP, Platform Engineering & Operations
Lamont Orange – CISO
Dave Daetz – VP, Corp. Dev.
David Wu – Chief Development Officer
Andre Stewart – VP, EMEA & LATAM

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

Headcount: 900

Open Positions: 99
U.S. based: 61
International: 38
Sales: 22
Other: 77

Competition:
McAfee Skyhigh Networks
NortonLifelock (Blue Coat)
Zscaler
Palo Alto Networks

Total Funding: $400M

Key Investors:
Accel
Base Partners
Geodesic Capital
ICONIQ Capital
Lightspeed Venture Partners
Sapphire Ventures
Sequoia Capital
Social Capital

Source: Company website, all revenues are CY-19

JMP

OPTIV

Founded: 2015   www.optiv.com   1144 15th St, Suite 2900
Revenue: >$100M   800.574.0896   Denver, CO 80202

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

Products/Services: Optiv serves as a cybersecurity provider for organizations by using a programmatic approach to solving clients' needs. 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 integratable management of third-party applications, and visualizes how it fits into the enterprise's system. Optiv carries a full suite of security products, allowing the customer to tailor these products to their precise needs.

Key Officers:
Dan Burns – CEO
Nate Brady – CFO
William Croutch – EVP & General Counsel
Paul Lehman – CIO
Jill Sanford – CHRO
Nate Ungerott – EVP, North American Sales

Board of Directors:
Not Listed

Headcount: 1,900

Open Positions: 93
U.S. based: 93
International: 0
Sales: 31
Other: 62

Competition:
Forsythe Technology
Presidio
Secureworks
IBM
Verizon

Total Funding:
Acquired by KKR, December 5, 2016

Key Investors:
Blackstone
Investcorp
KKR
Sverica Capital

Source: Company website, all revenues are CY-19

Security Program Strategy	Enterprise Risk and Compliance	Threat and Vulnerability Management	Enterprise Incident Management
We partner with you to create new strategies to plan, build and run effective security programs.	We leverage risk and compliance strategies to develop a more secure and resilient organization.	We provide hands-on expertise to uncover and remediate threats and vulnerabilities to solve specific security challenges.	Our incident response and malware experts help move you from crisis to continuity in the face of an incident.
Security Architecture and Implementation	Education and Awareness	Identity and Access Management	Managed Security Services
We can navigate complex environments to provide maximum value for your technology decisions, architecture and security projects.	We provide cyber security training services that address human behaviors to improve security and reduce risk.	Our experts partner with you to help drive business and reduce risk through intelligent access management.	Let us serve as a remote extension of your team to strengthen your security response and defenses.

RECORDED FUTURE

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

www.recordedfuture.com
617-553-6400

363 Highland Avenue
Somerville, MA 02144

Company Summary: Recorded Future provides contextualized threat intelligence from the dark web in order to give its customers proactive security. With real-time intelligence and the ability to instantly integrate with over 30 robust technology partners, covering everything from deep analysis to incident response tools, the company is able to provide a centralized repository of structured data while augmenting it with contextual information to improve an enterprise's security infrastructure. With a focus on large banks, and having grown its revenue >100%, its solutions are rapidly gaining traction in the marketplace.

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

Key Officers:
Christopher Ahlberg – CEO & Co-founder
Staffan Truvé – CTO & Co-founder
Scott Almeida – CFO
Stuart Solomon – Chief Strategy & Corp. Development Officer
Jason Hines – CRO
Tom Wentworth - CMO

Board of Directors:
Christopher Lynch – Founder & Partner, Reverb Advisors
Christopher Ahlberg – CEO & Co-founder, Recorded Future
Thomas Krane – Principal, Insight Partners
Niloofar Howe – Independent
Mike Tripplet – Insight Partners
Jeff Fagnon – Accomplice

Headcount: ~500

Open Positions: 57
U.S. based: 34
International: 23
Sales: 25
Other: 32

Competition:
CrowdStrike
FireEye
Digital Shadows
RiskIQ

Total funding: $57M

Key Investors:
Insight Venture Partners
Accomplice VC

Source: Company website, all revenues are CY-19

Reduce Research Time
Access to contextualized intelligence replaces manual research that can drain your resources.
Improve Security Team Efficiency by
32%

Respond Confidently
Direct access to source material gives you the context you need to make remediation decisions.
Identify Threats Faster by
10x

Understand Relevant Risk
Real-time alerting to active and emerging threats arms your proactive defense.
Resolve Security Threats Faster by
63%

JMP

REDSEAL

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

www.redseal.net
408.641.2200

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:
Ray Rothrock – Chairman & CEO
Julie Parrish – COO
Kurt Van Etten – Chief Product Officer
Dr. Mike Lloyd – CTO
Christine Carberry – VP, Federal Business Unit
Greg Straughn – CFO

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
Emilian Papadopoulos – President, Good Harbor Security Risk Management
J.T. Treadwell – MD, Symphony Technology Group

Headcount: 161

Open Positions: 5
U.S. based: 5
International: 0
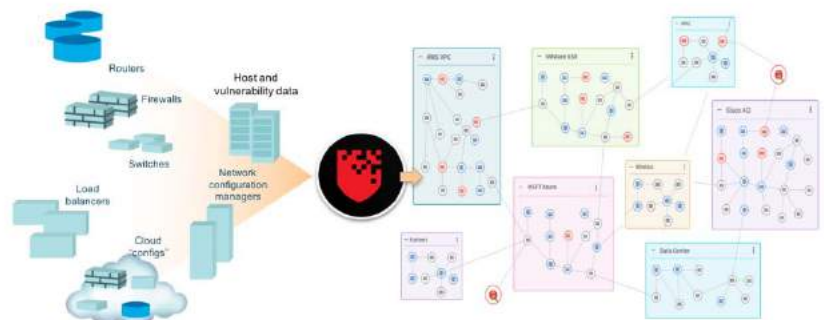Sales: 1
Other: 4

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

Source: Company website, all revenues are CY-19

REDUXIO

Founded: 2015
Revenue: <$25M

www.reduxio.com
866.992.5867

111 Pine Avenue
S. San Francisco, CA 94080

Company Summary: Reduxio is the pioneer in container-native cloud storage and data management systems, leveraging a microservices architecture to facilitate a complete virtualization for any form of Kubernetes-based digital storage: private, hybrid, or multi-cloud. This container-native storage equates to a unique experience of seamless application mobility both on premise and cloud-based, flexibility in tuning for performance or capacity, and capability of maintaining data management and disaster recovery processes in a containerized production environment.

Products/Services: The Reduxio Magellan platform integrates disparate data silos across the enterprise data warehouse into just a single cloud layer with capabilities for data management within the microservices-based platform. The re-imagination of storage architecture beginning at the metadata opens a myriad of use-cases for Magellan such as databases, CI/CD, data processing, and AI/ML. With such a broad breadth of potential implementations and no requirements for application or infrastructure specific storage, the flexibility that initially garnered the attraction for containers and microservices is able to be maintained.

Key Officers:
Jacob Cherian – CEO
Nir Peleg – Founder & CTO
Ami Kleinman – VP, R&D
Chip Ernst – VP, WW Sales & Business Development
Dror Haiblum – VP, Finance & Manufacturing Ops
Or Sagi – Chief Innovation Officer

Board of Directors:
Haim Kopans – Managing Partner, JVP
Daniel Freeman – Managing Partner, C5 Capital
Yair Shoham – MD, Intel Capital
Mike Wall – Chairman, Reduxio
Danny Yamin – Board Member, Independent

**Headcount**: 40

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

Competition:
Cohesity
Caringo
Veeam

Total Funding: $58.4M

Key Investors:
C5 Capital
Intel Capital
JVP

*Source: Company website, all revenues are CY-19*

Distributed architecture

Data services offered as microservices for scalability and flexibility to support any application and hybrid cloud strategy you require.
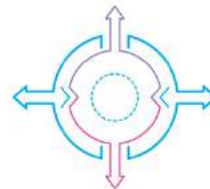
Platform-agnostic

Software-only solution that runs on any infrastructure - any server, any VM, or any cloud service - for freedom to design for your needs.
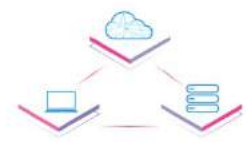
Run anywhere

Supports edge, private cloud, hybrid cloud, and multi-cloud deployments to support your IT strategy today and in the future.

JMP

RISKIQ

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

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

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

Key Officers:
Elias (Lou) Manousos – Co-founder & CEO
David Pon – Co-founder
Chris Kiernan – Co-founder
Jeff Baeth – CFO
Adam Hunt – CTO & Chief Data Scientist
Dean Coza – CPO
Christophe Culine – CRO

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

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
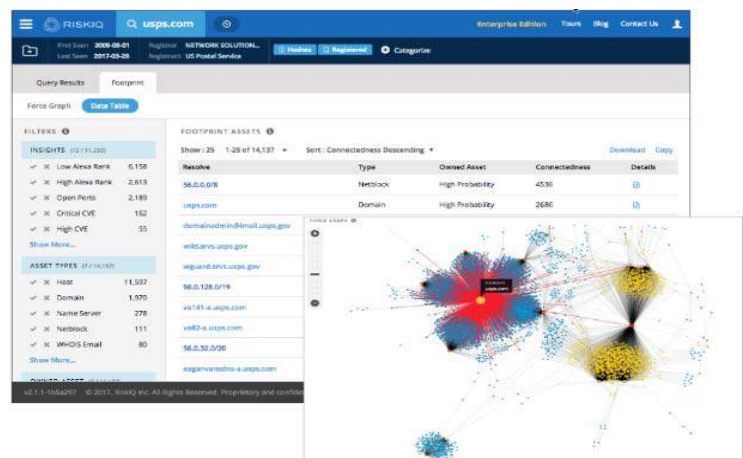
Total Funding: $65.5M

Key Investors:
Battery Ventures
Georgian Partners
MassMutual Ventures
Summit Partners

Headcount: ~170

Open Positions: 5
U.S. based: 4
International: 1
Sales: 3
Other: 2

Source: Company website, all revenues are CY-19

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, 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 at 4,500 customer sites.

Products/Services: The unique differentiator from application tracking (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

Board of Directors:
Salil Deshpande (Observer) – Partner, Bain Capital Ventures

Headcount: 42

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

Competition:
Airbrake.io
Bugsnag
Opbeat
Sentry
Splunk

Total Funding: $8M

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

Source: Company website, all revenues are CY-19

Faster Time to Market

9x Higher Deployment Frequency

Lower Mean Time to Resolution

Higher Developer Productivity

JMP

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 to the enterprise. Leveraging scale-out hyperconverged architecture, Rubrik enables enterprises to backup and orchestrate mission critical data with a single policy engine, consolidating disparate silos of secondary storage. The platform enables data mobility across on-premise and cloud environments by utilizing a cloud index which allows for more granular data retrieval from public clouds. Rubrik has simplified the data management infrastructure, allowing the most demanding large enterprise customers to be up and running on its platform within a half hour.

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 & VP, Engineering
Soham Mazumdar – Co-founder & Architect
Brett Shirk – CRO
Murray Demo – CFO
Wendy Bahr – Chief Commercial Officer
Peter McGoff – Chief Legal Officer
Jeff Vijungco – Chief People Officer

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

Headcount: 1,600

Open Positions: 87
U.S. based: 54
International: 33
Sales: 26
Other: 61

Competition:
Cohesity
Commvault
Dell/EMC
NetApp
Veeam
Veritas

Total Funding: $292M

Key Investors:
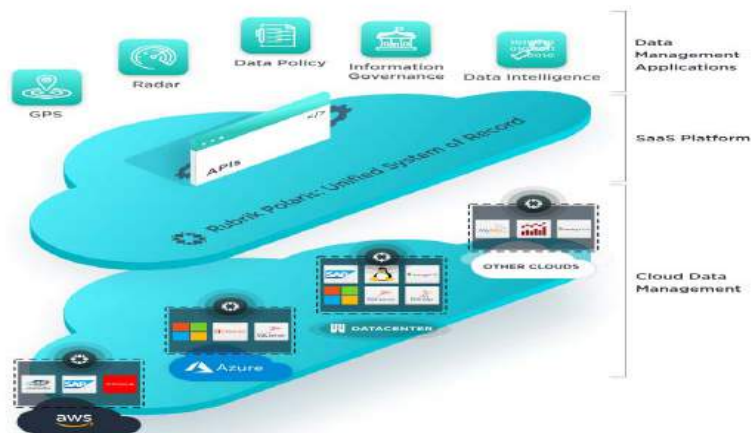Bain Capital Ventures
Frank Slootman
Greylock Partners
IVP
John Chambers
John W. Thompson
Khosla Ventures
Lightspeed Venture Partners
Mark Leslie

Source: Company website, all revenues are CY-19

SECURITY SCORECARD

Founded: 2013   www.securityscorecard.com   111 West 33rd St., Floor 11
Revenue: $25M-$50M   800.682.1707   New York, NY 10001

Company Summary: Founded in 2013 by two seasoned security experts, Security Scorecard provides detailed reports of an enterprise's security posture through a single score. Security Scorecard is looking to democratize cyber scoring, similar to credit scoring, to significantly improve cybersecurity as a whole. The company's rating service allows its customers, ranging from small to large, to monitor the health of its cybersecurity infrastructure and to assess vendor risk management, cyber insurance, board reporting, and M&A due diligence. Customers then use the complete solution, which includes on-site evaluation, a formal written report, security rating services and documentation of security posture to make decisions about who they do business with.

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

Key Officers:
Aleksandr Yampolskiy – CEO & Co-founder
Todd Graber – CFO
Trent Blanchard – VP, People & Culture
Bill Hogan – CRO
Sam Kassoumeh – COO & Co-founder
Mike Maziarz – CMO
Glen Pendley – CTO

Board of Directors:
Upal Basu – GP, Nokia Growth Partners
Michael Bryzek – Former CTO, Gilt Groupe
Nick Donofrio – IBM Fellow Emeritus
Karim Faris – GP, GV
Joe De Pinho – VP, Riverwood Capital
Richard Seewald – MP, Evolution Equity Partners

Headcount: 135

Open Positions: 22
U.S. based: 22
International: 0
Sales: 10
Other: 12

Competition:
BitSight Technologies
RiskRecon

Total Funding: $112M

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-19

JMP

SENTINELONE

Founded: 2013
Revenue: $50M-$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.

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

Key Officers:
Tomer Weingarten – CEO & Co-founder
Bob Parker – CFO
Nick Warner – Chief Operating Officer
Daniel Bernard – CMO
Divya Ghatak – Chief People Officer
Raj Rajamani – Chief Product Officer

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

Headcount: 400

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

Competition:
Broadcom
CrowdStrike
Cybereason
McAfee
VMware

Total Funding: $229.5M

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-19

MALWARE		EXPLOITS		LIVE/INSIDER	
Executables	**Fileless**	**Documents**	**Browser**	**Scripts**	**Credentials**
Trojans, malware, worms, backdoors, payload-based	Memory-only malware, no-disk-based indicators	Exploits rooted in Office documents, Adobe files, macros, spear phishing emails	Drive-by downloads, Flash, Java, Javascript, VBS, IFrame/HTML5, plug-ins	Powershell, WMI, PowerSploit, VBS	Mimikatz, credentials scraping, tokens

SILVER PEAK SYSTEMS

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

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

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

Key Officers:
David Hughes – Founder, CEO & Chairman
Damon Ennis – SVP, Products
Chris Helfer – SVP, Strategic Alliances
Rick Valentine – Chief Customer Officer
John Vincenzo – SVP & CMO
Eric Yeaman – CFO
Ian Whiting – President, Global Field Operations

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

Headcount: 450

Open Positions: 21
U.S. based: 13
International: 8
Sales: 9
Other: 12

Competition:
Cisco
VMware

Total Funding: $175M

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

Source: Company website, all revenues are CY-19
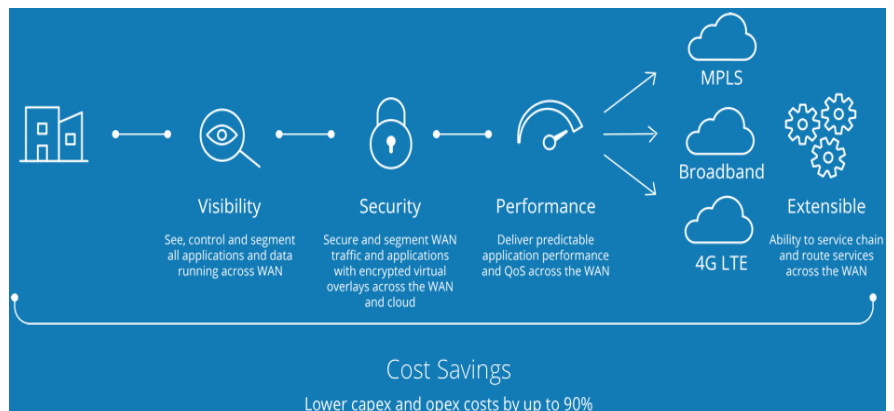
SKYBOX SECURITY

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.

Products/Services: The Skybox platform combines network device and firewall data with threat and vulnerability intelligence, which allows customers to prioritize threats by level of importance and better visualize the overall landscape of the attack surface. Skybox offers six different solutions that are grouped into two broader categories: Security Policy Management and Vulnerability and Threat Management. Its attack vector analytics allows for a significant reduction in response times and risks, which generates better control for complex networks.

Key Officers:
Gidi Cohen – Founder & CEO
Lior Barak – CFO
Rob Rosiello – EVP, WW Sales & Field Operations
Ron Davidson – CTO & VP, R&D
Michelle Johnson Cobb – CMO
Ami Ben-Dror – CIO

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

Headcount: 350

Open Positions: 13
U.S. based: 6
International: 7
Sales: 2
Other: 11

Competition:
AlgoSec
FireMon
RedSeal Networks
Tufin

Total Funding: $285M

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

Source: Company website, all revenues are CY-19

SMARSH

Founded: 2001   www.smarsh.com   851 SW 6th Ave., Suite 800
Revenue: >$100M   503.946.5980   Portland, OR 97204

Company Summary: Founded in 2001, Smarsh has evolved to become a market leader in the enterprise information archiving sector. More specifically, the proprietary Smarsh platform allows enterprises to capture the most used communication channels, then reveal any regulatory, legal, or other risk factors that may stem from the captured communication threads. It can also analyze the data in the archives to not only meet the regulatory requests, but to enable informed decision making. Smarsh's best-of-breed solution has allowed the company to garner over 6,500+ customers.

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

Key Officers:
Stephen Marsh – Founder and Chairman
Brian Cramer – CEO
Rohit Khanna – Chief Customer Officer
Chris Morton – Chief Marketing Officer
Greg Vesper – Chief Product Officer
Tim Price – Chief Revenue Officer
Suzanne Rudnitzki – Chief People Officer
Sridhar Vutukuri – Country Head, India

Board of Directors:
Not Listed

Headcount: 650

Open Positions: 31
U.S. based: 21
International: 10
Sales: 1
Other: 30

Competition:
Proofpoint
Global Relay
Microsoft

Total funding:
Acquired by K1 Investment Management, 2015

Key Investors:
K1 Investment Management

Source: Company website, all revenues are CY-19

Capture	Reveal	Respond
Reliably collect and retain all relevant communications	Identify and manage risk and extract the business value of your data	Produce, package and deliver specific content on-demand

JMP

SONICWALL

Founded: 1991　　　www.sonicwall.com　　　1033 McCarthy Blvd.
Revenue: >$100M　　　888.557.6642　　　Milpitas, CA 95035

Company Summary: Founded in 1991, SonicWall sells predominantly into the firewall market, providing physical and virtual firewalls, as well as a host of other services. While the firewall market is highly competitive, SonicWall has taken a unique approach, building a platform around the core firewall product, with services that include email security, web app firewall (WAF), endpoint protection, and more. The company's prevention solutions secure more than a million networks, and their emails, applications and data worldwide.

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

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

Board of Directors:
Marcel Bernard – OP, Thoma Bravo
Robert Sayle – Partner, Thoma Bravo

Headcount: 1,400

Open Positions: 21
U.S. based: 9
International: 12
Sales: 17
Other: 4

Competition:
Check Point Software
Fortinet
Palo Alto Networks

Total funding:
Acquired by Francisco Partners in 2016

Key Investors:
Francisco Partners

Source: Company website, all revenues are CY-19
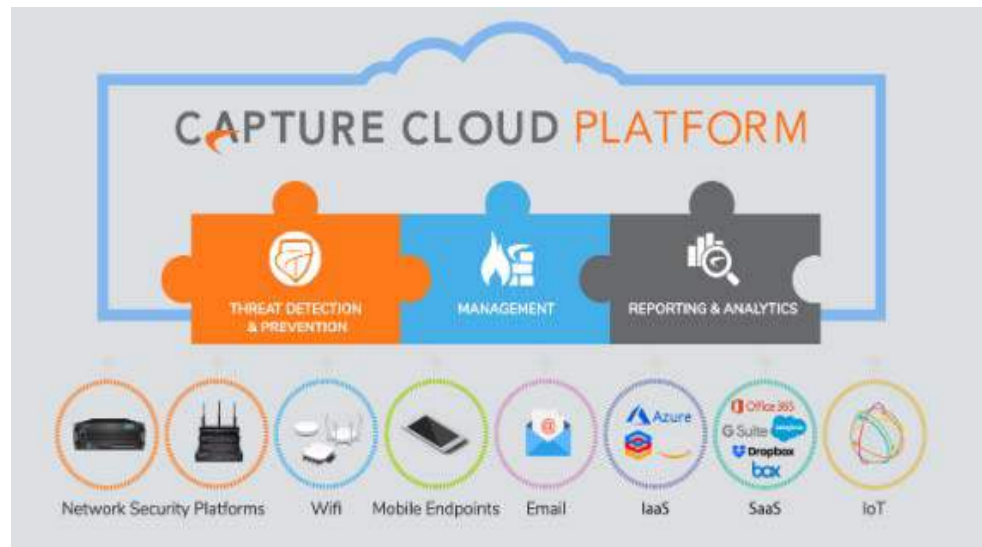
SONTIQ

Founded: 2001   www.ezshield.com   9920 Franklin Square Dr., Ste 250
Revenue: $25M-$50M   888.439.7443   Nottingham, MD 21236

Company Summary: Sontiq, derived from the latin word *sonticus* meaning serious or critical, is comprised of two identity security brands: EZ Shield and IdentityForce. The name highlights the trend of consumer identity becoming an increasingly critical business in a modern context. Sontiq helps enterprises of all sizes and trusted partners protect what matters most — through secure, digital identity protection and resolution services that enhance customer relationships, while adding value to existing products. As a trailblazer in Mobile Threat Defense, EZShield is the only pure-play identity theft protection company to pair its product and services with mobile cybersecurity through its Mobile Defense Suite. In August 2018, EZShield merged with IdentityForce, a company providing complementary, award-winning identity theft, privacy and credit protection solutions to consumers, businesses, and government agencies to become EZShield + IdentityForce. The two are now united under the Sontiq brand, a thumbprint-like logo symbolizing physical/digital identity in the shape of a two-part "S" to represent each of the disparate identity security companies. Sontiq coined the joint platform as Sontiq Intelligent Identity Security solutions sub-divided into three categories: resolution, breach services, and identity theft protection. Identity theft protection is the largest representation in the current business, achieving 60% growth in 2019.

Products/Services: Identity crime is a major contributor to pervasive cyber fraud attacks, data breaches, and security incidents that will generate estimated annual damages in the trillions of dollars by 2021. EZShield's best-in-class identity crime remediation services and robust cybersecurity tools, combined with IdentityForce's award-winning mobile app and Social Media Identity Monitoring features, create a differentiated and comprehensive offering. IdentityForce was the first in the market to bring ID protection to the consumer and, similarly, EZShield was the first pure-play identity theft protection company to pair its solution with mobile cybersecurity, extending the value of ID theft protection to IT and InfoSec teams.

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

Board of Directors:
Not listed

Headcount: 80

Open Positions: Not actively hiring

Competition:
CyberScout
Experian (CSIdentity)
InfoArmor (Allstate)
NortonLifeLock
IdentityGuard (Intersections)

Total Funding:
Acquired by The Wicks Group of Companies in 2017 from EdgeStone Capital Partners

Key Investors:
The Wicks Group of Companies

Source: Company website, all revenues are CY-19

BEST-IN-CLASS IDENTITY SECURITY

#1
The top-rated identity theft protection for individuals, families, and businesses built to protect what matters most.
Learn More

GOLD
Our Mobile Defense Suite won the Gold Stevie® Award in the New Product of the Year Category.
Learn More

5
Consistently recognized by Javelin Strategy & Research as a leader in Identity Protection.
Learn More

STACKPATH

Founded: 2015
Revenue: >$100M

www.stackpath.com
877.629.2361

2021 McKinney Ave. #1100
Dallas, TX 75201

Company Summary: StackPath built a secure edge platform so that developers creating next-generation services can develop applications that are delivered with robust security, performance, and control. StackPath's secure content delivery network (CDN) consists of content provided by multiple security acquisitions that have been consolidated to offer a multitude of security services, including a web application firewall (WAF), website and service monitoring and a developer focused control panel with API capabilities. Unlike AWS and Azure, StackPath's cloud services are powered by specialized hardware and software, enabling customers to safely and easily transition to cloud environments.

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

Key Officers:
Lance Crosby – Chairman & CEO
Steven Canale – CRO
Sherri Russell – CFO
Francisco Romero – COO
Wen Temitim – CTO
Carista Hill – Chief Legal Officer, General Counsel
Nathan Huey – CMO
Ben Gabler – Chief Product Officer

Competition:
Imperva
Akamai

Total Funding: $180M

Key Investors:
ABRY Partners

Board of Directors:
Unknown

Headcount: >300

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

Source: Company website, all revenues are CY-19

Our edge is your advantage.
Building your apps, sites, and services with StackPath gives them serious performance, operational, and business advantages.

Lightning Fast
Computing with 60% less latency. CDN with 80% cache hit ratio. Serverless with zero warmup time. Dedicated private network between edge locations. Yeah, it's fast.

Instantly Global
45 edge locations seamlessly integrated into one automated platform, with one customer portal and extensive APIs. One click and the whole world is your availability zone.

Built-in Security
Included DDoS mitigation and SSL. Private network between edge locations. Native cloud firewall. Because security needs to be built in, not bolted on.

Reduced Costs
One world pricing. Unmetered ingress. Zero mid-gress. True pay-as-you-go computing. So you can spend less on bandwidth and infrastructure even when you're scaling out.

SYNACK

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

www.synack.com
855.796.2251

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

Company Summary: Founded in 2013, 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 150 customers, who are primarily in the Fortune 2000.

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

Key Officers:
Jay Kaplan – CEO
Mark Kuhr – CTO
Aisling MacRunnels – CMO
Jim Hyman – Chief Revenue Officer
Steve Soper – VP, Legal
Nick Harrahill – VP, Operations
Amit Sirdeshpandey – VP, Finance
David La France – VP, Engineering

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 Francis – GP, GV

Competition:
Bugcrowd
Cobalt
HackerOne

Total Funding: $65M

Key Investors:
Allegis Capital
GGV Capital
GV
Greylock Partners
HPE
Icon Ventures
Intel
KPCB
M12
Singtel Innov8
Wing Venture Capital

Headcount: 250

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

Source: Company website, all revenues are CY-19

Managed Responsible Disclosure
Receive triaged vulnerability reports from outside researchers. Thorough and managed service. MRD is your open handshake for ethical hackers.

Crowdsourced Vulnerability Discovery
Private two-week tests. Stringent vetting. Customer controls. Triaged vulnerabilities. Testing metrics. Patch verification. Get a better bug bounty. CVD finds severe security vulnerabilities and weakness patterns left undetected by other methods.

Crowdsourced Penetration Testing
CVD plus compliance checklists and Attacker Resistance security score. Get a better pen test. CPT delivers premium vulnerability discovery with required documentation for compliance.

Crowdsourced Continuous Testing
CVD and CPT all-year round plus 24/7 Protection. Real risk reduction. Integrate security and development teams seamlessly. CCT moves testing from an intermittent cadence to an agile flow, matching your DevOps journey.

JMP

SYSDIG

Founded: 2013   www.sysdig.com   85 2nd Street, Suite 800
Revenue: <$25M   415.872.9473   San Francisco, CA 94105

Company Summary: Sysdig allows for confident hosting of cloud-native apps in production via its visibility and security platform. The Sysdig Secure DevOps Platform fuses security and compliance with performance and capacity monitoring to coin the Secure DevOps process. These 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, 100 of which are enterprise customers making up for 85% of ARR.

Products/Services: The Sysdig Secure DevOps Platform is comprised of two core products operating in conjunction to secure 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
John Martin – SVP, Product & Corporate Strategy
Payal Chakravarty – VP, Product Management
Adityashankar Kini – VP, Engineering
Larry Castro – VP, Finance & Operations

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

Headcount: 220

Open Positions: 26
U.S. based: 18
International: 8
Sales: 4
Other:22

Competition:
Palo Alto Networks
Twistlock
Stackrox
Datadog
Prometheus

Total Funding: $206M

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

Source: Company website, all revenues are CY-19

Build
Scan + block vulnerable images and enforce best practices pre-production.

Run
Block threats, Enforce compliance, and monitor application performance.

Respond
Proactively alert on incidents, reduce MTTR with forensics, and capture detailed audit records.

TANIUM

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

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

Products/Services: Tanium offers a platform for endpoint security and incident response, asset discovery, patching, and mapping for audit and compliance. Tanium's architecture queries are unique, in that almost all communication is client-to-client, rather than client-to-server, which decreases response time (less than 15 seconds) and simplifies large-scale deployments. Tanium's single server manages up to hundreds of thousands of seats and deployment times have been dramatically reduced. Tanium 7 offers unmatched reliability, speed, and simplicity.

Key Officers:
David Hindawi – Co-founder & Executive Chairman
Orion Hindawi – Co-founder & Co-CEO
Fazal Merchant – Co-CEO
Bina Chaurasia – Chief People Officer
Anirma Gupta – General Counsel
Thomas Stanley – Chief Revenue Officer
Charles Ross – CCO
Chris Pick – Chief Marketing Officer

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

Competition:
CrowdStrike
FireEye
McAfee
Broadcom

Total Funding: $782.8M

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

Headcount: ~750

Source: Company website, all revenues are CY-19

Open Positions: 191
U.S. based: 177
International: 14
Sales: 34
Other: 157

JMP

TEMPERED NETWORKS

Founded: 2012
Revenue: <$25M

www.temperednetworks.com
206.452.5500

3101 Western Ave., Suite 550
Seattle, WA 98121

Company Summary: Founded in 2012, Tempered Networks is using next-generation encryption technology to replace internal firewalls for segmentation. Its solutions allow for site-to-site VPNs with segmented access to individual systems and a common use is IIoT (Industrial Internet of Things), where an operator needs to control the IoT device. The platform provides end-to-end secure connectivity using the HIP protocol, which enables users to securely access endpoints and to cloak endpoint addresses to everything but the connected devices, with a simple to deploy setup.

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

Key Officers:
Ludwin Fuchs
Jeff Hussey
Marshall Harnish
Jeff Ahrenholz
Bryan Skene
Thomas Kee

Competition:
VMware
NSX
Cisco
ACI
Illumio
vArmour

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

Total Funding: $56.1M

Key Investors:
Fluid Capital Group
Ignition Partners
Rally Capital
Ridge Ventures

Headcount: 60

Open Positions: 6
U.S. based: 6
International: 0
Sales: 2
Other: 4

Source: Company website, all revenues are CY-19

Orchestration

Routing

Enforcement

Product Portfolio

Purpose-built for IIoT resilience, scale, management and security

Only three components are needed to create a trusted overlay network in minutes. Deploy across any network and transport with little to no change to existing infrastructure. Rapidly provision access and segmentation, with the ability to revoke access for any IP-enabled machine instantly.

JMP

VARMOUR

Founded: 2011
Revenue: <$25M

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 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 and inventory 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
Keith Stewart – SVP, Product and Strategy
Marc Woolward – CTO
Jeff Jennings – SVP, Engineering
Rich Noguera – VP, Head of Security Services
Namson Tran – Senior Director, Digital & Integrated Marketing

Board of Directors:
Timothy Eades – CEO, vArmour
Highland Capital Partners
Allegis Capital
NightDragon Security
Redline Capital Management

Headcount: ~100

Open Positions: 45

Competition:
Palo Alto Networks
Illumio
Check Point Software

Total Funding: $127M

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

Source: Company website, all revenues are CY-19

The vArmour Application Controller is powered by vArmour Security Graph technology to track how applications are interacting, enabling rich Visibility, Policy, and Reporting features so you can secure applications across your clouds. Cloud Connectors ingest telemetry from other platforms, allowing you to gain more value out of your existing investments — all without being a cloud expert, adding agents, or using virtual appliances. An SDK is also available to build your own Cloud Connector.

VECTRA AI

Founded: 2011   www.vectra.ai   560 S. Winchester Blvd., Ste. 200
Revenue: $25M-$50M   408.326.2034   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 workloads and user/IoT devices. The platform enables organizations to protect against cloud and data center vulnerabilities and cyberattackers that can leave no trail of evidence. Partnering with an ecosystem of security companies, including CrowdStrike, Palo Alto Networks 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 and Cognito Detect. Cognito Detect combines data science and behavioral analytics with machine learning to expose hidden and unknown attackers in real time, and also offers full threat context, eliminating manual guesswork. Cognito Recall searches for threats retrospectively to determine if newly discovered indicators of risk exist in historical data. The Cognito platform collects network metadata, logs, and cloud events, which are then analyzed and stored to reveal any hidden attackers. The platform has the capability to seamlessly integrate into any pre-existing security solution and provide additional threat intelligence. However, the platform also incorporates native security for the private cloud using Vectra's virtual sensors, vSensors, ensuring complete visibility into all traffic flow.

Key Officers:
Hitesh Sheth – President & CEO
Jennifer Geisler – CMO
Howie Shohet – CFO
Oliver Tavakoli – CTO
Aaron Bean – VP, HR
Willem Hendrickx – VP, International Sales
Jason Kehl – VP, Engineering
Kevin Kennedy – VP, Product Management

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

Headcount: 200

Open Positions: 25
U.S. based: 20
International: 5
Sales: 11
Other: 14

Competition:
Darktrace
Cisco
McAfee
Trend Micro

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

Source: Company website, all revenues are CY-19
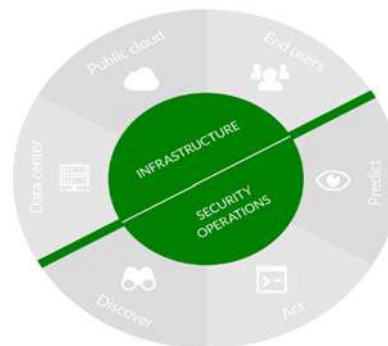
VENAFI

Founded: 2000   www.venafi.com   175 E 400 S, Suite 300
Revenue: $50M-$100M   801.676.6900   Salt Lake City, UT 84111

Company Summary: Venafi is the cybersecurity market leader and inventor 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 has been growing subscription revenue by over 30% Y/Y while reaching cash flow breakeven.

Products/Services: The Venafi Platform protects machine identities by orchestrating cryptographic keys and digital certificates for SSL/TLS, code signing, mobile and SSH. 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
Elizabeth Ireland – CMO
Aaron Aubrecht – VP, Products & Strategy
Shivajee Samdarshi – VP, Engineering

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

Competition:
AppViewX
Keyfactor

Total Funding: $200M

Key Investors:
Foundation Capital
Intel Capital
Mercato Partners
NextEquity Partners
QuestMark Partners
TCV

Headcount: 275

Source: Company website, all revenues are CY-19

Open Positions: 14
U.S. based: 12
International: 1
Sales: 2
Other: 12

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Learn More

Avoid Audit Findings
Keep your organization safe and compliant
Learn More

Secure Endpoint Devices
Close gaps in endpoint and user certificate management
Learn More

Solve Code Signing
Secure your code signing process
Learn More

WANDERA

Founded: 2012
Revenue: <$25M

www.wandera.com
415.935.3095

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

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

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

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

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

Headcount: ~150

Open Positions: 24
U.S. based: 4
International: 20
Sales: 6
Other: 18

Competition:
Symantec
Check Point Software
Lookout
Centerium
Chimera

Total Funding: $54M

Key Investors:
83North
Sapphire Ventures
Bessemer Venture Partners

Source: Company website, all revenues are CY-19
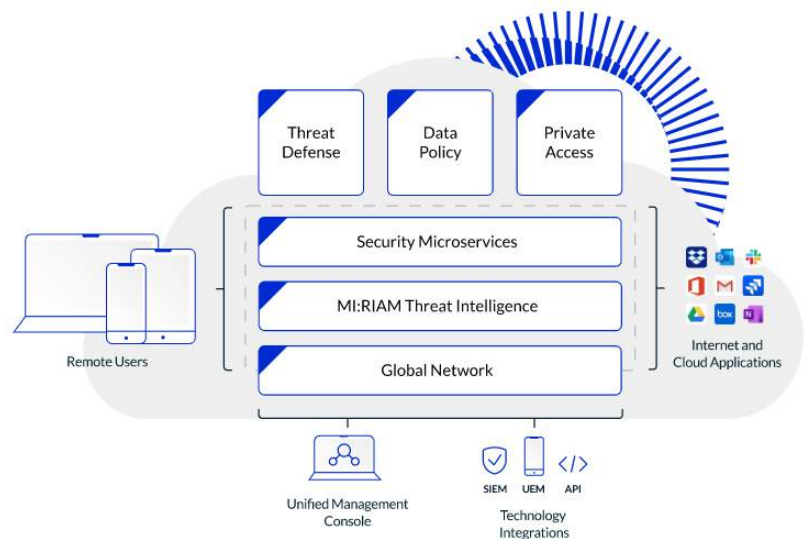
WHITESOURCE SOFTWARE

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

www.whitesourcesoftware.com
972.74.700.3666

79 Madison Ave.
New York, NY 10016

Company Summary: Market research estimates that in the next few years 60-80% of applications will be based on open-source components, yet there are very few companies that are tackling the problems associated with it. Founded in 2011, WhiteSource offers the only all-in-one security, licensing, quality, and reporting solution for managing open-source components, as well as the only one that operates in real time. WhiteSource accomplishes this by continuously and automatically scanning open-source repositories and cross-referencing the data with customers' own open-source components.

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

Key Officers:
Rami Sass – Co-founder & CEO
Ron Rymon – Co-founder
Azi Cohen – Co-founder & GM, North America
Ilan Sidi – CFO
Gal Yaffe – CCO
Doron Cohen – VP, Engineering
Dan Gross – VP, Business Development
David Habusha – VP, Product
Maya Rotenberg – VP, Marketing
Vered Shaked – VP, Strategy
Michal Adler – VP, HR

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

Competition:
Black Duck
Sonatype
Synopsys

Total Funding: $46M

Key Investors:
83North
M12
SGE Susquehanna Growth Equity

Source: Company website, all revenues are CY-19

Headcount: ~200

Open Positions: 26
U.S. based: 13
International: 13
Sales: 6
Other: 20

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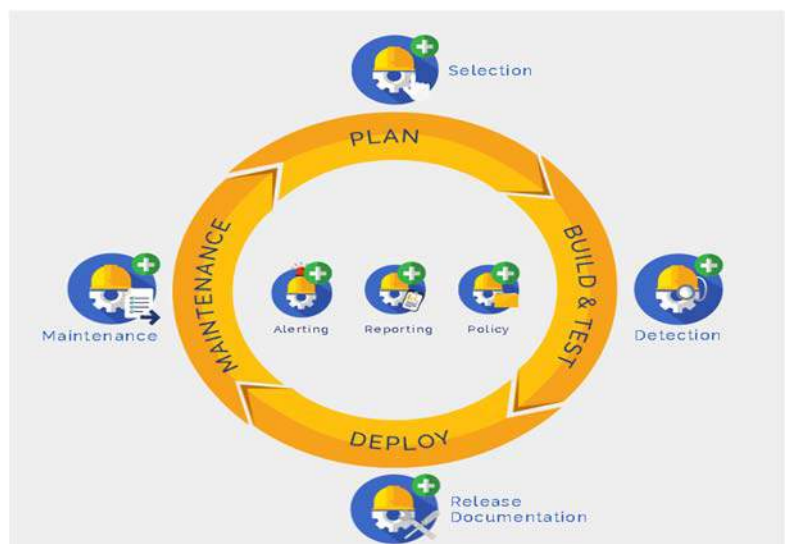
ZEROFOX

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

Company Summary: Founded in 2013, ZeroFOX protects its users from modern security challenges related to social media and other digital platforms. Its proprietary platform is able to identify and remediate target businesses, brands and other security risks utilizing diverse data and intelligent analysis. With data from social media difficult to get in large amounts, ZeroFOX is uniquely able to build the largest database of the ever-changing threats to the social media and digital platforms.

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

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

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

Headcount: 270

Open Positions: 21
U.S. based: 16
International: 5
Sales: 10
Other: 11

Competition:
Digital Shadows
Proofpoint
RiskIQ

Total Funding: $100M

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

Source: Company website, all revenues are CY-19

ZERTO

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

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

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

Key Officers:
Ziv Kedem – Co-founder & CEO
Oded Kedem – Co-founder & Chief Architect
Gil Levonai – CMO
Coley Burke – Chief Revenue Officer
Roy Golding – CFO
Shlomi Oren – SVP, Engineering

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

Headcount: ~800

Open Positions: 48
U.S. based: 20
International: 28
Sales: 17
Other: 31

Competition:
EMC
IBM
NetApp
VMware
Veeam

Total Funding: $172M

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

Source: Company website, all revenues are CY-19

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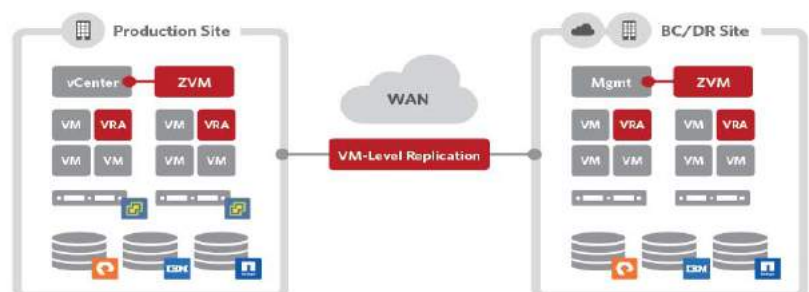
ZIMPERIUM

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

www.zimperium.com
844.601.6760

4055 Valley View
Dallas, TX 75244

Company Summary: Founded in 2010, Zimperium is a leader in mobile security, with its platform offering real-time, on-device protection. It protects against both known and unknown threats on Android and iOS devices. 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 at over 100% per year and are estimated to be the target for 30% of all cyber threats in 2020. 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 four primary pillars of its platform: zIPS, its main on-device detection product; zIAP, its on-device in app protection product; z3A, a cloud-based advanced application analysis tool; and zANTI, a real-world attack simulator. zIPS is able to dynamically detect threats, analyze the device behavior and then rapidly remediate when malicious activity is discovered. zIAP is able to inform an application when a device is under attack and is able to mitigate risks through various actions. z3A provides holistic visibility into an enterprise's mobile security posture, and zANTI audits an enterprise's mobile security with a mobile pen testing toolkit.

Key Officers:
Shridhar Mittal – CEO
Michael Callahan – CMO
Tim Barker – CFO
Nitin Bhatia – Chief Customer Officer
Jon Paterson – Chief Technical Officer
Esteban Pellegrino – Chief Scientist
Madhav Sonthalia – Chief Product Officer
Akhil Bhutani – SVP, Strategic Business Development
JT Keating – VP, Product Strategy

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

Headcount: 160

Open Positions: 11
U.S. based: 11
International: 0
Sales: 1
Other: 10

Competition:
Lookout
Symantec

Total Funding: $72M

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

Source: Company website, all revenues are CY-19

ANALYST BIOGRAPHIES

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

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

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

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

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

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 intern, Ethan Saghi, for his 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

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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 February 14, 2020)

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	256	63.52%	BUY	256	63.52%	76	29.69%
MARKET PERFORM	HOLD	139	34.49%	HOLD	139	34.49%	20	14.39%
MARKET UNDERPERFORM	SELL	3	0.74%	SELL	3	0.74%	0	0%
COVERAGE IN TRANSITION		3	0.74%		3	0.74%	0	0%
RATING SUSPENDED		1	0.25%		1	0.25%	0	0%
TOTAL:		403	100%		403	100%	96	23.82%

Stock Price Chart of Rating and Target Price Changes:

Note: First annotation denotes initiation of coverage or 3 years, whichever is shorter. If no target price is listed, then the target price is N/A. In accordance with NASD Rule 2711, the chart(s) below reflect(s) price range and any changes to the rating or price target as of the end of the most recent calendar quarter. The action reflected in this note is not annotated in the stock price chart. Source: JMP Securities.

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