

## ELITE 80

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



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**TABLE OF CONTENTS**

Executive Summary .....	4
Top Trends and Technological Changes .....	5
Funding Trends .....	11
Index by Venture Capital Firm .....	17
Actifio .....	22
Alert Logic .....	23
AlgoSec .....	24
AnchorFree .....	25
Armor .....	26
Arxan .....	27
Auth0 .....	28
Big Switch Networks, Inc. ....	29
BitSight Technologies .....	30
Bugcrowd .....	31
Centrify .....	32
Checkmarx .....	33
Cloudflare .....	34
Cloudian .....	35
Code42 .....	36
Cofense .....	37
Cohesity .....	38
Contrast Security .....	39
CounterTack .....	40
Cradlepoint .....	41
CrowdStrike .....	42
Cumulus Networks .....	43
Cybera .....	44
Cybereason .....	45
Datera .....	46
Digital Guardian .....	47
Digital Shadows .....	48
Druva .....	49
Endgame .....	50
eSentire .....	51
ExtraHop .....	52
EZShield .....	53
FireMon .....	54
Flexera .....	55
Forcepoint .....	56

---

## TABLE OF CONTENTS

ForgeRock .....	57
Guardicore .....	58
HackerOne .....	59
iboss .....	60
Illumio .....	61
KnowBe4 .....	62
Kount .....	63
Kudelski Security .....	64
Lookout .....	65
Malwarebytes .....	66
Metaswitch Networks .....	67
Netskope .....	68
ObserveIT .....	69
Optiv .....	70
Ping Identity .....	71
Pivot3 .....	72
Recorded Future .....	73
RedSeal .....	74
RiskIQ .....	75
Rubrik .....	76
Scality .....	77
SecureAuth .....	78
Security Scorecard .....	79
SentinelOne .....	80
Silver Peak Systems .....	81
Skybox Security .....	82
Smash .....	83
Solarflare Communications .....	84
Sonicwall .....	85
StackPath .....	86
SumoLogic .....	87
Synack .....	88
Tanium .....	89
Tempered Networks .....	90
Tufin .....	91
vArmour .....	92
Vectra Networks .....	93
Venafi .....	94
Wandera .....	95

---

**TABLE OF CONTENTS**

Webroot ..... 96

WhiteHat Security ..... 97

WhiteSource Software ..... 98

ZeroFOX ..... 99

Zerto ..... 100

Zimperium..... 101

Analyst Biographies ..... 102

Covered Public Companies Mentioned..... 104

## EXECUTIVE SUMMARY

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

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

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

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

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

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

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

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## TOP TRENDS AND TECHNOLOGICAL CHANGES

### Cybersecurity

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

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

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



**FIGURE 1. Top Trends in Cybersecurity**

Continued rise of Next Gen Endpoints	Private endpoint vendors continuing to gain significant market share
IAM is the New Core of the Security Stack	Identity is becoming a central part of cybersecurity as the perimeter disappears
Securing the Cloud	Rapid adoption of cloud services means it must be secured
Protecting the DevOps Process	DevOps adoption requires the code and application to be secured
Platform Consumption	Growing customer preference to have a one stop shop solution
Simplified Products	With strict budgets security products must be easy to manage with low OpEx
Securing an Expanding Edge	IoT and mobile devices are expanding exponentially raising new security requirements
Gaining Visibility and Control	Massive public breaches and growth in data demonstrate necessity to see entire network

Source: JMP Securities LLC

### Key technology changes in cybersecurity

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

**Protecting the application development process.** As companies embrace digital transformation, the development of software has become central to their value proposition, and securing software applications has become business critical. In addition, the advent of the DevOps model has resulted in software development becoming an agile process with extremely rapid development cycles, which requires security to be an integral component of the development process. As a result, application security vendors, such as Checkmarx with revenues of more than \$50 million, are benefiting from accelerating demand for solutions that embed security into the development process. Additionally, enterprises are beginning to realize they need a full application security stack, which has resulted in companies buying not just static application security testing (SAST) products that vendors like Checkmarx make, but also dynamic application security testing (DAST) for when the code is live, as WhiteHat Security makes, and run-time application self-testing (RASP) products for testing the performance of the application. In light of the transition to more platform-oriented solutions, there are even vendors which are looking to create products that incorporate each aspect of the application security stack, such as Contrast Security. Lastly, with the perimeter slowly evaporating, it is becoming increasingly important to secure and harden individual applications, outside of the code, which has led to the success of vendors like Arxan.

**Rapid adoption of next-generation endpoint.** Emerging vendors further established positions in the endpoint market in 2018 with four vendors in our Elite 80 generating revenues of \$100M+. We believe these private vendors are developing innovative technologies, where large incumbent vendors are behind the curve. In our opinion, vendors that are able to leverage both endpoint detection and remediation (EDR) and endpoint protection capabilities (EPP) will be the ones to gain the most traction in 2019. Several vendors, such as CrowdStrike and SentinelOne have already made significant strides in the use of machine learning (ML) to optimize their EDR capabilities for enterprise-grade endpoint protection, while Malwarebytes and Webroot have made similar strides on the consumer and SMB side. All of these vendors, other than SentinelOne, have also attained revenues >\$100M with double-digit growth. We believe these vendors will need to continue to utilize their advanced technology and growing scale to maintain disruption in a market where large and entrenched endpoint vendors, such as Symantec, McAfee, Trend Micro, and Sophos compete and large network-based security vendors, such as Palo Alto Networks, Check Point, FireEye, Fortinet, and Cisco are using their tight customer relationships and brand awareness to leverage a footprint with their own solutions.

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

## Networking

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



**FIGURE 2. Top Trends in Networking**

Move to Software	Enterprises are demanding software/services and consumption based pricing in place of h/w in order cut capex and TCO.
Migration to Subscription Pricing	Vendors are shifting their business models to offer subscription pricing, even in scenarios involving hardware-based deployments.
Positioning for Growth in Security	Network vendors are increasingly positioning their products as security solutions in order to gain exposure to the security market.
Bolstering Traffic Analytics	Network vendors are leveraging their position in the network to deliver increased monitoring and analytics capabilities.
Evolution of WAN Optimization	WAN optimization is evolving beyond improving application communications to improving broadband and cloud performance.
Network Function Virtualization (NFV)	Service Providers are virtualizing network devices (i.e routers) in order to contain costs and increase flexibility.
Adoption of Private Cloud	Private cloud adoption is expanding and converged infrastructure makes it manageable for mid and large enterprise accts.
Open Source is Growing	The open source community has grown rapidly, and enterprises have become more dependent on open source software.
High Performance Networks	Applications are migrating to more distributed architectures which creates a need for very high-speed connectivity.

Source: JMP Securities LLC

## Key technology changes in networking

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

**Networking vendors continue to move to security.** As highlighted in our report last year, we believe networking vendors are increasingly leveraging their positions to deliver advanced analytics and data security. We believe rapid growth in both the data analytics and security markets is motivating networking vendors to bolster monitoring capabilities, and increasingly, to position their products as security solutions. A number of our Elite 80 networking companies have significantly evolved their product offerings to better address analytics and security use cases, and we believe these companies will continue to shift their focus to these areas. Larger networking incumbents, such as Cisco, are also emphasizing security capabilities as key differentiators, and we expect these vendors to continue to disproportionately invest in their security practices through organic R&D investment and/or strategic M&A.

**Adoption of cloud is an agent for change.** The adoption of the cloud is driving a paradigm shift in networking. For public cloud providers, the network must be highly available, scalable, and simple to administer, which is driving increased adoption of data center architectures that integrate with multiple vendor solutions (“open”) and are programmable. In the enterprise, IT organizations are attempting to replicate the cloud delivery model internally by building private clouds, which are essentially public clouds residing inside the corporate data center. Both public and private clouds require re-architecting the network to achieve automation, ease of use, and faster time-to-market. These needs are driving corresponding demand for networking technologies that promote increased automation and limit total cost of ownership (TCO).

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

### **Data Management**

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

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

**FIGURE 3. Trends in Data Management**

Hyperconverged Infrastructure	Hyperconverged took center stage in 2016 with the IPO of Nutanix and we believe the market will remain in hypergrowth mode.
Flash is Becoming the De-facto Standard	Coined the year of all-flash, 2016 has proven to be a strong year for AFA adoption - flash for secondary storage is on the horizon.
Renaissance of Secondary Storage	Enterprises are rethinking secondary storage which is driving strong growth for several startups targeting this category.
Weaving a Fabric With Public Cloud	Storage vendors are taking advantage of the demand for public cloud by providing an easier on-ramp to cloud from on-premise.
Ransomware driving demand for backup	The proliferation of ransomware in 2H16 has driven corresponding demand for backup and business continuity.
The trend to SW-only offerings	Storage vendors are evolving their hardware offerings to deliver software-only versions, which are growing in popularity.
Object Storage	Rapid growth in unstructured data, combined with the new innovations have driven an expanded interest in object storage.
Migration to cloud	Next-gen storage players are building products that are better suited for cloud adoption, giving them an advantage in the cloud era.
Disruption from Dell/EMC Acquisition	Channel checks suggest there have been early indications of disruption in the EMC channel, creating opportunity for competitors.
Improving data services for test/dev	Attaining copies of data for application test and development is a challenge - several startups are looking to solve this.

Source: JMP Securities LLC

## Technology changes in data management

Below we describe what we feel are the most significant technological changes occurring in the data management industry. In our view, these trends are driving the need for new infrastructure deployment models, and facilitating market demand for innovative technologies.

- Secondary storage is becoming holistic data management.** Much of the innovation in the storage market over the last decade has been in primary storage, with vendors such as Nimble Storage, Pure Storage, Nutanix, and XtremIO coming to market with innovative offerings that disrupted the status quo. However, the secondary storage market has largely been untouched. Up until the last five years, the secondary storage market had not seen significant innovation since the introduction of Data Domain in the early 2000s. However, several startups targeting secondary data management have come to market, often led by highly successful industry veterans in the data center infrastructure space. In our view, there is significant white space in the secondary storage market, especially for vendors with strong cloud integration stories. More specifically, vendors that were originally going after one aspect of secondary storage or data management are now going attempting to provide offerings that are part of a holistic data management platform, which can include features such as backup and recovery, disaster recovery, data mobility, and archiving. We believe this is primarily due to customers wanting platform services to help consolidate vendors. Additionally, we believe data is now the most important asset to most enterprises, and data management vendors are beginning to realize they can add significant value to businesses by becoming the core vendor to maximize the utility of customer data, which we think is a significantly positive trend. In fact, this has led companies, like Rubrik and Cohesity, to generate exceptional growth, garnering massive capital raises in the last 12 months. Similarly, companies like Zerto have achieved robust growth capitalizing on the increasing importance of data.
- Software-only becomes more important with cloud adoption.** We have seen software continue to play a larger role in the data center infrastructure space. Vendors are beginning to morph hardware-based solutions into software-only offerings. While enterprises continue to demand integrated hardware solutions, the cloud is making 'software-only' a more attractive deployment model. Enterprises are increasingly utilizing x86 servers to perform data management functionality, with the underlying software provided by ISVs. Nutanix has shifted to a software-only business model. Longer term, we believe a strong software-only offering will become more important as cloud adoption increases. Enterprises want a

common management interface between on-premise and public clouds. In order to provide this functionality, vendors need to offer viable software-only solutions that can run consistently across on-premise and cloud applications environments. We believe vendors that have proven their ability to run on standard x86 at scale will have an advantage as cloud migration efforts continue.

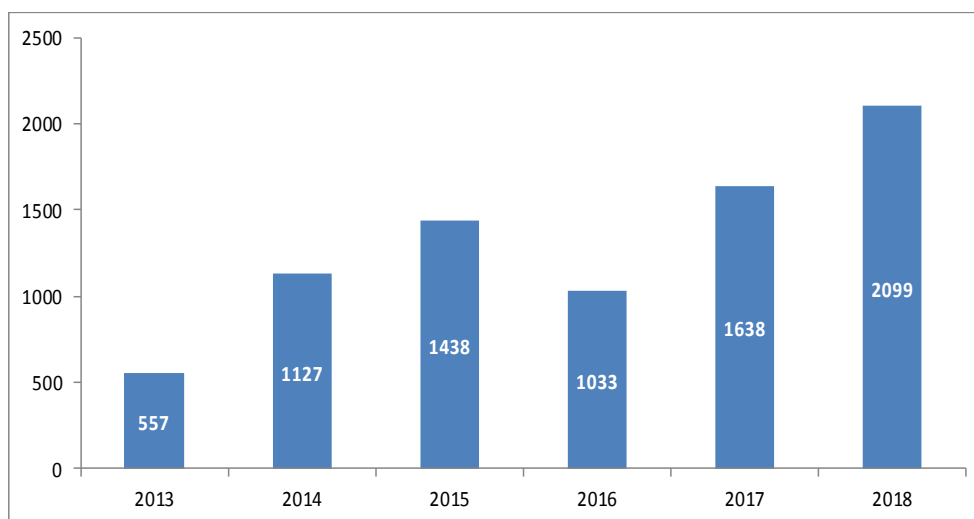
- Providing a fabric between on-premise and cloud.** Another key trend is the growing demand for integration between on-premise data centers and public cloud services, particularly as offered by hyperscalers, such as AWS and Azure. One of the biggest barriers to cloud adoption is the challenge of migrating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

## FUNDING TRENDS

### Funds Raised

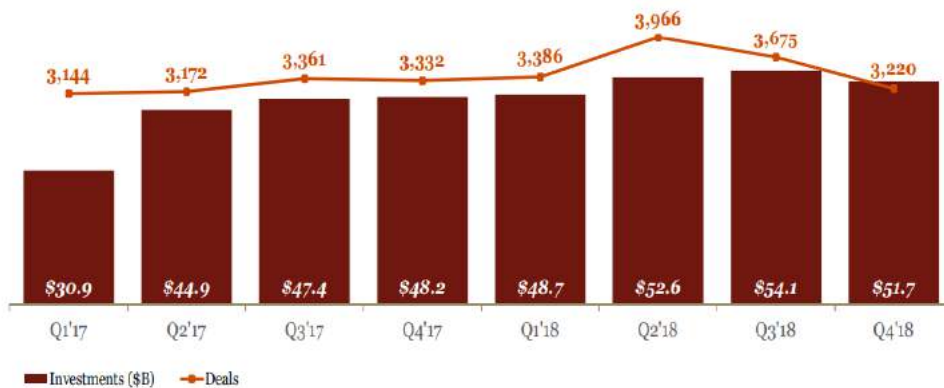
In total, the Elite 80 companies raised ~\$2,099M in 2018, \$480M of which came from new companies that were added to the list this year; the remaining \$1,619M was raised by companies that were included in last year's report. The 2018 total of \$2,099M is up from 2017, where our selected group of companies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

**FIGURE 4. Elite 80 Fundraising, 2013-2018 (\$ in millions)**



Source: Company reports, crunchbase.com

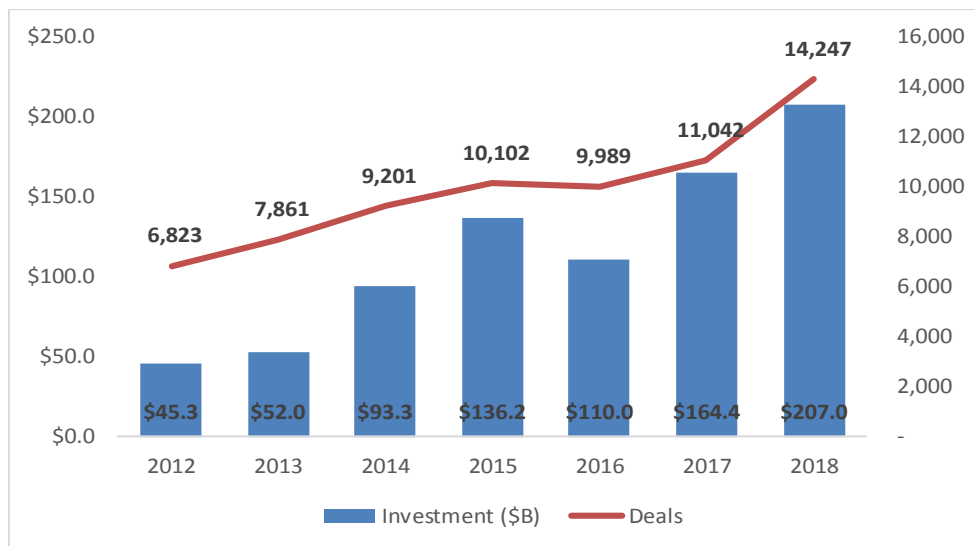
**FIGURE 5. Quarterly Global Fundraising Trends, 2017-2018**



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

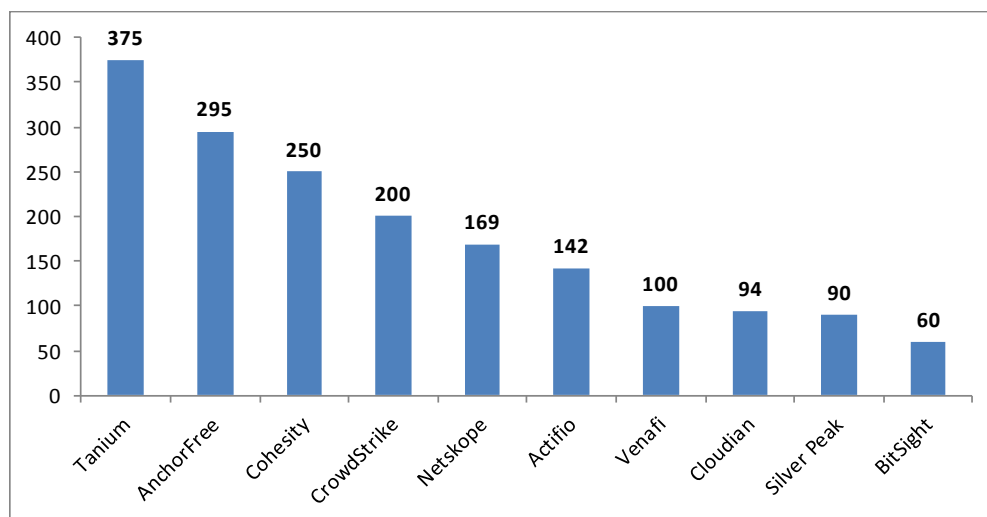
Looking at funding by year, fundraising has grown significantly since 2012, reaching peak levels in 2018, and continuing its rebound from a down year in fundraising in 2016.

**FIGURE 6. Global Fundraising Trends, 2012-2018**



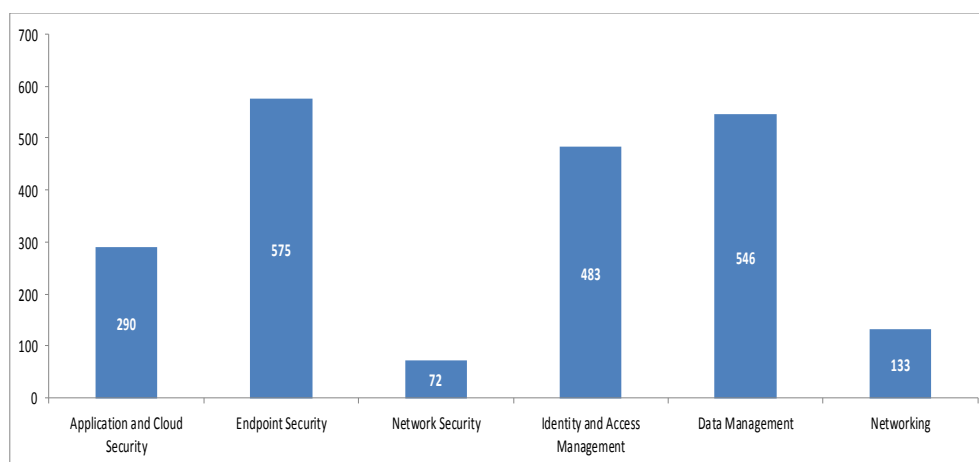
Source: PwC and CB Insights (data provided by CB Insights)

Total fundraising rose in 2018, even after adjusting for additional companies, and there were a handful of large capital raises for the Elite 80 companies. Figure 7 illustrates the ten largest amounts raised by our Elite 80 companies in 2018, according to crunchbase.com and company press releases.

**FIGURE 7. Largest Amounts Raised by the Elite 80 in 2018**

Source: crunchbase.com and Company press releases

As far as fundraising by category, security companies in our Elite 80 report raised \$1,420M in 2018, data management companies raised \$546M, and networking companies raised \$133M. For a more granular view, we have segmented our Elite 80 companies into six categories, including: 1) endpoint security, 2) identity and access management, 3) network security, 4) application and cloud security, 5) data management, and 6) networking. Within our Elite 80 group, companies raised \$575M in endpoint security in 2018 (compared to \$415M in 2017), \$290M in application and cloud security (\$494M in 2017), \$483 in IAM (\$158M in 2017), \$72 in network security (\$150M in 2017), \$546M in data management (\$345M in 2017), and \$133M in networking (\$76M in 2017). See Figure 8 for the breakout.

**FIGURE 8. 2018 Funding by Category (\$ in millions)**

Source: JMP Securities LLC and Company Reports



**FIGURE 9. Company Distribution by Category**

## Security

### Endpoint Security

Countertack	Malwarebytes
CrowdStrike	SentinelOne
Cybereason	Tanium
Digital Guardian	Wandera
Endgame	Webroot
Lookout	Zimperium

### Application and Cloud Security

Alert Logic	iBoss
Armor	Illumio
Arxan	KnowBe4
Bitsight	KudeIski
BugCrowd	Netskope
CheckMarx	RiskIQ
Cofense	Security Scorecard
Contrast Security	StackPath
Digital Shadows	Synack
EZShield	vArmour
Flexera	WhiteHat Security
Guardicore	Whitesource
HackerOne	ZeroFox

### Network Security

AlgoSec	RedSeal
CloudFlare	Skybox
eSentire	Sonicwall
ExtraHop	Sumo Logic
Firemon	Tufin
Forcepoint	Vectra AI
Recorded Future	

### Identity and Access Management

AnchorFree	Okta
Auth0	Optiv
Centrify	Ping
ForgeRock	SecureAuth
Kount	Venafi

## Networking

Big Switch	Metaswitch
Cradlepoint	Silver Peak
Cumulus	Solarflare
Cybera	Tempered Networks

## Data Management

Actifio	Pivot3
Cloudian	Rubrik
Code42	Scality
Cohesity	Smash
Datera	Zerto
Druva	

Source: JMP Securities LLC and Company Reports

### Revenue Range

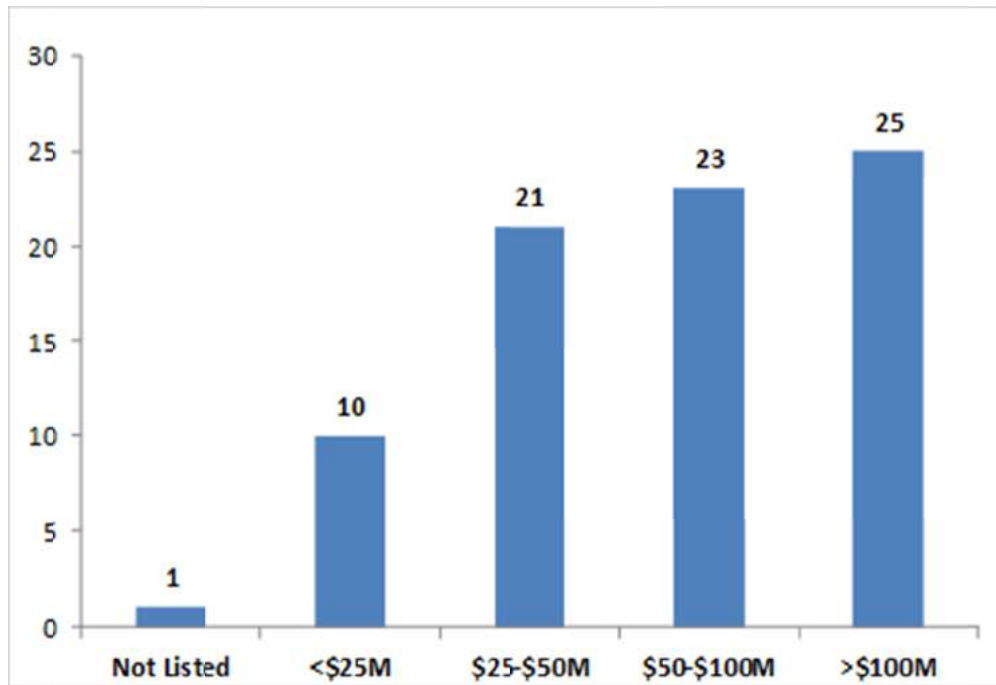
For each of our Elite 80 companies, we have included an estimate of 2018 revenues in the ranges of <\$25M, \$25-\$50M, \$50-\$100M, and >\$100M. Many of our Elite 80 companies are SaaS-based companies with rapid growth, thus billings can be much higher than revenues.

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

>\$100 million	\$50-\$100 million	\$25-\$50 million	<\$25 million	Not Listed
Alert Logic	Actifio	Arxan	BugCrowd	Kount
AnchorFree	AlgoSec	Auth0	Datera	
Centrify	Armor	Cloudian	Digital Shadows	
CloudFlare	Big Switch	Contrast Security	Guardicore	
Code42	BitSight	Courterack	ObserveIT	
Cohesity	CheckMarx	Cumulus	Security Scorecard	
Cradlepoint	Cofense	Cybera	Tempered Networks	
CrowdStrike	Cybereason	Druva	vArmour	
Flexera	Digital Guardian	Endgame	Wandera	
Forcepoint	ExtraHop	eSentire	Whitesource	
ForgeRock	iBoss	EZShield		
KnowBe4	Illumio	Firemon		
Kudelski	Lookout	HackerOne		
Malwarebytes	Netskope	Recorded Future		
Metaswitch	Pivot3	RedSeal		
Optiv	RiskIQ	Scality		
Ping	SecureAuth	SentinelOne		
Rubrik	Skybox	Synack		
Silver Peak	Solarflare	Vectra AI		
Smash	Tufin	ZeroFox		
Sonicwall	WhiteHat Security	Zimperium		
StackPath	Venafi			
Sumo Logic	Zerto			
Tanium				
Webroot				

Source: JMP Securities LLC and Company Reports

**FIGURE 11. Elite 80 Companies by Revenue Range, 2018**



Source: JMP Securities LLC and Company Reports

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

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**INDEX BY VENTURE CAPITAL FIRM**
**83 North**

Actifio  
Guardicore  
Wandera  
WhiteSource  
Zerto

**8VC**

AnchorFree

**ABRY Partners**

Stackpath

**Acacia Capital Partners**

Solarflare

**Accel Partners**

AnchorFree

Code42

Cohesity

CrowdStrike

ForgeRock

Illumio

Lookout

Netskope

SentinelOne

SumoLogic

Tenable

Vectra

Webroot

**Accton Technology**

Big Switch Networks

**Acer Capital**

Contrast Security

**Adams Street Partners**

Cybera

**Advanced Technology Ventures**

Actifio

**Alcatel-Lucent**

CounterTack

**Aldrich Capital Partners**

Optiv

Cofense

**Allegis Capital**

Synack

vArmour

**Allen & Co**

SumoLogic

**Altos Ventures**

Whitel-Hat Security

**AME Cloud Ventures**

Vectra Networks

**Andreessen Horowitz**

Actifio

Cumulus Networks

ExtraHop

Illumio

Lookout

Tanium

**Andy Bechtolsheim**

Datera

**Anthem Venture Partners**

Solarflare

**Appian Ventures**

Ping Identity

**Argonaut Private Equity**

Pivot3

**Artis Ventures**

Cohesity

Silver Peak Systems

**AXA Venture Partners**

Contrast Security

Security Scorecard

**Avista Partners**

Ping Identity

**Baidu**

Cloudflare

**Bain Capital Ventures**

ObserveIT

**Balderton Capital**

Recorded Future

**Battery Ventures**

Cohesity

Contrast Security

Cumulus Networks

Guardicore

RiskIQ

Zerto

**Benchmark Capital**

Duo Security

HackerOne

Skybox Security

Silver Peak Systems

**Bessemer Venture Partners**

Auth0

Endgame

Optiv

Wandera

**Blackbird Ventures**

Bugcrowd

**BlackRock Funds**

Cofense

Illumio

**Blackstone**

Oylance

**Blue Cloud Ventures**

Druva

**BPI France**

Scality

**Broadband Tower, Inc.**

Scality

**Brookline Venture Partners**

Digital Guardian

**Capital One**

Oylance

**Camel Ventures**

Skybox Security

**Catalyst Investments**

Tufin

**Chrysalis Ventures**

Cybera

**CID Group**

Big Switch Networks

**The Circumference Group**

Armor

**Cisco Investments**

Cohesity

eSentire

Guardicore

**Citi Ventures**

Tanium

vArmour

**City National Bank**

Cloudian

**Claridge Israel**

AlgoSec

**Claritas Capital**

Cybera

**Colorics International Ltd.**

eSentire

**Columbia Capital**

Endgame

**Columbus Nova Technology Partners**

vArmour

**Comcast Ventures**

BitSight Technologies

**Core Capital Partners**

ZeroFOX

**Costanoa Ventures**

Bugcrowd

**Courian Corporation**

Core Security

**Covera Ventures**

Alert Logic

**CRV**

Cybereason

Zerto

**CVC Capital Partners**

Avast

Kount

Skybox Security

**DAG Ventures**

Vectra Networks

**Data Collective**

Illumio

SentinelOne

**Dell Technologies Capital**

Druva

Guardicore

**Deutsche Telekom Capital Partners**

Lookout

**DFJ**

Oylance

SumoLogic

**DHVC**

Cohesity

## INDEX BY VENTURE CAPITAL FIRM

### Digital Alpha Advisors

Cloudian

### Dragoneer Investment Group

HackerOne

### Draper Fisher Jurveston

Ping Identity

### Draper Nexus

Oylance

vAmour

### Duff Ackerman & Goodrich LLC

Silver Peak Systems

### Dunrath Capital

Anxan

### DVP Investment

Cloudian

### EDBI

Druva

### EDF Ventures

Anxan

### Edgmore Capital

Endgame

### Edison Partners

eSentire

### Eight Roads Ventures

Cloudian

### Elephant Partners

KnowBe4

### Epsilon Venture Partners

Cloudian

### EQT Ventures

HackerOne

### Evolution Equity Partners

Security Scorecard

### Fairhaven Capital Partners

CounterTack

Digital Guardian

### Fidelity Ventures

Cloudian

Cloudflare

Malwarebytes

Ping Identity

### First State Super

Bugcrowd

### Flybridge Capital Partners

BitSight Technologies

### Formation 8

Illumio

### Fortinet

Centrify

### FortRoss Ventures

Tufin

### Foundation Capital

Cohesity

ForgeRock

Venafi

### Founders Equity Partners

Oylance

### Francisco Partners

Metaswitch

### Frank Sloatman

Rubrik

### Franklin Templeton

Tanium

### Future Fund

Bitglass

### Galileo Partners

Scality

### Garage Tech Ventures

White-hat Security

### Genacast Ventures

ZeroFOX

Contrast Security

Ping Identity

### General Atlantic

CrowdStrike

### General Electric Pension Trust

Digital Guardian

### Geodesic Capital

Netskope

Tanium

### Georgian Partners

eSentire

RiskIQ

### GGV Capital

AlienVault

BitSight Technologies

Recorded Future

Synack

### Goldman Sachs

AnchorFree

Cloudian

CounterTack

iboss

KnowBe4

Lookout

### Google Capital

Cloudflare

Cohesity

CrowdStrike

Duo Security

Security Scorecard

### Granite Hill Capital Partners

SentinelOne

### Green Bay Ventures

AnchorFree

### Greenfield Capital Partners

Guardicore

### Greylock Partners

Actifio

Big Switch Networks

Lookout

Rubrik

Silver Peak Systems

SumoLogic

Synack

Wandera

### Hamony Partners

Zerto

### Hercules Capital

Druva

### Highland Capital Partners

Malwarebytes

vAmour

ZeroFOX

### Horizon Ventures

White-hat Security

### HP Ventures

Cohesity

Scality

Synack

### IA Ventures

Vectra Networks

### Icon Ventures

RedSeal

Synack

### ICONIQ Capital

Netskope

### Idinvest Partners

Scality

### Ignition Partners

Tempered Networks

### Index Ventures

Big Switch Networks

Centrify

Lookout

### Industry Venture

Bugcrowd

Digital Shadows

### Information Venture Partners

eSentire

### Innovation Network Corporation of Ja

Cloudian

### Insight Venture Partners

CheckMarx

Recorded Future

SumoLogic

Tenable

Veeam

### In-Q-Tel

Recorded Future

RedSeal

### Institutional Venture Partners

CrowdStrike

SumoLogic

Tanium

### Intel Capital

Big Switch Networks

Cloudian

Security Scorecard

Synack

Venafi

---

**INDEX BY VENTURE CAPITAL FIRM**
**InterWest Partners**

Pivot3

**Investor Growth Capital**

WhiteHat Security

**Iris Capital**

Scality

**IVP**

Rubrik

Zerto

**J&W Seligman**

Silver Peak Systems

**JP Morgan**

Illumio

**Jerry Yang**

Illumio

**JMI Equity**

Code42

WhiteHat Security

**John Thompson**

Illumio

Rubrik

**Khosla Ventures**

Big Switch Networks

Cylance

Datera

Lookout

Rubrik

Vectra Networks

**K1**

Smash

**K9 Ventures**

Auth0

**KKR**

Cylance

Forgerock

Ping Identity

**Kleiner Perkins Caufield & Byers**

Endgame

**KPCB**

Synack

**Leapfrog Ventures**

Red Seal

**Legend Ventures**

Anxan

**Lenovo**

Cloudian

**Lightspeed Venture Partners**

Netskope

Rubrik

Skybox Security

**LLR Partners**

Digital Guardian

**Lockheed Martin**

Cybereason

**Lowercase Capital**

Lookout

**M12**

Contrast Security

WhiteSource

**Madrona Venture Group**

Extralbp

**Marc Benioff**

HackerOne

Illumio

**March Capital Partners**

CrowdStrike

**Mark Leslie Ventures**

Rubrik

**Marker LLC**

Tufin

**MassMutual**

Digital Guardian

RiskIQ

**MATH Venture Partners**

Red Seal

**Mayfield Fund**

Centrify

Webroot

**MDI Ventures**

ObserveIT

**Menlo Ventures**

BitSight Technologies

Scality

vAmour

**Mercato Partners**

Cradlepoint

**Mercury Fund**

Alert Logic

**Meritech Capital Partners**

Auth0

Extralbp

ForgeRock

**Mesirow Financial**

Pivot3

**Microsoft Ventures**

Cloudflare

**Synack****Mithril Capital Management**

Lookout

**Mitsui Global Investment**

CounterTack

**Mofet Technology Fund**

Skybox Security

**Morgan Stanley**

Cohesity

Lookout

**Morgenthaler Ventures**

Big Switch Networks

**MSD Capital LP**

Big Switch Networks

**New Enterprise Associates**

Cloudflare

Code42

HackerOne

ZeroFOX

**Next47**

CounterTack

Digital Guardian

**Nexus Venture Partners**

Druva

**NGP**

SecurityScorecard

**NightDragon Security**

ObserveIT

**North Bridge Venture Partners**

Actifio

**Northleaf Capital Partners**

eSentire

**NTT Docomo**

Centrify

Druva

**Oak Investment Partners**

Solarflare

**OCA Ventures**

Alert Logic

**Octopus Ventures**

Digital Shadows

**Ofer Hi-Tech**

CheckMarx

**Ormes Capital**

Scality

**OnPoint Technologies**

CounterTack

**Origin Partners**

Venafi

**OVP Venture Partners**

Red Seal

**Paladin Capital Group**

Anxan

Bugcrowd

Endgame

Optiv

**Pamplona Capital Management**

Cofense

**Passion Capital**

Digital Shadows

**Pelion Venture Partners**

Cloudflare

Venafi

**Pinnacle Ventures**

Silver Peak Systems

**Pradeep Sindhu**

Datera

**Providence Equity Partners**

Skybox Security



## INDEX BY VENTURE CAPITAL FIRM

### Qualcomm Ventures

Cloudflare

Cohesity

Lookout

### QuestMark Partners

Venafi

### Rackspace

CrowdStrike

### Radar Partners

Duo Security

### Rally Ventures

Bugcrowd

Tempered Networks

### Razor's Edge Ventures

CounterTack

### Red Abbey Venture Partners LP

ZeroFOX

### Redpoint Ventures

Big Switch Networks

Duo Security

SentinelOne

### REV

Recorded Future

### Rembrandt Venture Partners

Skybox Security

### Ridge Ventures

Tempered Networks

### Riverwood Capital

Druva

### RTP Ventures

Zerto

### S3 Ventures

Pivot3

### Salesforce Ventures

Bugcrowd

CheckMarx

Skyhigh Networks

### Sapphire Ventures

Auth0

Sumo Logic

Wandera

### Samsung Ventures

Centrify

Datera

Netskope

Ping Identity

Zimperium

### Sasquehanna Growth Equity

Skybox Security

### Seahawk Holdings

Sonicwall

### Sequoia Capital

Cohesity

Cumulus Networks

Druva

Metaswitch Networks

Security Scorecard

Skyhigh Networks

Sumo Logic

### Sierra Ventures

Zimperium

### Sigma Partners

Centrify

### SignalFire

AnchorFree

### Silicon Valley Bank

Ping Identity

### Silver Lake Waterman

Big Switch Networks

Venafi

### Sinewave Ventures

SentinelOne

### Singtel Innov8

Bitglass

CounterTack

### Social Capital

Netskope

### SoftBank

Cybereason

Zimperium

### Solstice Capital

Anxan

### Sorenson Capital

Cradlepoint

### Sound Ventures

SentinelOne

### Spark Capital

Cybereason

### Special Situations Funds

Digital Guardians

### Split Rock Partners

Code42

### Spring Lake Equity Partners

ObserveIT

### Startup Capital Ventures

WhiteHat Security

### Stephens Group

Armor

### Storm Ventures

Digital Shadows

### ST Telemedia

Armor

### Sumeru Equity Partners

Cybera

### Summit Partners

Avast

RiskIQ

### Sutter Hill Ventures

Red Seal

Sumo Logic

### SV Angel

Cumulus Networks

Lookout

### T. Rowe Price

Tanium

### TDF Ventures

Anxan

### Technology Crossover Ventures

Actifio

Cradlepoint

Datto

ExtraHop

Webroot

### Technology Venture Partners

Cloudflare

### TechOperators

Endgame

### Telstra Ventures

Auth0

CrowdStrike

vArmour

Zimperium

### TenEleven Ventures

CounterTack

Ojance

Digital Shadows

Ping Identity

### Tenaya Capital

Druva

### The Westly Group

SentinelOne

### Third Point Ventures

SentinelOne

### Thornvest Ventures

Skyhigh Networks

### Tiger Global Management

Actifio

SentinelOne

### Top Tier Capital Partners

Endgame

Cumulus Networks

### Toronto Dominion Bank Group

Digital Guardian

### TPG

Guardicore

Tanium

### Triangle Peak Partners

Bugcrowd

Ping Identity

### Trident Capital

Anxan

### Trinity Ventures

Auth0

Cohesity

### TriplePoint Capital

Big Switch Networks

---

## INDEX BY VENTURE CAPITAL FIRM

**True Ventures**

Duo Security

**Two Sigma Ventures**

Security Scorecard

**Union Square Ventures**

Cloudflare

**Venrock**

Cloudflare

RedSeal

**VentureLink LP**

eSentire

**Venture Partners**

Cradlepoint

**Veritas Capital**

BeyondTrust

**Viola Ventures**

Skybox Security

**Vintage Investment Partners**

Tufin

**WCapital Partners**

Ping Identity

**Warburg Pincus**

BitSight Technologies

CrowdStrike

eSentire

Zimperium

**Welsh, Carson, Anderson & Stowe**

Alert Logic

**Western Digital Capital**

Cohesity

**The Wicks Group**

EZShield

**Wing Venture Capital**

Cohesity

Cumulus Networks

Synack

**Wipro Ventures**

Vectra Networks

**World Innovation Lab**

Digital Shadows

**XT Investments**

Checkmarx



## ACTIFIO

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

[www.actifio.com](http://www.actifio.com)  
855.886.8997

333 Wyman Street  
Waltham, MA 02451

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

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

### Key Officers:

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

### Board of Directors:

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

**Headcount:** 380

### Open Positions: 12

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

### Competition:

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

**Total Funding:** \$353M

### Key Investors:

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

Source: Company website, all revenues are CY-18





## ALERT LOGIC

**Founded:** 2002  
**Revenue:** >\$100M

[www.alertlogic.com](http://www.alertlogic.com)  
713.484.8383

1776 Yorktown, Suite 150  
Houston, TX 77056

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

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

### Key Officers:

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

### Competition:

Imperva  
Splunk  
SecureWorks  
TrendMicro  
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

**Headcount: ~700**

**Open Positions: 45**

U.S. based: 30  
International: 15  
Sales: 4  
Other: 41

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

## Focus On Your Business While We Monitor Threats For You 24x7

Investigating unreliable alerts wastes two-thirds of staff time while actual breaches go undetected an average of 146 days. With ActiveWatch managed detection and response you get actionable insight when it counts with:

Full Stack Assessment  
& Detection Analytics



24x7  
Expert Monitoring



Verified  
Reports



Live Notification and  
Help Within 15 Minutes  
of High-Severity Incident





## ALGOSEC

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

[www.algosec.com](http://www.algosec.com)  
888.358.3696

65 Challenger Rd, Suite 310,  
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 cyberattacks to certain business processes, allowing companies to significantly mitigate risks. With a host of products that have a differentiated offering, AlgoSec has been able to accumulate over 1,500 customers and 20 of the Fortune 50.

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

### Key Officers:

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

### Board of Directors:

Not Listed

**Headcount:** 400

### Open Positions: 31

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

### Competition:

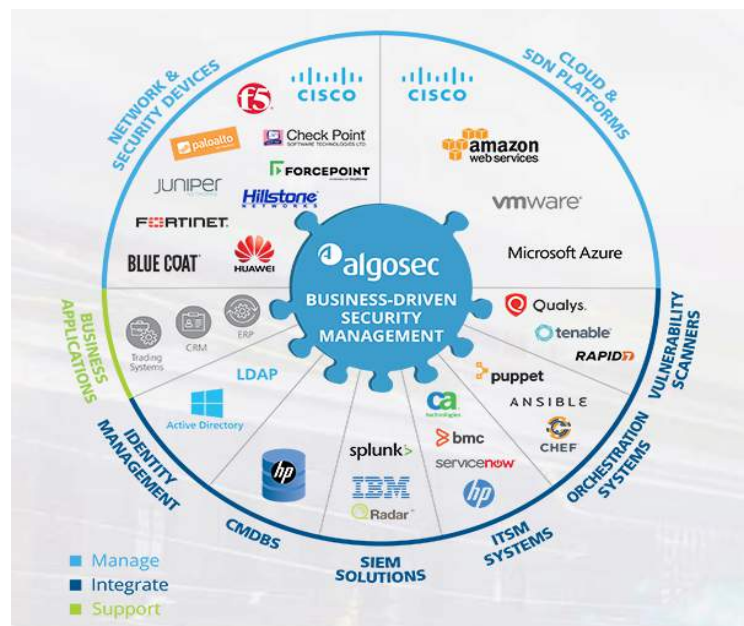
Tufin  
Skybox  
FireMon  
Palo Alto Networks  
Fortinet  
Cisco  
Check Point

**Total Funding:** \$36M

### Key Investors:

Claridge Israel

Source: Company website, all revenues are CY-18



**ANCHORFREE**

**Founded:** 2005  
**Revenue:** >\$100M

www.anchorfree.com  
 408.744.1002

1800 Seaport Blvd.  
 Redwood City, CA 94063

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

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

**Key Officers:**

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

**Board of Directors:**

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

**Competition:**

Tunnel Bear (McAfee)  
 Hide My Ass! (HMA!)

**Total Funding: \$294M**

**Key Investors:**

WndrCo  
 Accel Ventures  
 8VC  
 Green Bay Ventures  
 SignalFire  
 Goldman Sachs

**Headcount: ~130**

**Open Positions: 43**

U.S. based: 31  
 International: 12  
 Sales: 1  
 Other: 42

Source: Company website, all revenues are CY-18







## 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, and provides strong service organization control (SOC) and it has varied offerings including DDoS protection, Malware protection, and log management to secure an infrastructure.

### Key Officers:

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

### Competition:

Alert Logic  
Imperva  
Splunk  
SecureWorks  
TrendMicro

**Total Funding: \$149M**

### Key Investors:

ST Telemedia  
Stephens Group, LLC  
The Circumference Group

### Board of Directors:

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

**Headcount: ~240**

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

### Open Positions: 33

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





## ARXAN

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

[www.arxan.com](http://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 – SVP, Ops & Corp. Development  
 Rusty Carter – VP, Product Management  
 Aaron Lint – VP, Research & Chief Scientist  
 Deborah McGinn – VP, Global Marketing  
 James Love – Chief Revenue Officer  
 Charlie Velasquez - CFO

### Board of Directors:

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

### Competition:

whiteCryption  
 Lookout

### Total Funding:

Acquired by TA Associates in 2013 for \$132M

### Key Investors:

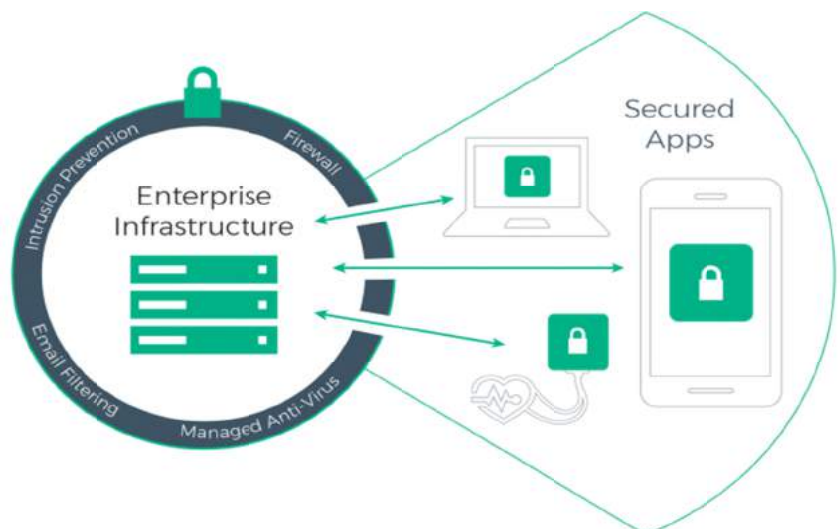
EDF Ventures  
 Legend Ventures  
 Paladin Capital Group  
 Solstice Capital  
 TDF Ventures  
 Trident Capital

**Headcount: 120**

### Open Positions: 3

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

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





## AUTH0

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

[www.auth0.com](http://www.auth0.com)  
425.312.6521

10800 NE 8th St., Suite 600  
Bellevue, WA, 98004

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

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

### Key Officers:

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

### Competition:

RSA  
Okta  
OneLogin  
Duo  
Ping Identity

### Total Funding: \$109M

### Board of Directors:

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

### Key Investors:

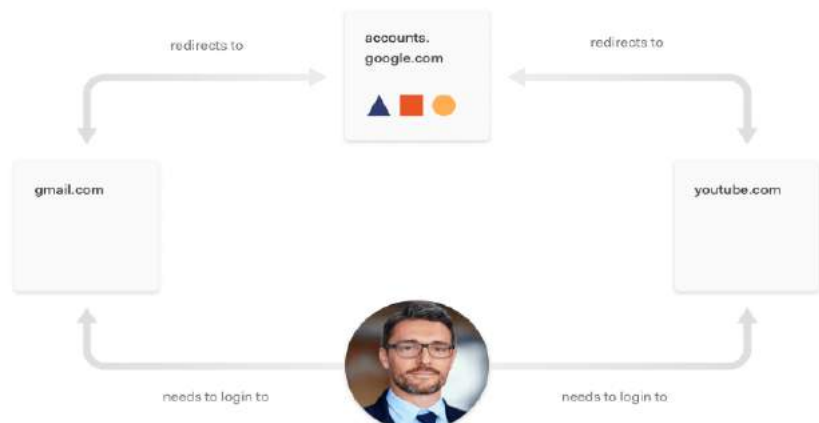
Bessemer Venture Partners  
Sapphire Ventures  
K9 Ventures  
Meritech Capital Partners  
Trinity Ventures  
World Innovation Lab

**Headcount: 387**

### Open Positions: 61

U.S. based: 36  
International: 25  
Sales: 15  
Other: 46

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



**BIG SWITCH NETWORKS, INC.****Founded:** 2010**Revenue:** \$50M-\$100M

www.bigswitch.com

650.322.6510

3111 Coronado Dr., Building A  
Santa Clara, CA 95054

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

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

**Key Officers:**

Douglas Murray – President &amp; CEO

Kyle Forster – Co-founder

Prashant Gandhi – VP &amp; Chief Product Officer

Gregg Holzrichter – VP, Marketing and CMO

Susheel Chitre – VP of Business Development

Joe Palazola – VP, WW Operations and Customer Support

Alan Hase – VP, Engineering &amp; CDO

Seamus Hennessy – CFO

**Competition:**

Cisco

Arista

**Total Funding: \$119M****Key Investors:**

Accton

CID Group

Intel Capital

Index Ventures

Khosla Ventures

Redpoint

SilverLake

TriplePoint Capital

Morgenthaler Ventures

Dell Technologies Capital

MSD Capital

**Board of Directors:**

Douglas Murray – President &amp; CEO, Big Switch Networks

Bruce Armstrong – Operating Partner, Khosla Ventures

Kyle Forster – Co-Founder, Big Switch Networks

Bill Meehan – Lecturer, Stanford University Graduate School of Business

Gary Morgenthaler – Partner, Morgenthaler

Mike Volpi – Partner, Index Ventures

Dan Warmenhoven – Former CEO, NetApp

**Headcount: 200****Open Positions: 14**

U.S. based: 12

International: 2

Sales: 5

Other: 9

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

## BITSIGHT TECHNOLOGIES

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

[www.bitsighttech.com](http://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 maintained a consistent growth rate of 90%, with a gross margin above 80%.

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

### Key Officers:

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

### Board of Directors:

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

### Competition:

SecurityScorecard  
 RiskRecon

**Total Funding: \$151M**

### Key Investors:

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

**Headcount: >400**

### Open Positions: 24

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

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





## BUGCROWD

**Founded:** 2011  
**Revenue:** \$0M-\$25M

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 >90,000 hackers, and automatically selects the right hacker for the right job.

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

### Key Officers:

Ashish Gupta – CEO  
 Casey Ellis – Chairman, Founder and CTO  
 Nicholas Telford – CFO  
 David Baker – Chief Strategy Officer  
 Mark Milani – Global Head of Engineering  
 Rick Beattie – VP of Global Sales  
 Jason Haddix – VP of Researcher Growth  
 Michael Schultz – VP of Marketing

### Competition:

HackerOne

**Total Funding: \$48.7M**

### Key Investors:

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

### Board of Directors:

Not Listed

**Headcount: >100**

### Open Positions: 10

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

Source: Company website, all revenues are CY-18

		
<b>Outhack Them All</b>	<b>Cost Effective</b>	<b>Lower Operational Overhead</b>
Incentivized researchers think more creatively than scanners, uncovering high-impact vulnerabilities.	Pay only for results, and not for the time or effort it took to find them.	A cloud-based, managed solution integrates into your existing SDLC with zero maintenance.



## CENTRIFY

**Founded:** 2004  
**Revenue:** >\$100M

[www.centrify.com](http://www.centrify.com)  
669.444.5200

3300 Tannery Way  
Santa Clara, CA 95054

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

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

### Key Officers:

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

### Competition:

Microsoft  
CyberArk  
Bomgar  
Thycotic

### Board of Directors:

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

### Total Funding:

\$94M (acquired by Thoma Bravo in 2018)

### Key Investors:

Thoma Bravo

**Headcount: 250**

**Open Positions: 25**

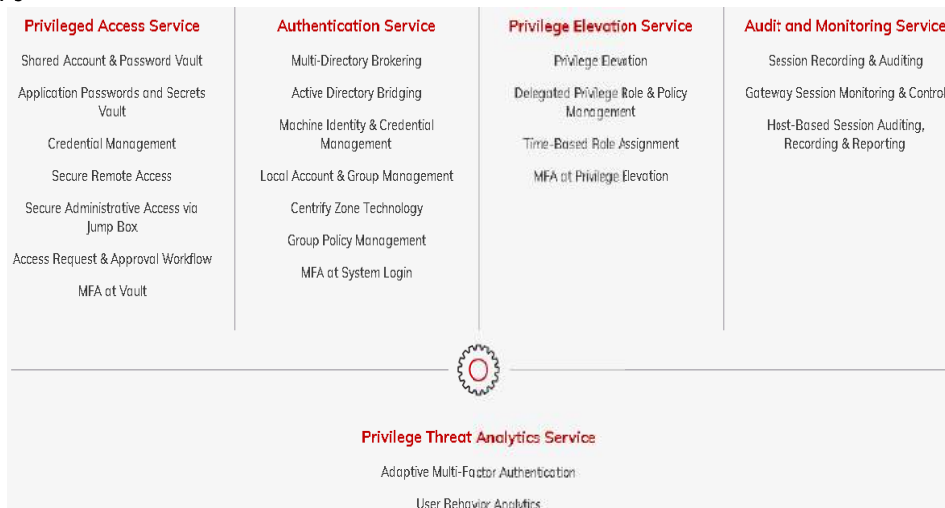
U.S. based: 25

International: 0

Sales: 16

Other: 9

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





## CHECKMARX

**Founded:** 2006  
**Revenue:** \$50M-\$100M

[www.checkmarx.com](http://www.checkmarx.com)  
 917.470.9501

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

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

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

### Key Officers:

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

### Competition:

HP (Fortify)  
 CyberArk  
 Veracode  
 Synopsys  
 White Hat

**Total Funding: \$92M**

### Key Investors:

Insight Venture Partners  
 Ofer Hi-Tech  
 Salesforce Ventures  
 XT Investments  
 Naiot Ventures

### Board of Directors:

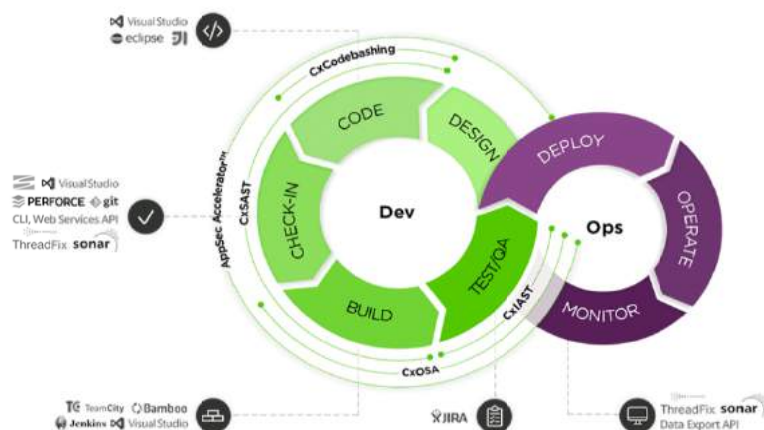
John True – GP, Cultivation Capital  
 David (Dede) Goldschmidt – Former MP & CEO, Mofet Technology Fund  
 Emmanuel Benzaquen – CEO, Checkmarx  
 Maty Siman – Founder & CTO, Checkmarx

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

**Headcount: ~500**

### Open Positions: 40

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





## CLOUDFLARE

**Founded:** 2009  
**Revenue:** >\$100M

[www.cloudflare.com](http://www.cloudflare.com)  
888.993.5273

101 Townsend Street  
San Francisco, CA 94107

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

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

### Key Officers:

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

### Competition:

Akamai Technologies  
Limelight Networks

**Total Funding: \$182M**

### Board of Directors:

Not Listed

**Headcount: ~575**

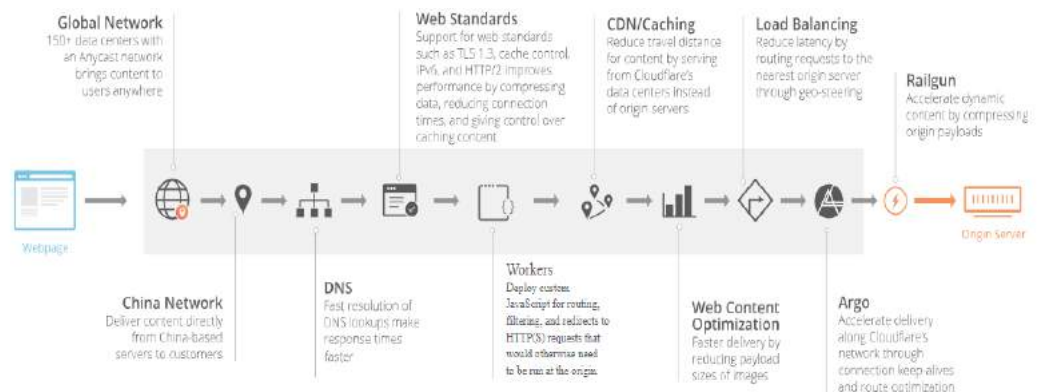
### Open Positions: 175

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

### Key Investors:

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

Source: Company website, all revenues are CY-18





## CLOUDIAN

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

[www.cloudian.com](http://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 interface (APIs), which Amazon has made into the de-facto standard for object storage. In March of 2018, the company acquired Infinity Storage, a leader in software-defined file storage solutions. This acquisition enabled Cloudian to offer integrated file and object-based storage solutions that combine all unstructured data types into a scalable storage pool.

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

### Key Officers:

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

### Competition:

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

### Total Funding: \$104M

### Key Investors:

Fidelity  
 Goldman Sachs  
 Innovation Network Corporation of Japan  
 Intel Capital  
 Digital Alpha Advisors

### Board of Directors:

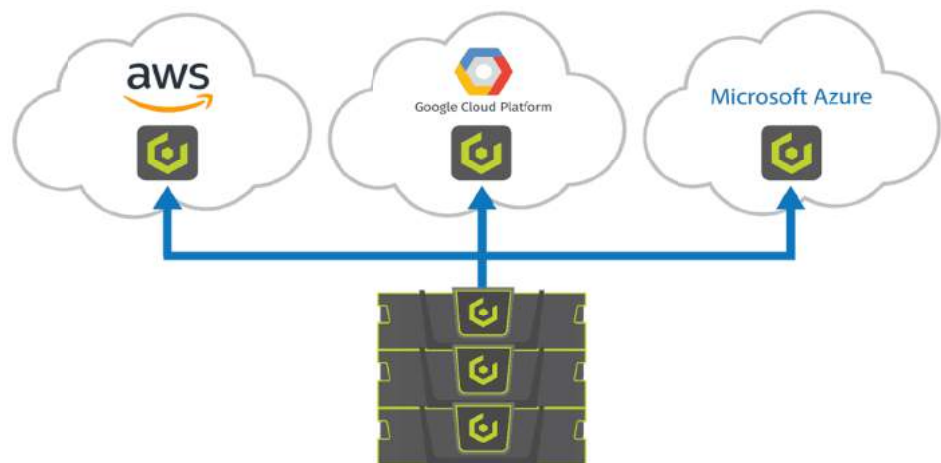
Not Listed

### Headcount: 160

### Open Positions: 15

U.S. based: 10  
 International: 5  
 Sales: 1  
 Other: 14

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





**Founded:** 2001  
**Revenue:** >\$100M

www.code42.com  
844.333.4242

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

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

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

#### Key Officers:

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

#### Competition:

HPE  
Dell/EMC  
Symantec  
IBM

**Total Funding: \$138M**

#### Key Investors:

Accel Partners  
JMI Equity  
New Enterprise Associates  
Split Rock Partners

#### Board of Directors:

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

**Headcount: >400**

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

#### Open Positions: 15

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

<b>Backup + Restore</b> Rapidly recover from any end-user data incident.	<b>Forensic File Search</b> Security investigations made fast, simple and comprehensive.
<b>Device Migration</b> Make moving end-user data simple and lightning-fast.	<b>File Exfiltration Detection</b> Protect intellectual property (IP) from leaving your organization.
<b>Legal Hold</b> Collect and preserve end-user electronically stored information.	<b>Security Insights</b> Data aggregation, visualization and analytics.





## COFENSE

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

[www.cofense.com](http://www.cofense.com)  
 703.652.0717

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

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

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

### Key Officers:

Rohyt Belani – Co-founder & CEO  
 Aaron Higbee – Co-founder & CTO  
 Keith Ibarguen – Chief Product Officer  
 Mel Wesley – CFO  
 Shane McGee – General Counsel & Chief Privacy Officer  
 Brian Stone – SVP, Global Sales

### Board of Directors:

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

### Competition:

KnowBe4  
 Wombat (Proofpoint)

### Total Funding: \$58M

### Key Investors:

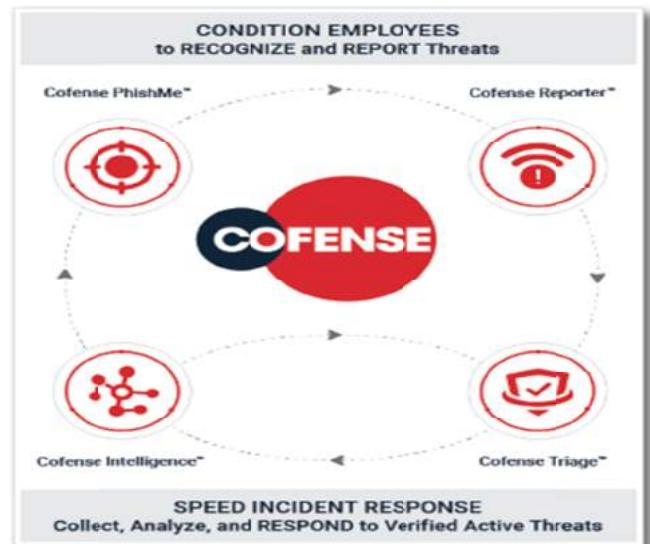
Telstra Ventures  
 Pamplona Capital Management  
 BlackRock  
 Adams Street Partners

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

**Headcount: 504**

### Open Positions: 36

U.S. based: 27  
 International: 9  
 Sales: 10  
 Other: 26



## COHESITY

**Founded:** 2013  
**Revenue:** >\$100M

www.cohesity.com  
855.926.4374

300 Park Avenue  
San Jose, CA 95110

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

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

**Key Officers:**

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

**Competition:**

Commvault  
Dell/EMC  
NetApp  
Rubrik  
Veeam  
Veritas

**Total Funding: \$410M**

**Board of Directors:**

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

### Key Investors:

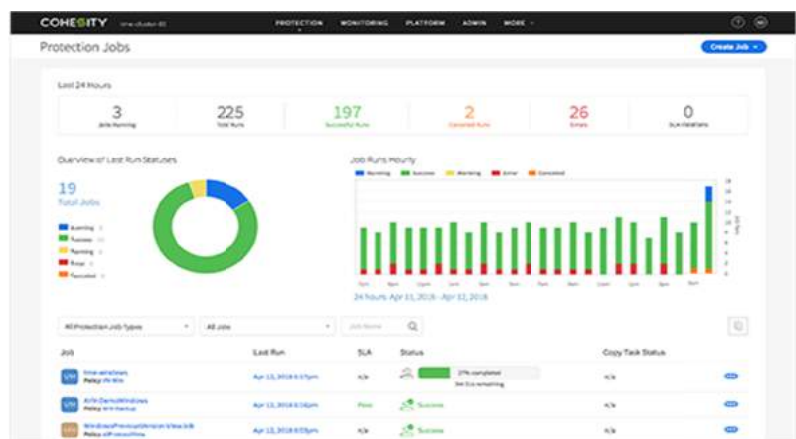
SoftBank  
Cisco Investments  
Hewlett Packard Pathfinder  
Morgan Stanley Expansion Capital  
Sequoia Capital  
Accel  
Battery Ventures  
GV  
Foundation Capital

**Headcount: 700**

Source: Company website, all revenues are CY-18

**Open Positions: 63**

U.S. based: 47  
International: 16  
Sales: 33  
Other: 30







## CONTRAST SECURITY

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

www.contrastsecurity.com  
 888.371.1333

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

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

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

### Key Officers:

Alan Naumann – Chairman of the Board, President & CEO  
 Jeff Williams – Co-founder & CTO  
 Arshan 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

### Competition:

Veracode  
 HP Fortify  
 Checkmarx  
 Synopsys (BlackDuck)  
 Imperva (Prevoty)  
 WhiteHat  
 Qualys

**Total Funding: \$54M**

### Board of Directors:

Alan Naumann – Chairman of the Board, President & CEO, Contrast Security  
 Jeff Williams – Co-Founder & CTO, Contrast Security  
 Rami Elkhatab – General Partner, Acero Capital  
 Steve Herrod – MD, General Catalyst  
 John M. Jack – Ex-CEO, Fortify  
 Dharmesh Thakker – MD, Battery Venture

### Key Investors:

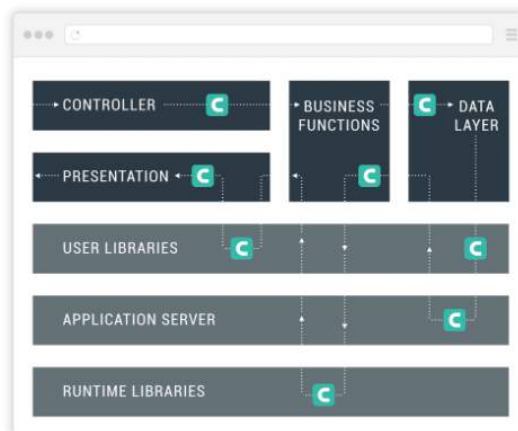
Acero Capital  
 General Catalyst  
 Battery Ventures  
 M12  
 AXA Venture Partners

**Headcount: 140**

### Open Positions: 39

U.S. based: 35  
 International: 4  
 Sales: 19  
 Other: 20

Source: Company website, all revenues are CY-18



Integrate Contrast seamlessly across the application stack. It's easily scalable across your application portfolio and stakeholders.

[Listen to webinar](#)

## CounterTack COUNTERTACK

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

www.countertack.com  
855.893.5428

100 Fifth Ave., First Floor  
Waltham, MA 02451

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

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

### Key Officers:

Neal Creighton – CEO  
Jim Harrison – CFO  
Michael Davis – CTO  
Pascal Fortin – President  
Raj Dodhiawala – CPO  
Mike Deskewies – VP, Strategic Sales & Channel Partners  
Matt Addington – EVP, Federal Business  
William Ronca III – SVP, Global Sales

### Competition:

Carbon Black  
CrowdStrike  
Arctic Wolf  
Symantec  
McAfee  
eSentire

**Total Funding: \$92M**

### Board of Directors:

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

### Key Investors:

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

**Headcount: ~160**

**Open Positions:** No openings at this time

Source: Company website, all revenues are CY-17





## CRADLEPOINT

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

[www.cradlepoint.com](http://www.cradlepoint.com)  
855.813.3385

1111 W. Jefferson St.  
Boise, ID 83702

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

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

### Key Officers:

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

### Board of Directors:

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

### Competition:

Cisco (Meraki)  
Ubiquiti  
Cambium  
Fortinet  
Sierra Wireless

**Total Funding: \$163M**

### Key Investors:

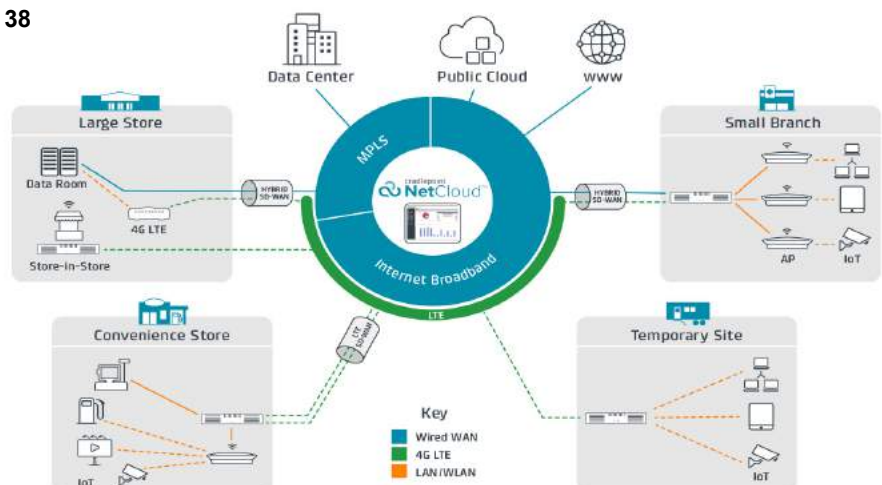
TCV  
Sorenson Capital  
Mercato Partners  
Venture Partners

**Headcount: 500**

### Open Positions: 38

U.S. based: 38  
International: 0  
Sales: 17  
Other: 21

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





## CROWDSTRIKE

**Founded:** 2011  
**Revenue:** >\$100M

[www.crowdstrike.com](http://www.crowdstrike.com)  
855.461.9795

15440 Laguna Canyon Rd., Ste. 250  
Irvine, CA 92618

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

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

### Key Officers:

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

### Competition:

EMC/RSA  
Cylance  
FireEye/Mandiant  
Intel/McAfee  
Symantec  
Palo Alto Networks (Traps)  
Tanium

**Total Funding: \$481M**

### Key Investors:

Accel Partners  
IVP  
General Atlantic  
Telstra Ventures  
CapitalG  
March Capital Partners  
Warburg Pincus  
Rackspace Hosting

### Board of Directors:

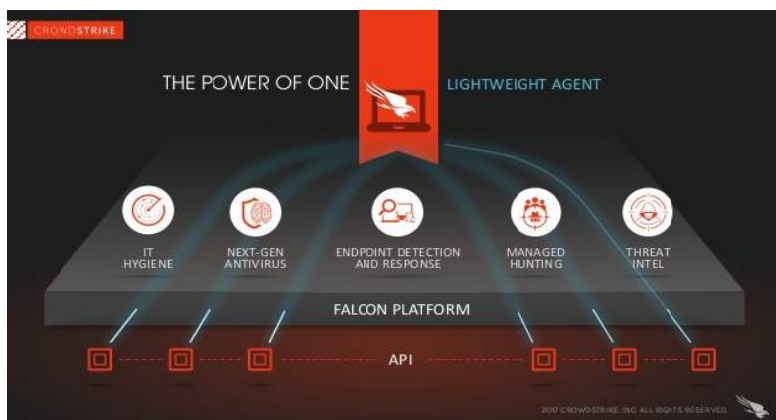
Gerhard Watzinger – Former CSO, McAfee  
George Kurtz – President & CEO, CrowdStrike  
Denis O'Leary – MP, Encore Financial Partners  
Cary Davis – MD, Warburg Pincus  
Sameer Gandhi – Partner, Accel Partners  
Joseph Landy – Co-CEO, Warburg Pincus  
Joe Sexton – President (retired), AppDynamics  
Godfrey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

**Headcount: 1150**

**Open Positions: 100**

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

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





## CUMULUS NETWORKS

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

[www.cumulusnetworks.com](http://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 1,100 customers, including one third of the Fortune 50.

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

### Key Officers:

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

### 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

### Board of Directors:

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

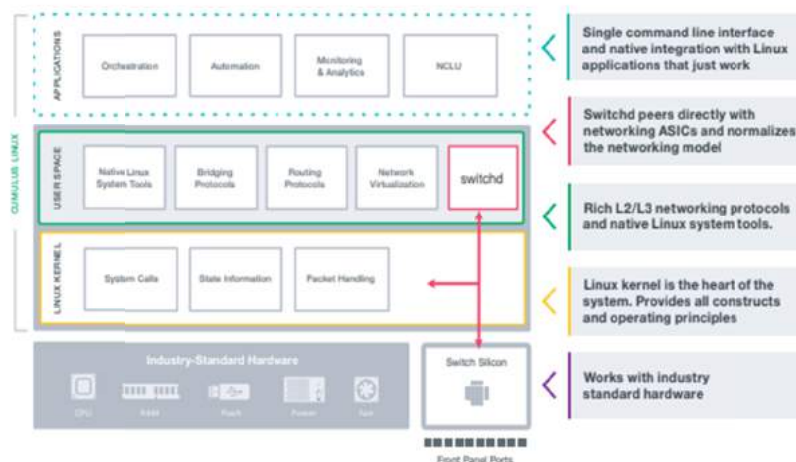
**Headcount: 160**

### Open Positions: 13

U.S. based: 11  
 International: 2  
 Sales: 5  
 Other: 8

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

### Cumulus Linux architecture







## CYBERA

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

**www.cybera.com**  
**866.429.2372**

**9009 Carothers Parkway, C5**  
**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 and it delivers secure application networks rather than site-to-site connections and virtual private networks (VPNs). Cybera is able to minimize cyber-threat profiles and the regulatory compliance scope of various environments by giving each application its own secure network based on specific business needs.

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

### Key Officers:

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

### Competition:

VMware  
Cisco  
Silver Peak  
Trustwave  
Fortinet

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

### 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

### Key Investors:

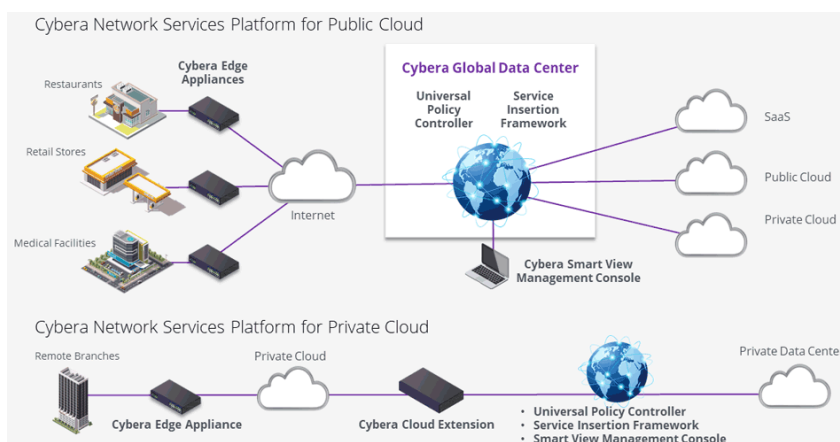
Adams Street Partners  
Sumeru Equity Partners

**Headcount: 145**

### Open Positions: 3

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

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





## CYBEREASON

**Founded:** 2006  
**Revenue:** \$50M-\$100M

[www.cybereason.com](http://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  
Bhanu Sareddy – Chief Customer Officer  
Cindy Klein Roche – CMO  
Ziv Oren – CIO  
Sam Curry – Chief Security Officer  
Israel Barak – CISO  
Andy Byron – Chief Revenue Officer  
Shai Horovitz – CEO Cybereason Japan & Global  
Head of Business Development  
Emmy Linder – COO

### Competition:

CrowdStrike  
Cylance  
Intel/McAfee  
SentinelOne  
Symantec  
Tanium

**Total Funding: \$189M**

### Key Investors:

CRVSoftBank  
Spark Capital

### Board of Directors:

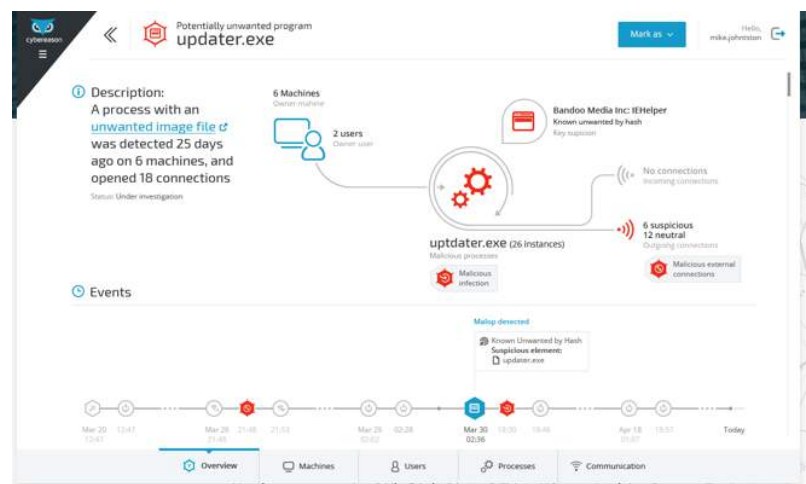
Not Listed

**Headcount: 400+**

### Open Positions: 41

U.S. based: 23  
International: 18  
Sales: 29  
Other: 12

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







## DATERA

**Founded:** 2013  
**Revenue:** <\$25M\*

[www.datera.io/](http://www.datera.io/)  
650.384.6366

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

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

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

### Key Officers:

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

### Competition:

Dell/EMC  
NetApp  
VMware

**Total Funding: \$40M**

### Key Investors:

Andy Bechtolsheim  
Khosla Ventures  
Samsung Ventures  
Pradeep Sindhu

### Board of Directors:

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

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

**Headcount: ~100**

### Open Positions: 5

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





## DIGITAL GUARDIAN

**Founded:** 2003

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

[www.digitalguardian.com](http://www.digitalguardian.com)

781.788.8180

275 Wyman Street, Suite 250  
Waltham, MA 02451

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

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

### Key Officers:

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

### Competition:

Forcepoint  
Symantec  
McAfee

**Total Funding: \$138M**

### 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

### Key Investors:

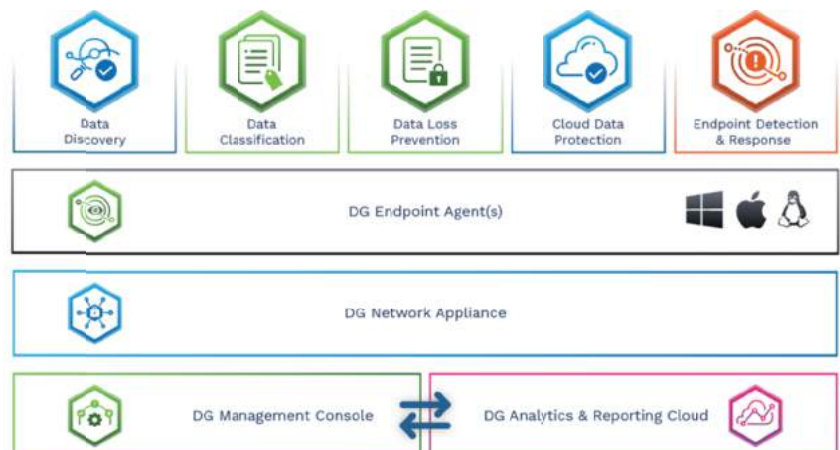
Brookline Venture Partners  
Fairhaven Capital Partners  
General Electric Pension Trust  
LLR Partners  
MassMutual  
Next47

**Headcount: ~ 404**

### Open Positions: 14

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

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



## digital shadows

### DIGITAL SHADOWS

**Founded:** 2011  
**Revenue:** <\$25M

www.digitalshadows.com  
888.889.4143

332 Pine Street, Suite 600  
San Francisco, CA 94104

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

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

#### Key Officers:

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

#### Board of Directors:

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

#### Competition:

RiskIQ  
Recorded Future  
ZeroFOX  
Flashpoint (Intel)

**Total Funding: \$49M**

#### Key Investors:

Trinity Ventures  
Octopus Ventures  
Storm Ventures  
Passion Capital  
Industry Ventures  
World Innovation Lab  
TenEleven Ventures

**Headcount: ~ 185**

#### Open Positions: 8

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

Source: Company website, all revenues are CY-18





## DRUVA

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

[www.druva.com](http://www.druva.com)  
844.303.7882

150 Mathilda Place, Suite 450  
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  
Thorsten Freitag – Chief Revenue Officer  
Sherry Lowe – CMO  
Mike Palmer – Chief Product Officer  
Mahesh Patel – CFO  
James Takazawa – Chief People Officer  
Bridget Warwick – Chief of Staff

### Competition:

Code42  
Veeam  
Commvault  
Veritas  
Acronis

**Total Funding: \$198M**

### Board of Directors:

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

### Key Investors:

Tenaya Capital  
Sequoia Capital  
Riverwood Capital  
Nexus Venture Partners  
NTT Finance Corp.  
Hercules Capital  
EDBI  
Dell Technologies Capital  
Blue Cloud Ventures

**Headcount: ~600**

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

### Open Positions: 73

U.S. based: 26  
International: 47  
Sales: 23  
Other: 50



#### 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.

## ENDGAME.

### ENDGAME

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

[www.endgame.com](http://www.endgame.com)  
703.650.1250

3101 Wilson Blvd., Suite 500  
Arlington, VA 22201

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

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

#### Key Officers:

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

#### Board of Directors:

Shelley Leibowitz – Founder, SL Advisory  
David Cowan – Bessemer Venture Partners  
Arun Gupta – Columbia Capital  
Lt. Gen. Kenneth Minihan – MD, Paladin Capital Group  
Thomas Noonan – Partner, TechOperators LLC  
Ted Schlein – Gen. Partner, Kleiner Perkins  
Caufield & Byers  
Chris Darby – President & CEO, In-Q-Tel

#### Competition:

CrowdStrike  
Cybereason  
Tanium  
Carbon Black  
Cylance

**Total Funding: \$111M**

#### Key Investors:

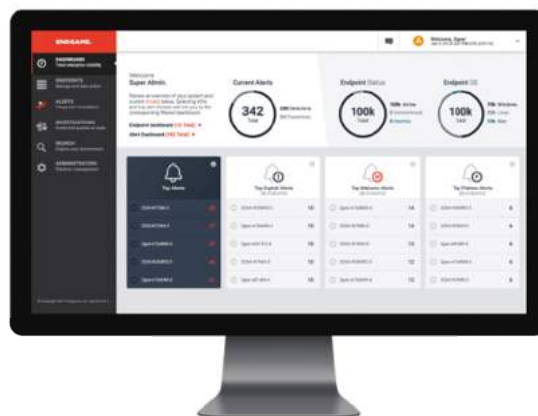
Bessemer Venture Partners  
Columbia Capital  
Edgemoor Capital  
Kleiner Perkins Caufield & Byers  
Paladin Capital Group  
TechOperators  
Top Tier Capital Partners

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

**Headcount: 150**

**Open Positions: 41**

U.S. based: 41  
International: 0  
Sales: 9  
Other: 32





## ESENTIRE

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

[www.esentire.com](http://www.esentire.com)  
 519.651.2200

278 Pinebush Road, Suite 101  
 Cambridge, ON N1T 1Z6

**Company Summary:** eSentire launched its managed security service in 2008 and has since been experiencing robust operational and geographic growth. eSentire aims to simplify cybersecurity for mid-sized enterprises with personalized threat management services, which include analysts and expert advisers at its Security Operations Center (SOC), as well as 24x7 managed detection and response (MDR). The platform provides real-time network and endpoint threat detection, prevention, and response and is continually providing data to the SOC. With over 650 customers and a 97% customer retention rate, eSentire is continuing to grow as a leader in MDR.

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

### Key Officers:

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

### Competition:

CrowdStrike  
 Carbon Black

### Total Funding: \$39M

### Key Investors:

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

### Board of Directors:

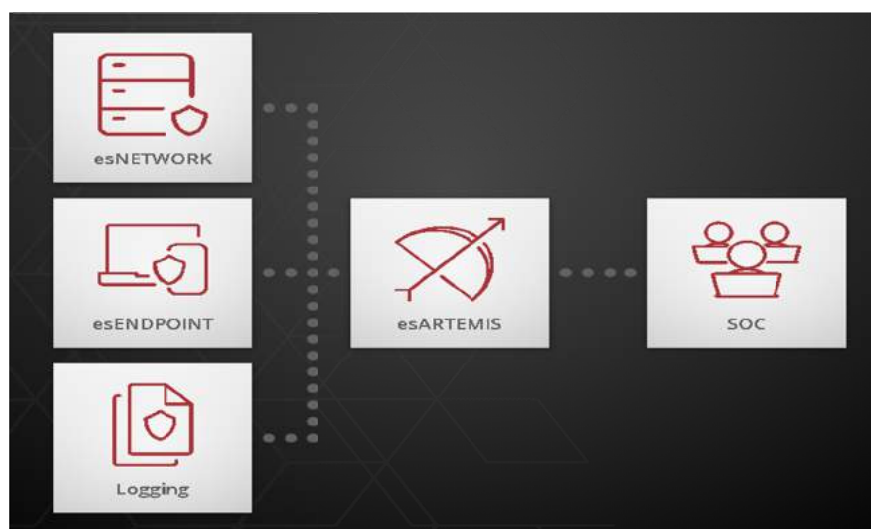
Not Listed

### Headcount: 375

### Open Positions: 25

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

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







## EXTRAHOP

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

[www.extrahop.com](http://www.extrahop.com)  
877.333.9872

520 Pike Street, Suite 1600  
Seattle, WA 98101

**Company Summary:** ExtraHop delivers real-time analytics and cloud-based machine learning for security and performance analytics. Through its analysis of wire data, ExtraHop is able to discover, observe, and analyze all applications, hosts, clients and infrastructure within an enterprise's network. This information allows businesses to correlate information and make real-time decisions to move a business forward. Most recently, it has ventured into more security use cases, with its Reveal(x) product offering.

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

### Key Officers:

Arif Kareem – CEO & President  
Jesse Rothstein – Co-founder & CTO  
Raja Mukerji – Co-founder & CCO  
John Matthews – CIO  
Chris Lehman – SVP, WW Sales & Channel  
Bryce Hein – SVP, Marketing

### Competition:

Compuware  
Riverbed (OPNET)  
Openview  
Splunk

**Total Funding: \$62M**

### Board of Directors:

George Bischof – MD, Meritech  
Ted Coons – Principal, TCV  
Matt McIlwain – MD, Madrona Venture Group  
Raja Mukerji – CCO, ExtraHop  
Arif Kareem – CEO, ExtraHop  
Jesse Rothstein – CTO, ExtraHop

### Key Investors:

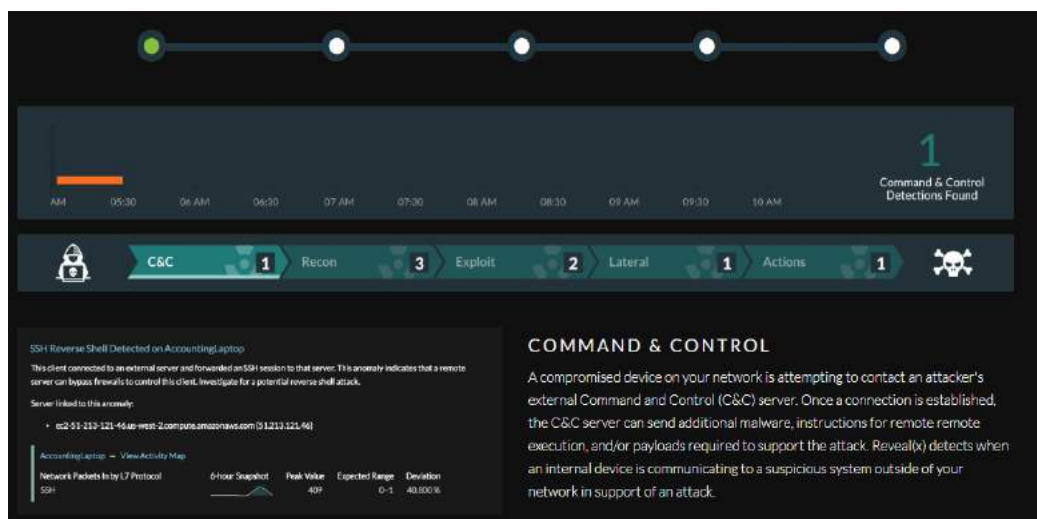
Andreessen Horowitz  
Madrona Venture Group  
Meritech Capital Partners  
Technology Crossover Ventures

**Headcount: 300**

**Open Positions: 59**

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

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





**EZSHIELD**

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

www.ezshield.com  
 888.439.7443

415 Williams Ct., Suite 116  
 Baltimore, MD 21220

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

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

**Key Officers:**

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

**Competition:**

LifeLock  
 IdentityGuard  
 Trusted ID (Equifax)  
 Experian

**Total Funding:**

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

**Board of Directors:**

Not listed

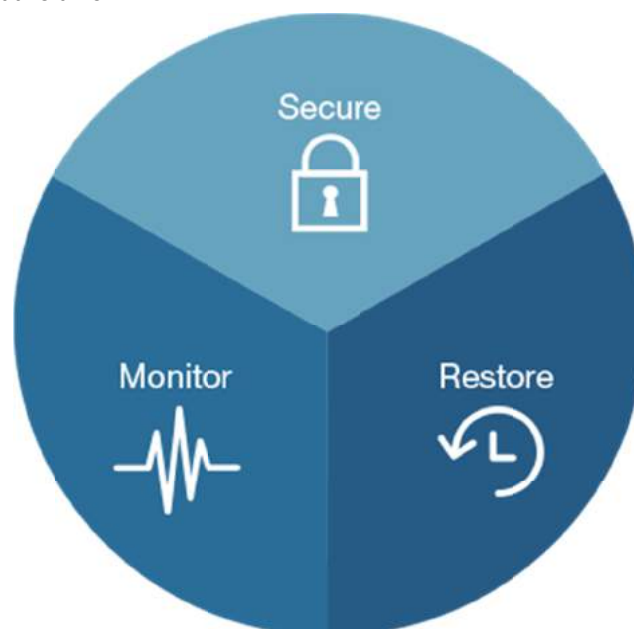
**Key Investors:**

The Wicks Group of Companies

**Headcount:** 75

**Open Positions:** Not actively hiring at this time

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



## FIREMON

### FIREMON

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

[www.firemon.com](http://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  
Matt Dean – VP of Product Strategy  
Jim Weakley – SVP Global Services  
Donald Klumb – CFO  
Dan Lamorena – CMO  
Reggie Best – CEO, Lumeta

#### Competition:

Tufin  
Skybox  
AlgoSec  
Palo Alto Networks  
Fortinet  
Cisco  
Check Point Software

#### Board of Directors:

Not Listed

**Total Funding:** Not Listed

**Headcount:** 250

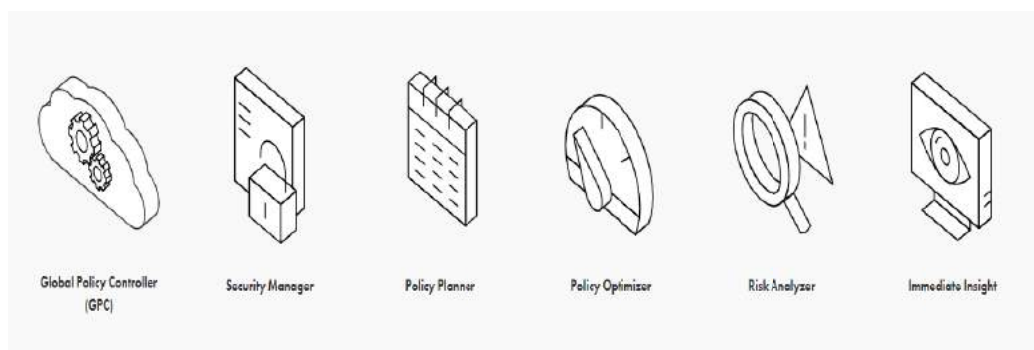
#### Investors:

Not Listed

#### Open Positions: 11

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

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





## FLEXERA

**Founded:** 2008  
**Revenue:** >\$100M

[www.flexera.com](http://www.flexera.com)  
800.374.4353

300 Park Blvd, Suite 500  
Itasca, IL 60143

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

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

### Key Officers:

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

### Board of Directors:

Not Listed

**Headcount:** ~650

**Open Positions:** 98

U.S. Based: 47

International: 51

Sales: 17

Other: 81

### Competition:

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

**Total Funding:** NA

### Investors:

TA Associates  
Ontario Teacher's Pension Fund

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





## FORCEPOINT

**Founded:** 1994  
**Revenue:** >\$100M

[www.forcepoint.com](http://www.forcepoint.com)  
800.723.1166

10900-A Stonelake Blvd., Ste. 350  
Austin, TX 78759

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

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

### Key Officers:

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

### Competition:

SonicWall  
Palo Alto Networks  
Fortinet  
Cisco  
Check Point Software

### Board of Directors:

Not Listed

### Total Funding:

Acquired by Raytheon in 2015

### Headcount: Unknown

### Investors:

Raytheon Co.

### Open Positions: 279

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

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



#### Decrypt traffic while safeguarding privacy

Inspect attacks and stolen data hidden inside encrypted SSL/TLS traffic while still protecting users' privacy.



#### Extend your network into the cloud

Deploy applications safely in [Amazon Web Services](#), [Azure](#), and VMware. Segment different service layers and manage virtual NGFWs and IPSs the same way as physical appliances.



#### Control access to web content

Limit users' access to entire categories of websites containing inappropriate or unsafe content with URL intelligence that's depended upon around the globe.



#### Protect high-assurance systems

Safeguard your most sensitive, mission-critical networks and applications with Forcepoint's renowned Sidewinder proxy technology.



#### Regain control of shadow IT

Understand the risk associated with unsanctioned [cloud apps](#) so you can redirect users to more appropriate apps or block them altogether.



#### Offer SD-WAN and NGFW security as an MSSP

Manage enterprise-grade connectivity and protection from your own multi-tenant systems, with a business model tailored to the needs of MSSPs.



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

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

### Key Officers:

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

**Competition:**  
Okta

### Board of Directors:

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

**Total Funding: \$140M**

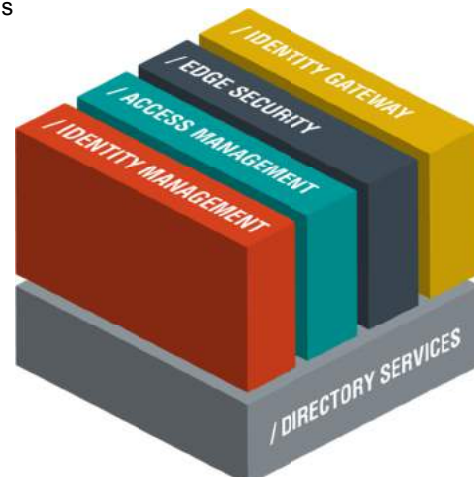
### Investors:

Accel Partners  
Foundation Capital  
KKR & Co.  
Meritech Capital Partners

**Headcount: ~550**

### Open Positions: 31

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



Source: Company website, all revenues are CY-18



## GUARDICORE

**Founded:** 2013  
**Revenue:** <\$25M

www.guardicore.com  
628.220.2670

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

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

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

### Key Officers:

Pavel Gurvich – CEO & Co-founder  
Ariel Zeitlin – Co-founder & CTO  
Yaron Bartov – CFO  
Ofir Wolf – COO  
Dror Sal'ee – VP Biz Dev & Co-Founder  
Sharon Besser – VP, Products  
Ori Aldor – VP, R&D  
Nathan Perdue – VP, Sales North America

### Competition:

Cisco (Tetration)  
VMware (NSX)  
Illumio  
CloudPassage

### 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

### Total Funding: \$46M

### Investors:

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

### Headcount: ~100

### Open Positions: 13

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

Source: Company website, all revenues are CY-18

**Hybrid Cloud**

Workload protection in hybrid cloud environments that span on-premises workloads, VMs, containers and deployments in public cloud IaaS including AWS, Azure and GCP.

[Learn More](#)

**Simplify Security**

Simplify security management with one platform that provides flow visibility, micro-segmentation, threat detection and incident response.

[Learn More](#)

**Enterprise Scalability**

Scalable to meet the performance and security requirements of any sized environment.

[Learn More](#)



## hackerone

## HACKERONE

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

[www.hackerone.com](http://www.hackerone.com)  
 415.891.0777

300 Montgomery St., 12th Floor  
 San Francisco, CA 94104

**Company Summary:** HackerOne is the first bug bounty platform, founded by security leaders from Facebook, Microsoft and Google, as a replacement for pen testing. Pen testing is costly, produces many false positives, and only occurs a few times a year, whereas HackerOne allows freelance hackers around the world to constantly find accurate vulnerabilities as ethical hackers compete for awards. HackerOne has many large companies on its platform, including Uber and Yahoo, and has recently started selling to the Department of Defense, Lufthansa, and Starbucks.

**Products/Services:** HackerOne offers an online product with over 850 platforms where freelance hackers can attempt to hack as if they were malicious, finding key vulnerabilities and bugs in the code. When the hackers find such vulnerabilities, they report them to the owner, which are then corrected in the SaaS platform. Hackers are compensated a minimum of \$500 or a maximum of \$10,000 for each bug they discover. HackerOne distributes reports on discovered bugs called Hacktivity to inform hackers and the companies, delivering transparency to the internet.

**Key Officers:**

Mårten Mickos – CEO  
 Alex Rice – Co-founder & CTO  
 Jobert Abma – Co-founder & Engineering  
 Michiel Prins – Co-founder & Product  
 Marjorie Janiewicz – VP, Sales  
 Tim DaRosa – VP, Marketing  
 Alex Bekker – VP, Engineering

**Competition:**

Cobalt  
 Synack  
 Bugcrowd

**Total Funding: \$74M**

**Investors:**

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

**Board of Directors:**

Not Listed

**Headcount: ~150**

**Open Positions: 14**

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

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



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

[www.iboss.com](http://www.iboss.com)  
877.742.6832

101 Federal St.  
Boston, MA 02110

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

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

### Key Officers:

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

### Board of Directors:

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

### Competition:

Zscaler  
Blue Coat/SYMC  
Cisco  
Forcepoint

**Total Funding: \$35M**

### Investors:

Goldman Sachs

**Headcount: ~400**

### Open Positions: 44

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

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





## ILLUMIO

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

[www.illumio.com](http://www.illumio.com)  
669.800.5000

920 De Guigne Dr.  
Sunnyvale, CA 94085

**Company Summary:** Illumio delivers adaptive security that works across the largest data centers and cloud computing environments, including some of the largest financial institutions. Illumio allows customers to gain live visibility, adaptive microsegmentation, and instant encryption without dependencies on the network or hypervisor. The product software is entirely decoupled from the underlying infrastructure through its proprietary mapping architecture, which eliminates traditional system dependencies. Adaptive segmentation filters traffic to enforce security policies, allowing performance boosts within a cloud environment. Illumio essentially delivers a local firewall that is built into the OS of every workload in the data center. Because Illumio is not beholden to the underlying infrastructure, customers can easily instrument and manage the firewall with centralized policies that are appropriate for the customer's environment.

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

### Key Officers:

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

### Competition:

Cisco  
CloudPassage  
Dome9  
GuardiCore  
RedSeal  
vArmour  
VMware

### Board of Directors:

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

### Total Funding: \$332.5M

### Investors:

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

### Headcount: 300

### Open Positions: 51

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

Source: Company website, all revenues are CY-18



## KNOWBE4



**Founded:** 2010  
**Revenue:** >\$100M

www.knowbe4.com  
855.566.9234

33 N Garden Ave., Ste. 1200  
Clearwater, FL 33755

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

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

### Key Officers:

Stu Sjouwerman – Founder and CEO  
Kevin Mitnick – Chief Hacking Officer

### Board of Directors:

Not Listed

**Headcount:** 600

### Open Positions: 38

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

### Competition:

Cofense  
Wombat Security Technologies  
PhishLine  
Inspired eLearning

**Total Funding:** \$44M

### Key Investors:

Goldman Sachs  
Elephant Partners

Source: Company website, all revenues are CY-18



*"Working with you is a breath of fresh air compared to other vendors who refuse to listen to what I ask and respond in kind."*

- J.C. - Vice President, Information Technology





## KOUNT

**Founded:** 2007  
**Revenue:** N/A

[www.kount.com](http://www.kount.com)  
866.919.2167

917 Lusk St., Suite 300  
Boise, ID, 83706

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

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

### Key Officers:

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

### Competition:

ThreatMetrix  
Sift Science  
Accertify  
CyberSource

**Total Funding: \$80M**

### 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

### Key Investors:

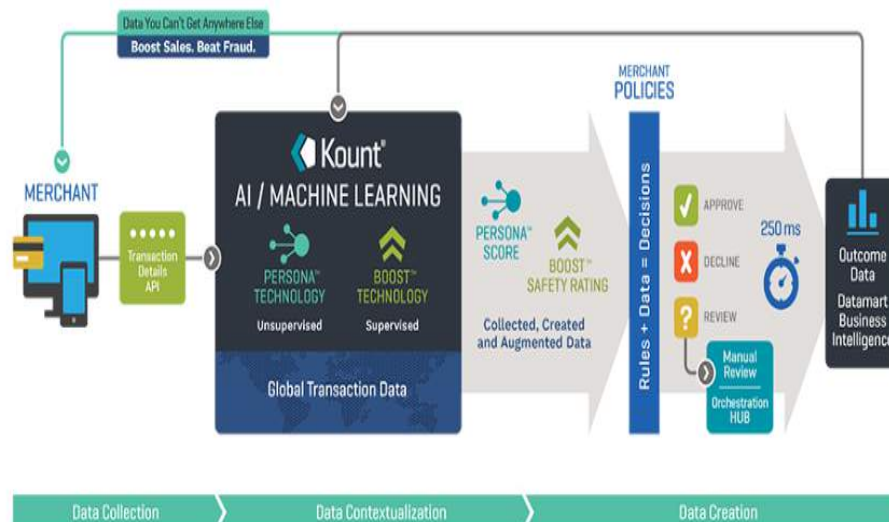
CVC Growth Partners

**Headcount: 160**

### Open Positions: 12

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

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





## KUDELSKI SECURITY

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

[www.kudelskisecurity.com](http://www.kudelskisecurity.com)  
623.235.2500

5090 N. 40th St., Suite 450  
Phoenix, AZ 85018

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

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

### Key Officers:

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

### Competition:

Optiv

**Total Funding:** Not Listed

### Key Investors:

Not Listed

### Board of Directors:

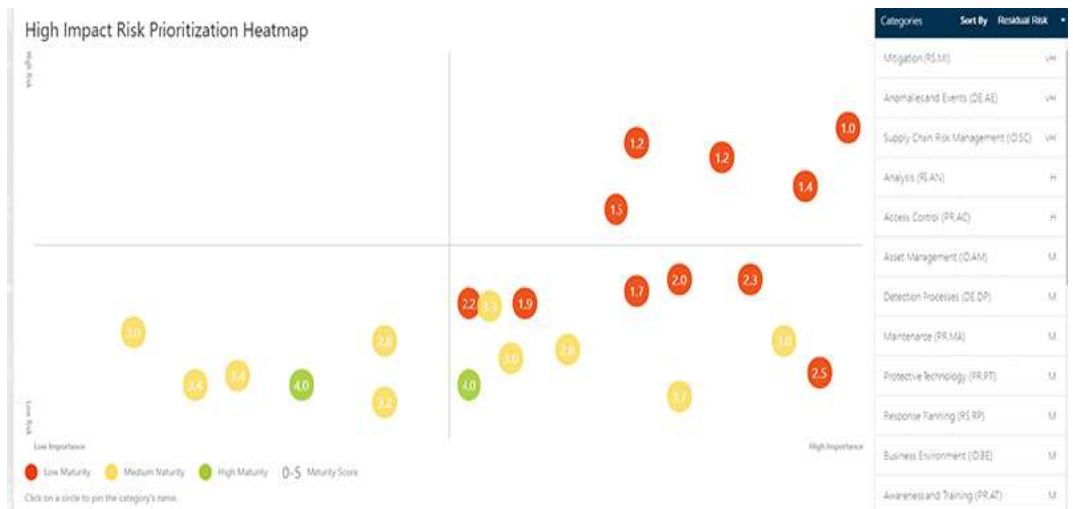
Not Listed

**Headcount:** 320

### Open Positions: 13

U.S. based: 6  
International: 7  
Sales: 6  
Other: 7

Source: Company website, all revenues are CY-18







## LOOKOUT

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

www.lookout.com  
 415.281.2820

1 Front Street, Suite 3100  
 San Francisco, CA 94111

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

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

### Key Officers:

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

### Competition:

Check Point Software  
 Skycure (Symantec)  
 Zimperium

**Total Funding: \$282M**

### Key Investors:

Accel Partners  
 Trilogy Ventures  
 Index Ventures  
 Blackrock  
 Andreessen Horowitz  
 Khosla Ventures

### 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 Partners  
 Kevin Mahaffey – Co-founder & CTO, Lookout  
 Mike Volpi – Partner, Index Ventures  
 David Weiden – Partner, Khosla Ventures

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

**Headcount: 350**

### Open Positions: 33

U.S. based: 26  
 International: 7  
 Sales: 13  
 Other: 20







## MALWAREBYTES

**Founded:** 2008  
**Revenue:** >\$100M

[www.malwarebytes.org](http://www.malwarebytes.org)  
800.520.2796

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

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

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

### Key Officers:

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

### Competition:

Symantec  
McAfee  
Palo Alto Networks  
FireEye  
CrowdStrike  
Cylance  
SentinelOne

### 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

**Total Funding: \$80M**

### Key Investors:

Fidelity Management Company  
Highland Capital Partners

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

**Headcount: 700**

**Open Positions: 49**

U.S. based: 40  
International: 9  
Sales: 9  
Other: 40

### For Home

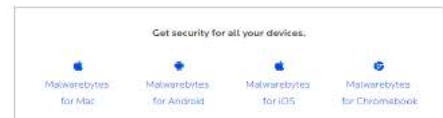
#### Malwarebytes for Windows

Peace of mind for your digital life

Multiple layers of malware-crushing tech. Smarter detection. Specialized ransomware protection. It's the cybersecurity computer pros recommend.

[BUY](#) [DOWNLOAD](#)

[LEARN MORE](#)



### For Business

[Compare business products and pricing](#)

#### Malwarebytes Endpoint Protection

Centralized cloud-based endpoint protection via a single lightweight agent.

[LEARN MORE](#)

[FREE TRIAL](#)

[CONTACT SALES](#)

#### Malwarebytes Endpoint Protection & Response

Integrates centralized cloud-based protection with detection and response capabilities via a single agent to eliminate EDR complexity.

[LEARN MORE](#)

[REQUEST TRIAL](#)

[CONTACT SALES](#)

#### Malwarebytes Incident Response

Rapidly respond with centrally-managed remediation.

[LEARN MORE](#)

[FREE TRIAL](#)

[CONTACT SALES](#)

#### Malwarebytes Endpoint Security

Centralized on-premises endpoint protection with multiple layers to break the attack chain.

[LEARN MORE](#)

[BUY 1-99 SEATS](#)

[CONTACT SALES](#)



## METASWITCH NETWORKS

**Founded:** 1981  
**Revenue:** >\$100M

www.metaswitch.com  
+44.20.8366.1177

100 Church St.  
Enfield, UK EN2 6BQ

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

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

### Key Officers:

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

### Competition:

Alcatel  
BroadSoft  
Cisco  
Ericsson  
Nokia  
Sonus  
Mavenir

### 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:

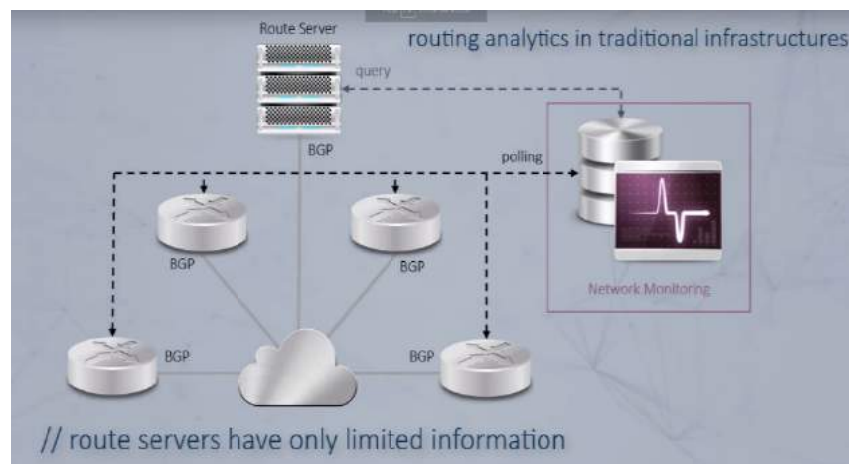
Francisco Partners  
Sequoia Capital

**Headcount:** 840

### Open Positions: 11

U.S. based: 4  
International: 7  
Sales: 2  
Other: 9

Source: Company website, all revenues are CY-18





## NETSKOPE

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

[www.netskope.com](http://www.netskope.com)  
800.979.6988

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

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

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

### Key Officers:

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

### Competition:

McAfee (Skyhigh Networks)  
Symantec (Blue Coat)  
Zscaler  
Palo Alto Networks

**Total Funding: \$231M**

### Board of Directors:

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

### Key Investors:

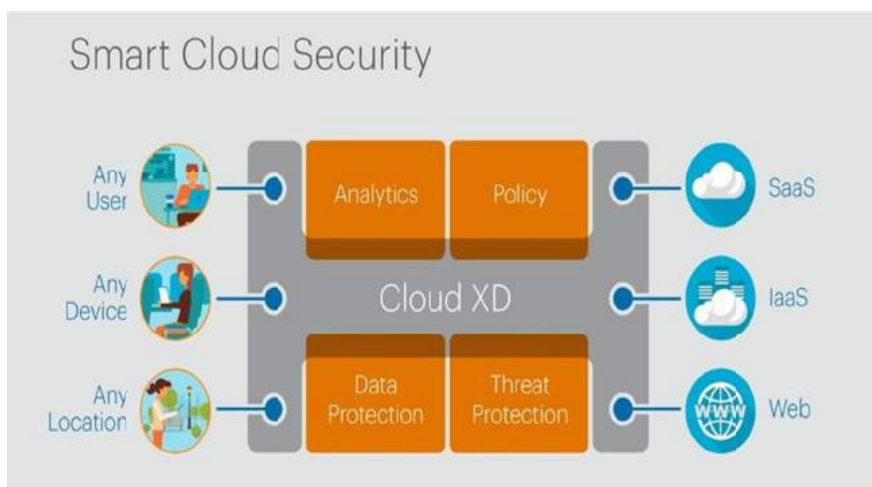
Accel Partners  
Base Partners  
Geodesic Capital  
ICONIQ Capital  
Lightspeed Venture Partners  
Sapphire Ventures  
Social Capital

**Headcount: 560**

### Open Positions: 110

U.S. based: 59  
International: 51  
Sales: 17  
Other: 93

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



**OBSERVEIT**

**Founded:** 2006  
**Revenue:** <\$25M

www.observeit.com  
 617.946.0235

200 Clarendon St., 21st Floor  
 Boston, MA 02116

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

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

**Key Officers:**

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

**Competition:**

Balabit  
 Ekran System  
 Varonis

**Total Funding: \$53M**

**Board of Directors:**

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

**Key Investors:**

Bain Capital Ventures  
 Spring Lake Equity Partners  
 MDI Ventures  
 NightDragon Security

**Headcount: 135**

**Open Positions: 15**

U.S. based: 14  
 International: 1  
 Sales: 2  
 Other: 13

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

**Lightweight Architecture**

No appliance or hardware installation.  
 Ultra-efficient, low footprint.

**Rapid Deployment**

A standard deployment takes hours or days—not weeks or months.

**Immediate Value**

Gain instant, out-of-the-box, insight into user behavior and analytics and stop data loss.



## OPTIV

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

[www.optiv.com](http://www.optiv.com)  
303.298.0600

1125 17th St, Suite 1700  
Denver, CO 80202

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

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

### Key Officers:

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

### Competition:

Forsythe Technology  
Presidio  
Secureworks  
IBM  
Verizon

### Total Funding:

Acquired by KKR & Co., December 5, 2016

### Board of Directors:

Not Listed

### Key Investors:

KKR & Co  
Blackstone

**Headcount: 1,700**

### Open Positions: 98

U.S. based: 83  
International: 15  
Sales: 17  
Other: 81

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

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





## PING IDENTITY

**Founded:** 2002  
**Revenue:** >\$100M

[www.pingidentity.com](http://www.pingidentity.com)  
877.898.2905

1001 17th Street, Suite 100  
Denver, CO 80202

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

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

### Key Officers:

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

### Competition:

Okta

### Total Funding:

Acquired by Vista, June 2016

### Key Investors:

Vista Equity Partners

### Board of Directors:

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

**Headcount: 550**

### Open Positions: 111

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

Source: Company website, all revenues are CY-18







## PIVOT3

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

**www.pivot3.com**  
**512.807.2666**

**221 W. Sixth Street, Ste. 750**  
**Austin, TX 78701**

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

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

### Key Officers:

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

### Competition:

EMC  
NetApp  
IBM  
Hitachi Data Systems (HDS)  
Nutanix  
SimpliVity

**Total Funding: \$253M**

### Board of Directors:

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

### Key Investors:

Argonaut Private Equity  
Interwest Partners  
Mesirow Financial  
S3 Ventures

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

### Headcount: 260

### Open Positions: 9

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

• • •

#### 9X the Performance

With multi-tier, distributed scale-out architecture powered by NVMe flash.

• • •

#### 62% Lower Latency

For accelerated application response times and faster decision-making and higher productivity.

• • •

#### 99.9999% Availability

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

• • •

#### 25% Less Hardware

To support more VMs, more users, and more transactions with a smaller footprint.

• • •

#### 3X the VM Density

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

• • •

#### 82% Usable Capacity

For industry-leading storage efficiency that far exceeds replication or RAID-based solutions.



## RECORDED FUTURE

**Founded:** 2009  
**Revenue:** \$25M-\$50M

www.recordedfuture.com  
 617-553-6400

363 Highland Avenue  
 Somerville, MA 02144

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

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

### Key Officers:

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

### Board of Directors:

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

### Competition:

FireEye  
 Digital Shadows  
 RiskIQ

**Total funding: \$56M**

### Key Investors:

Insight Venture Partners  
 In-Q-Tel  
 REV Venture Partners  
 GV  
 Balderton Capital

**Headcount: 250**

Source: Company website, all revenues are CY-18

### Open Positions: 55

U.S. based: 33  
 International: 22  
 Sales: 24  
 Other: 31





## REDSEAL

**Founded:** 2004  
**Revenue:** \$25M-\$50M

[www.redseal.net](http://www.redseal.net)  
 408.641.2200

940 Stewart Drive  
 Sunnyvale, CA 94085

**Company Summary:** RedSeal allows organizations to evaluate any and all possible internal and external attack paths to valuable network assets, increasing the company's overall resilience to cyberattacks. The company accomplishes this by creating a visual and responsive model that allows visibility into any vulnerability inside the network. With this map, users are able to gain more knowledge on where they are most exposed, and how much vulnerability lies at that site. RedSeal recently released the latest version of its network modeling and risk-scoring platform which introduced its first HTML-based adapted user experience.

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

### Key Officers:

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

### Competition:

Skybox  
 IBM  
 AttackIQ

**Total funding: \$76M**

### Key Investors:

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

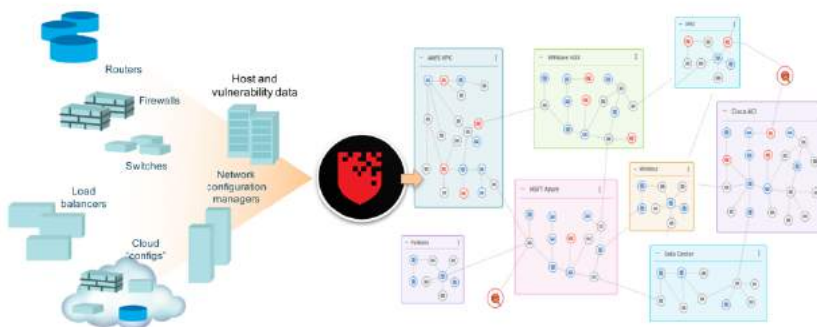
### Board of Directors:

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

**Headcount: 161**

### Open Positions: 9

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



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



# RISKIQ

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

www.riskiq.com  
888.415.4447

22 Battery Street, 10th Floor  
San Francisco, CA 94111

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

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

### Key Officers:

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

**Competition:**

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

**Board of Directors:**

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

**Total Funding: \$65.5M**

### Key Investors:

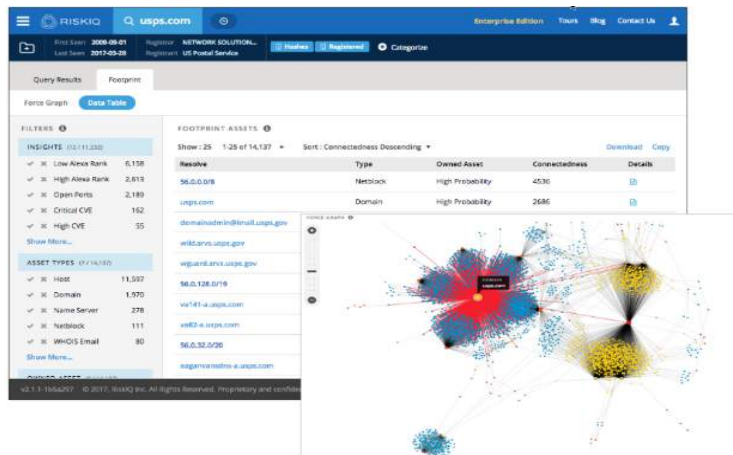
Battery Ventures  
Georgian Partners  
MassMutual Ventures  
Summit Partners

**Headcount: ~170**

Source: Company website, all revenues are CY-18

**Open Positions: 18**

U.S. based: 14  
International: 4  
Sales: 6  
Other: 12





## RUBRIK

**Founded:** 2014  
**Revenue:** >\$100M

[www.rubrik.com](http://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  
Peter McGoff – Chief Legal Officer  
Murray Demo – CFO  
Avon Puri – CIO  
Kara Wilson – CMO  
Jeff Vijungco – Chief People Officer

### Competition:

Cohesity  
Commvault  
Dell/EMC  
NetApp  
Veeam  
Veritas

**Total Funding: \$292M**

### Board of Directors:

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

### Key Investors:

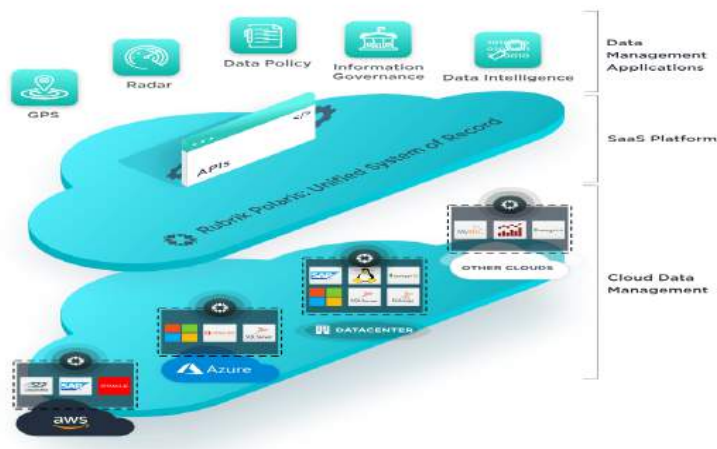
Frank Sloatman  
John Chambers  
Khosla Ventures  
Greylock Partners  
IVP  
John Thompson  
Lightspeed Venture Partners  
Mark Leslie

**Headcount: 650**

### Open Positions: 112

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

Source: Company website, all revenues are CY-18





**SCALITY**

**Founded:** 2009  
**Revenue:** \$25M-\$50M

[www.scality.com](http://www.scality.com)  
 650.356.8500

555 California St., Suite 3050  
 San Francisco, CA 94104

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

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

**Key Officers:**

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

**Competition:**

Dell/EMC  
 IBM (Cleversafe)  
 NetApp

**Total Funding: \$152M**

**Board of Directors:**

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

**Key Investors:**

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

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

**Headcount: 230**

**Open Positions: 18**

U.S. based: 4  
 International: 14  
 Sales: 5  
 Other: 13



[Try the Free ZENKO Sandbox](#)





## SECUREAUTH

**Founded:** 1996  
**Revenue:** \$50M-\$100M

[www.secureauth.com](http://www.secureauth.com)  
678.304.4500

1000 Holcomb Woods Pkwy, Ste 401  
Roswell, GA 30076

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

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

### Key Officers:

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

### Competition:

CyberArk  
FireEye  
RedSeal  
Skybox  
RiskIQ  
SailPoint  
Okta  
Cisco (Duo)

### Board of Directors:

Not Listed

**Total Funding:** Acquired by private equity

**Headcount:** 360

**Open Positions:** 10

U.S. based: 0

International: 10

Sales: 0

Other: 10

### Key Investors:

K1 Investment Management  
Toba Capital

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



#### Self-Service Across Enterprise Systems

Rapid deployment policy and modular architecture get you up and running quickly, without a substantial investment in prerequisite systems.



#### Protect Sensitive Data

Access request management system designed to simplify the process of creating and managing the requests that govern user access.



#### Automate Processes for Managing User Accounts

Use fewer resources to manage and maintain the system over time, delivering lower total cost of ownership.



#### Certify User Access Rights

Certify user access rights effectively while enforcing least privileged access across the enterprise. Strengthen compliance with corporate security policies, industry standards, and government regulations.



## SECURITY SCORECARD

**Founded:** 2013  
**Revenue:** <\$25M

www.securityscorecard.com  
800.682.1707

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

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

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

### Key Officers:

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

### Competition:

BitSight Technologies

**Total Funding: \$62M**

### Key Investors:

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

### Board of Directors:

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

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

**Headcount: 135**

### Open Positions: 8

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

## Understand the Cyberhealth of Your Ecosystem Across 10 Risk Factors





## SENTINELONE

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

[www.sentinelone.com](http://www.sentinelone.com)  
855.868.3733

605 Fairchild Dr.  
Mountain View, CA 94043

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

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

### Key Officers:

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

### Competition:

IBM  
CrowdStrike  
Carbon Black  
Cylance  
Cybereason  
Tanium  
McAfee

**Total Funding: \$110M**

### 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

### Key Investors:

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

**Headcount: 300**

### Open Positions: 14

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

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





## SILVER PEAK SYSTEMS

**Founded:** 2004  
**Revenue:** >\$100M

[www.silver-peak.com](http://www.silver-peak.com)  
408.935.1900

2860 De La Cruz Blvd.  
Santa Clara, CA 95050

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

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

### Key Officers:

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

### Competition:

Cisco  
VMware

### Total Funding: \$175M

### Key Investors:

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

### Board of Directors:

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

### Headcount: 300

### Open Positions: 43

U.S. based: 34  
International: 9  
Sales: 32  
Other: 11

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





## SKYBOX SECURITY

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

[www.skyboxsecurity.com](http://www.skyboxsecurity.com)  
408.441.8060

2077 Gateway Place, Suite 200  
San Jose, CA 95110

**Company Summary:** Skybox offers security management solutions to gain visibility into the threat landscape as well as aid in security police management. The solutions allow for firewall management, threat and vulnerability management, and compliance monitoring. Skybox is growing about 45% Y/Y and maintains a high customer retention rate.

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

### Key Officers:

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

### Competition:

AlgoSec  
FireMon  
RedSeal Networks  
Tufin

**Total Funding: \$280M**

### Key Investors:

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

### Board of Directors:

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

**Headcount: 310**

### Open Positions: 26

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

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







## SMARSH

**Founded:** 2001  
**Revenue:** >\$100M

[www.smarsh.com](http://www.smarsh.com)  
 503.946.5980

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

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

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

### Key Officers:

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

### Competition:

Proofpoint  
 Global Relay  
 Microsoft

### Total funding:

Acquired by K1 in 2015

### Key Investors:

K1

### Board of Directors:

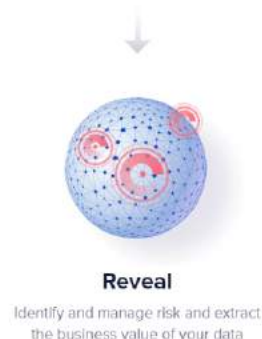
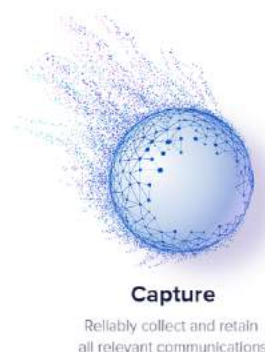
Not Listed

**Headcount: 650**

### Open Positions: 20

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

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







## SOLARFLARE COMMUNICATIONS

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

[www.solarflare.com](http://www.solarflare.com)  
949.581.6830

7505 Irvine Center Drive, #100  
Irvine, CA 92618

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

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

### Key Officers:

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

### Competition:

Broadcom  
Gigamon  
Intel  
Mellanox

**Total funding: \$305M**

### Board of Directors:

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

### Key Investors:

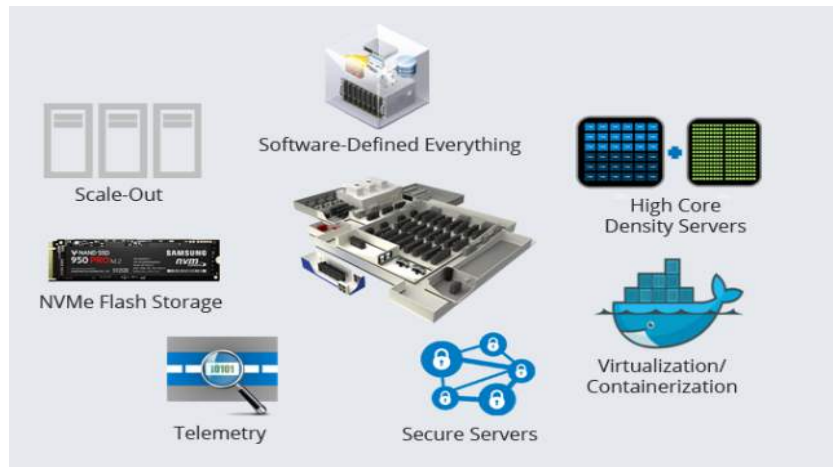
Acacia Capital Partners  
Anthem Venture Partners  
Oak Investment Partners

**Headcount: 220**

### Open Positions: 3

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

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





## SONICWALL

**Founded:** 1991  
**Revenue:** >\$100M

www.sonicwall.com  
 888.557.6642

1033 McCarthy Blvd.  
 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. Its unique offering has enabled the company to acquire over 500k customers in over one million different networks across the globe.

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

### Key Officers:

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

### Competition:

Check Point Software  
 Fortinet  
 Palo Alto Networks

### Total funding:

Acquired by Seahawk Holdings in 2016

### Key Investors:

Seahawk Holdings

### Board of Directors:

Not Listed

**Headcount:** ~1,500

### Open Positions: 77

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

Source: Company website, all revenues are CY-18





## STACKPATH

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

[www.stackpath.com](http://www.stackpath.com)  
877.629.2361

2021 McKinney Ave. #1100  
Dallas, TX 75201

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

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

### Key Officers:

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

### Competition:

Imperva  
Akamai

**Total Funding: \$180M**

### Key Investors:

ABRY Partners

### Board of Directors:

Unknown

**Headcount: >300**

### Open Positions: 19

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

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

<b>NETWORK OPTIMIZATION</b> <b>Built-in DNS</b> Our highly available and scalable domain name system (DNS) helps you better control the routing of user requests to StackPath services as well as to external infrastructure. It also is built into our deployment processes, simplifying the setup and management of your StackPath services.	<b>SPEED &amp; CAPACITY</b> <b>Terabit Throughput</b> We're allergic to capacity checks and bottle necks. All servers in our fleet feature 10/25/40/100Gbps connectivity. Each PoP is designed to scale almost endlessly. And our engineers work nonstop to figure out even more and better ways to open the throttle and throughput.	<b>NETWORKING HARDWARE</b> <b>Enterprise-grade Networking</b> Every PoP leverages top-of-the-line edge routers, and high-density, layer-3, top-of-rack spine switches to deliver high-performance, highly-scalable routing, switching, and security features that harden, optimize, and accelerate every facet of our platform.	<b>STORAGE PERFORMANCE</b> <b>SSD-equipped Servers</b> We only use solid state drives (SSDs) for the local storage in the servers we deploy. SSDs promise the fastest read/write times as well as superior uptime and data resiliency. When it comes to security and perfect user experiences, every byte counts and each millisecond matters.
<b>NETWORK DESIGN</b> <b>Ringed &amp; Redundant Topology</b> With multiple, independent tier-1 carriers connecting each of our PoPs, we can intelligently route traffic around network congestion, weather-caused outages, and other performance obstacles. Service providers who solely rely on their own network can't.	<b>NETWORK PERFORMANCE</b> <b>Global Traffic Management</b> Our proprietary traffic and load balancing technology helps guarantee the best end user experience. Armed with a view of the whole network, it makes decisions in real time to route traffic through the fastest, most efficient, and most cost-effective path.	<b>NETWORK QUALITY</b> <b>QoS Controls</b> Not all traffic is created equal. Our infrastructure includes multiple quality of service (QoS) control mechanisms that identify and react to different types of traffic, and then handle them intelligently, simultaneously, to increase efficiency and lower bandwidth costs.	<b>NETWORK SUPPORT</b> <b>24/7 Monitoring &amp; Support</b> Our advanced Network Operations Centers (NOC) are staffed around the clock with experienced support and ops experts, constantly managing bandwidth, packets, and errors. Alerts are provided based on metrics including thresholds, rate changes, trends, and more.

# sumo logic

## SUMOLOGIC

**Founded:** 2010  
**Revenue:** >\$100M

www.sumologic.com  
855.564.7866

305 Main St.  
Redwood City, CA 94063

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

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

### Key Officers:

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

### Competition:

Amazon  
Microsoft  
New Relic  
Splunk

**Total Funding: \$230M**

### Key Investors:

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

### Board of Directors:

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

**Headcount: 550**

### Open Positions: 100

U.S. based: 69  
International: 31  
Sales: 37  
Other: 63

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





## SYNACK

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

[www.synack.com](http://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 the crowdsourced security testing. Its proprietary platform includes an array of features, such as vulnerability scanning, red-teaming, bug bounties, risk scoring analytics, and easy reporting, remediation and compliance checks. Its platform utilizes highly vetted ethical hackers and an efficient automated software to merge the best of people and software to improve enterprises' security posture. Its unique platform has allowed the company to garner over 150 customers, who are primarily in the Fortune 2000.

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

### Key Officers:

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

### Competition:

Bugcrowd  
Cobalt  
HackerOne

**Total Funding: \$65M**

### Key Investors:

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

### Board of Directors:

Not Listed

**Headcount: ~120**

### Open Positions: 12

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

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



#### 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. Triage 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.



**TANIUM**

Founded: 2007  
Revenue: >\$100M

www.tanium.com  
510.704.0202

2100 Powell St., Suite 300  
Emeryville, CA 94608

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

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

**Key Officers:**

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

**Competition:**

CrowdStrike  
FireEye  
Intel/McAfee  
Symantec

**Total Funding: \$580M**

**Key Investors:**

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

**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

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

**Headcount: ~750**

**Open Positions: 143**

U.S. based: 127  
International: 16  
Sales: 47  
Other: 96







## TEMPERED NETWORKS

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

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

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

### 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: \$39M

### Key Investors:

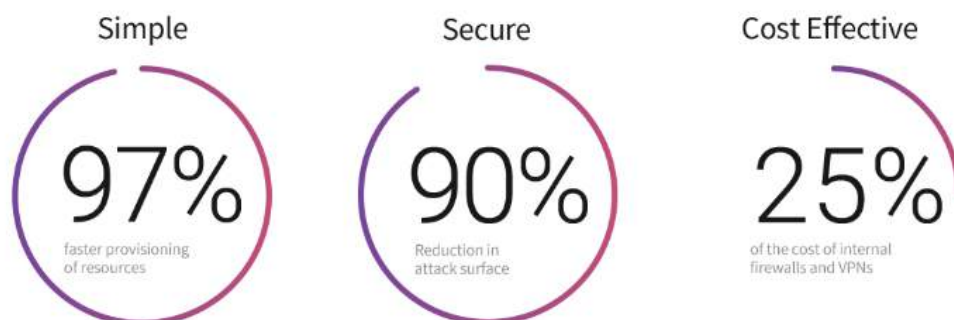
Rally Capital  
Ignition Partners  
Ridge Ventures

### Headcount: 60

### Open Positions: 2

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

Source: Company website, all revenues are CY-18





## TUFIN

**Founded:** 2005  
**Revenue:** \$50M-\$100M

[www.tufin.com](http://www.tufin.com)  
 877.270.7711

2 Oliver Street  
 Boston, MA 02109

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

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

### Key Officers:

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

### Competition:

AlgoSec  
 FireMon  
 Infoblox  
 Skybox

**Total Funding: \$30M**

### Key Investors:

Marker LLC  
 Vintage Investment Partners  
 FortRoss Ventures  
 Catalyst Ventures

### Board of Directors:

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

**Headcount: 370**

### Open Positions: 41

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

Source: Company website, all revenues are CY-18





## VARMOUR

**Founded:** 2011  
**Revenue:** <\$25M

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

800 W. El Camino Real #300  
Mountain View, CA 94040

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

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

### Key Officers:

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

### Competition:

Palo Alto Networks  
Illumio  
Check Point Software

**Total Funding: \$83M**

### Key Investors:

Vanedge Capital  
Menlo Ventures  
Highland Capital Partners  
Allegis Capital  
Columbus Nova Technology Partners  
Citi Ventures  
Telstra Ventures  
Draper Nexus Ventures

### Board of Directors:

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

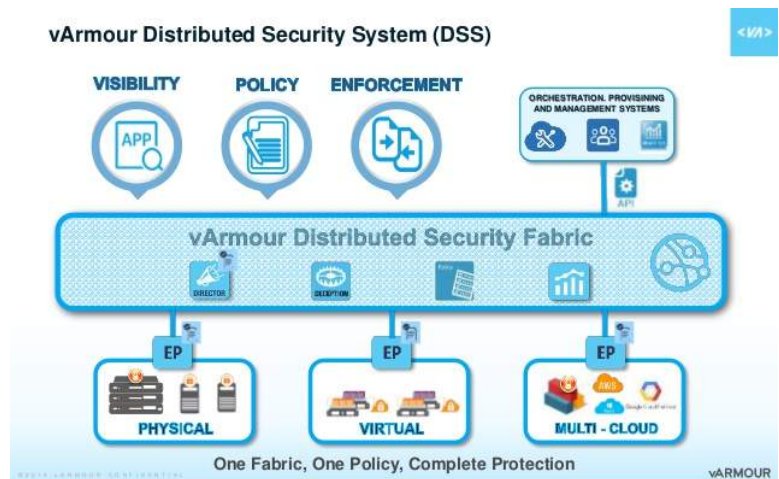
*Source: Company website, all revenues are CY-18*

**Headcount: 80**

### Open Positions: 7

U.S. based: 6  
International: 1  
Sales: 2  
Other: 5

### vArmour Distributed Security System (DSS)



**VECTRA AI**

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

[www.vectra.ai](http://www.vectra.ai)  
 408.326.2034

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

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

**Products/Services:** The Cognito platform is comprised of Cognito Recall and Cognito Detect. Cognito Detect combines data science and behavioral analytics with machine learning to expose hidden and unknown attackers in real time, and also offers full threat context, eliminating manual guesswork. Cognito Recall searches for threats retrospectively to determine if newly discovered indicators of risk exist in historical data. The Cognito platform collects network metadata, logs, and cloud events, which are then analyzed and stored to reveal any hidden attackers. The platform has the capability to seamlessly integrate into any pre-existing security solution and provide additional threat intelligence. However, the platform also incorporates native security for the private cloud using Vectra's virtual sensors, vSensors, ensuring complete visibility into all traffic flow.

**Key Officers:**

Hitesh Sheth – President & CEO  
 Oliver Tavakoli – CTO  
 Howie Shohet – CFO  
 Kevin Moore – SVP, WW Field Operations  
 Mike Banic – VP, Marketing  
 Jason Kehl – VP, Engineering  
 Kevin Kennedy – VP, Product Management  
 Gerard Bauer – VP, EMEA Sales

**Competition:**

Darktrace  
 Cisco  
 McAfee  
 Trend Micro

**Total Funding: \$122.5M**

**Key Investors:**

Accel Partners  
 Intel Capital  
 Matrix Partners  
 DAG Ventures  
 AME Cloud Ventures  
 Khosla Ventures  
 IA Ventures  
 Atlantic Bridge

**Board of Directors:**

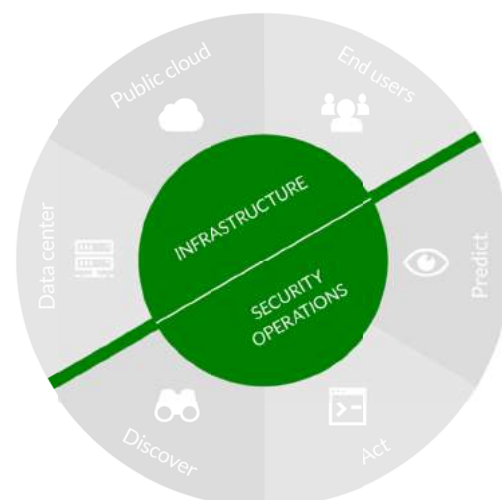
Hitesh Sheth – President & CEO, Vectra  
 Charlie Giancarlo – CEO, Pure Storage  
 Bruce Armstrong – OP, Khosla Ventures  
 Kevin Dillon – Co-founder & MP, Atlantic Bridge  
 Brad Gillespie – GP, IA Ventures  
 Jim Messina – Founder & CEO, Messina Group  
 Eric Welford – Venture Partner, Accel Partners

**Headcount: 170**

**Open Positions: 16**

U.S. based: 10  
 International: 6  
 Sales: 3  
 Other: 13

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





## VENAFI

**Founded:** 2000  
**Revenue:** \$50M-\$100M

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

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

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

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

### Key Officers:

Jeff Hudson – CEO  
Francois Delepine – CFO  
Elizabeth Ireland – CMO  
Christophe Culine – VP, WW Field Operations  
Shivajee Samdarshi – VP, Engineering

### Competition:

Keyfactor  
AppviewX

**Total Funding: \$209M**

### Key Investors:

TCV  
Foundation Capital  
Mercato Partners  
Next Equity Partners  
QuestMark Partners  
Intel Capital

### 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

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

**Headcount: 230**

**Open Positions: 39**

U.S. based: 39  
International: 0  
Sales: 11  
Other: 28



Prevent  
Certificate  
Outages



Safeguard SSH  
Keys



Streamline Your  
PKI



Simplify DevOps  
Security



Avoid Audit  
Findings



Secure Mobile  
Devices





## WANDERA

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

[www.wandera.com](http://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 allowed Wandera to analyze 70 billion web requests and it grew its customer base by 90% in 2018.

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

### Key Officers:

Eldar Tuvey – Co-founder & CEO  
 Roy Tuvey – Co-founder & President

### Competition:

Symantec  
 Check Point Software  
 Lookout  
 Centerium  
 Chimera

### Board of Directors:

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

### Total Funding: \$54M

### Key Investors:

83North  
 Sapphire Ventures  
 Bessemer Venture Partners  
 Greylock Partners

### Headcount: ~150

### Open Positions: 35

U.S. based: 8  
 International: 27  
 Sales: 11  
 Other: 24

Source: Company website, all revenues are CY-18

### Detect

With an application on the device, Wandera continually scans the device for malware or other attacks. Wandera's security engine compares this data with billions of other data points to uncover new, zero-day threats.

Severity	Description	Event Type	Event Action
■■■■■	fd55.com ...	Password Leak	Detected
■■■■■	The Cloud...	Risky Hotspot	Detected
■■■■■	startuckr ...	Risky Hotspot	Detected
■■■■■	iOS 10.1,1 ...	Outdated OS	Detected
■■■■■	The Cloud...	Risky Hotspot	Detected
■■■■■	startuckr ...	Risky Hotspot	Detected

### Prevent

Wandera operates in the network as well as on the device, meaning admins get full visibility of web activity. Coupled with powerful controls, threats can be intercepted before they even reach the device.

Status	Threat Type
■■■■■	kunden-7071-verifizierung.de Phishing
■■■■■	2001837474@wgrjwgr.info.vie Phishing
■■■■■	luder-porno.com Phishing

### Contain

Once a device is compromised, attackers will then aim to exfiltrate the data. Keep sensitive information secure and limit the impact of these threats by blocking the outbound connection to external control centers.

Status	Threat Type
✓	Insecure credentials
✓	Sideloaded apps installed
✓	Dangerous certificates





## WEBROOT

**Founded:** 1997  
**Revenue:** >\$100M

[www.webroot.com](http://www.webroot.com)  
800.772.9383

385 Interlocken Crescent, #800  
Broomfield, CO 80021

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

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

### Key Officers:

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

### Competition:

AVG  
Intel (McAfee)  
Microsoft  
Symantec  
ScanSafe  
Trend Micro  
Kaspersky

**Total Funding: \$109M**

### Board of Directors:

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

### Key Investors:

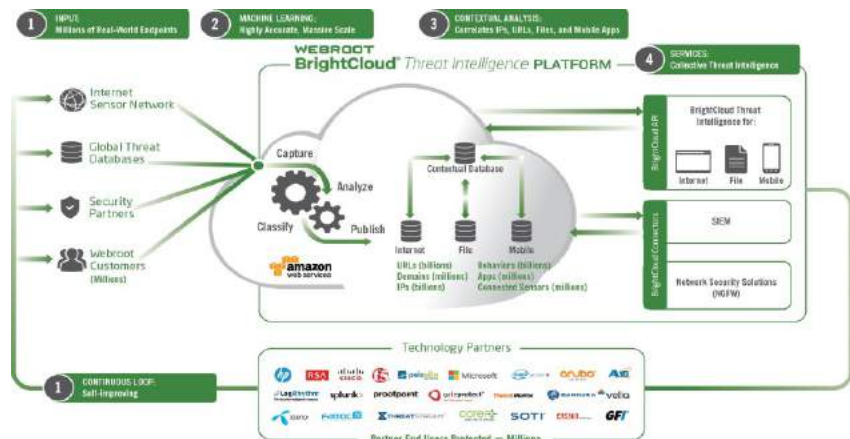
Accel Partners  
Mayfield Fund  
Technology Crossover Ventures

**Headcount: 600**

### Open Positions: 21

U.S. based: 18  
International: 3  
Sales: 1  
Other: 20

Source: Company website, all revenues are CY-18





## WHITEHAT SECURITY

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

www.whitehatsec.com  
 408.343.8300

1741 Technology Dr., Suite 300  
 San Jose, CA 95110

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

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

### Key Officers:

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

### Competition:

HP  
 IBM  
 Qualys  
 Veracode

**Total Funding: \$46M**

### Board of Directors:

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

### Key Investors:

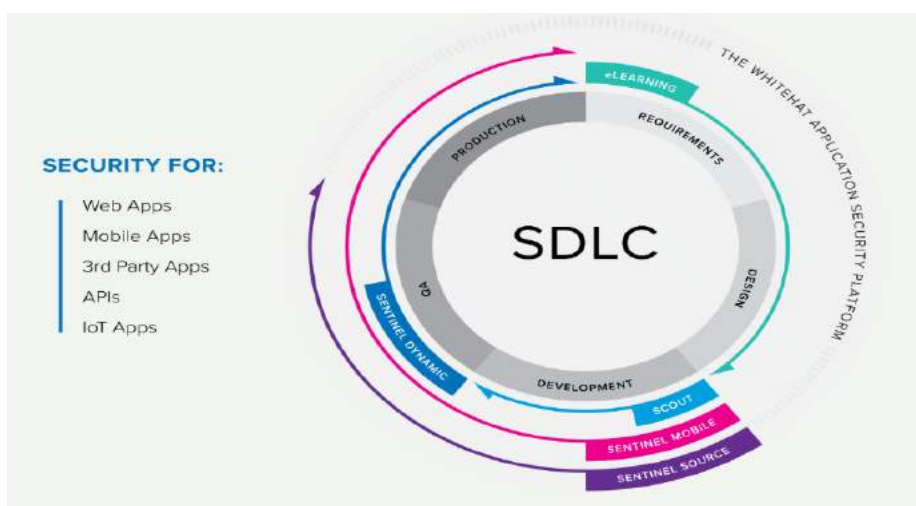
Altos Ventures  
 Garage Technology Ventures  
 Horizon Ventures  
 Investor Growth Capital  
 JMI Equity  
 Startup Capital Ventures

**Headcount: 340**

### Open Positions: 25

U.S. based: 18  
 International: 7  
 Sales: 4  
 Other: 21

Source: Company website, all revenues are CY-18





## WHITESOURCE SOFTWARE

**Founded:** 2011  
**Revenue:** <\$25M

[www.whitesourcesoftware.com](http://www.whitesourcesoftware.com)  
212.203.0391

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

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

### Key Officers:

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

### Competition:

Synopsys  
Sonatype

**Total Funding: \$46M**

### Key Investors:

83North  
M12 Microsoft Ventures  
SGE Susquehanna Growth Equity

### Board of Directors:

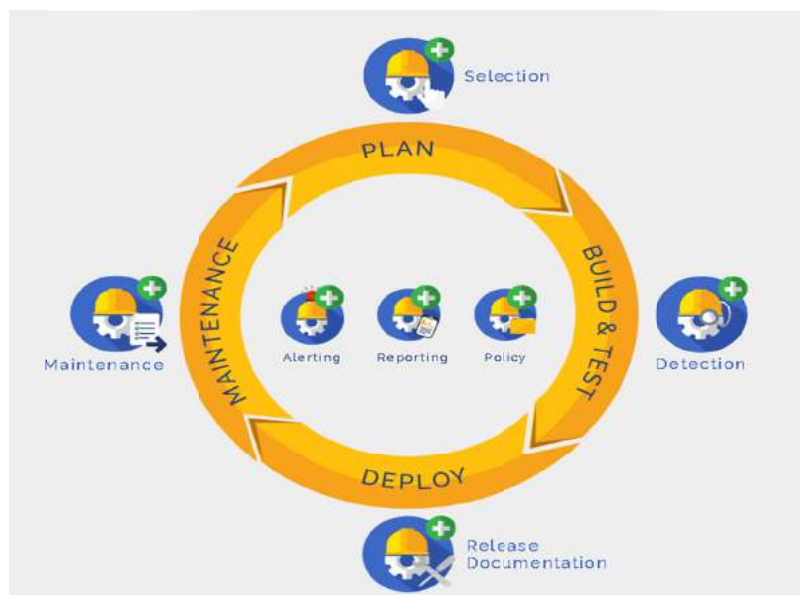
Ron Rymon – Executive Chairman & Co-founder, WhiteSource  
Erez Ofer – Partner, 83North  
Lior Shahory – Partner, Peregrine Ventures  
Boaz Lifschitz – Co-founder, Peregrine Ventures

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

**Headcount: 160**

### Open Positions: 22

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





## ZEROFOX

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

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

1834 S. Charles St.  
 Baltimore, MD 21230

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

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

### Key Officers:

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

### Competition:

Proofpoint  
 RiskIQ  
 Digital Shadows  
 Twistlock

### Total Funding: \$100M

### Key Investors:

Core Capital Partners  
 Genacast Ventures  
 Redline Capital  
 NEA  
 Silver Lake Waterman  
 Highland Capital Partners

### Board of Directors:

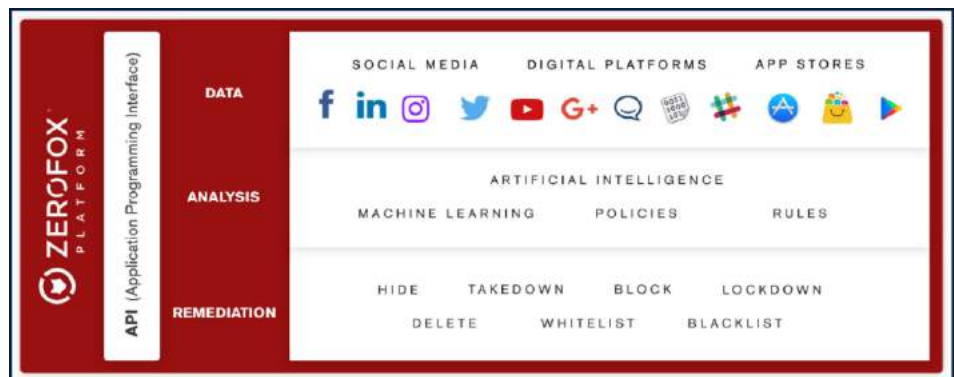
James C. Foster – Chairman, ZeroFOX  
 Lane Bess – Former CEO, Palo Alto Networks  
 John Mike McConnell – Former Director, National Intelligence  
 Todd Headley – Former CFO, SourceFire  
 Peter Barris – Managing General Partner, NEA  
 Corey Mulloy – GP, Highland Capital  
 Alastair Cookson – GP, Redline

### Headcount: ~200

### Open Positions: 16

U.S. based: 12  
 International: 4  
 Sales: 9  
 Other: 7

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



## Zerto

### ZERTO

**Founded:** 2009  
**Revenue:** >\$100M

[www.zerto.com](http://www.zerto.com)  
617.993.6331

27-43 Wormwood St. #530  
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  
Ed Carter – Chief Revenue Officer  
Roy Golding – CFO  
Shlomi Oren – SVP, Engineering  
Robert Strechay – SVP, Product  
Avi Raichel – CIO  
Liat Nachmani – SVP, Human Resources

#### Competition:

EMC  
IBM  
NetApp  
VMware  
Veeam

**Total Funding: \$130M**

#### Key Investors:

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

#### Board of Directors:

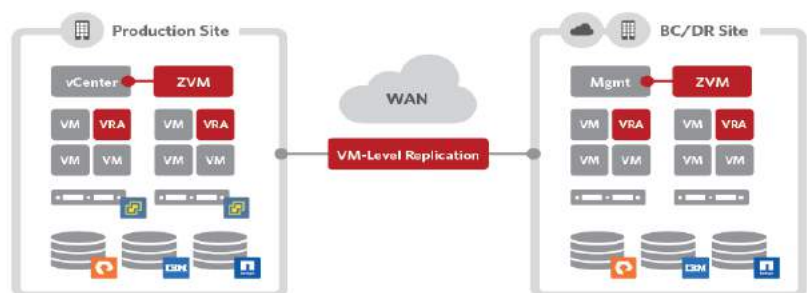
Jacques Benkoski – Investor, USVP  
Oded Kedem – Co-founder & Chief Architect, Zerto  
Ziv Kedem – Co-founder & CEO, Zerto  
Mark Leslie – MD, Leslie Ventures  
Erez Ofer – Partner, Greylock Partners  
Scott Tobin – General Partner, Battery Ventures  
Ken Goldman – Former CFO, Yahoo!

**Headcount: 500**

#### Open Positions: 74

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

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







## ZIMPERIUM

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

www.zimperium.com  
 844.601.6760

4055 Valley View  
 Dallas, TX 75244

**Company Summary:** Founded in 2010, Zimperium is a leader in mobile security, with its platform offering real-time, on-device protection. It protects against both known and unknown threats on Android and iOS devices. The Zimperium platform leverages a proprietary machine learning engine to protect data on mobile devices, as well as the apps and sessions against device compromises, network attacks and malicious apps. The core z9 platform has detected 100% of zero-day mobile exploits to date, with no updates needed, and has not suffered from any delays or breakdowns. Zimperium's best of breed performance has led the company to grow its bookings by >300% in 2018.

**Products/Services:** Zimperium's core product is its z9 platform, which utilizes machine learning to protect mobile devices from known and unknown threats. It has four primary pillars of its platform: zIPS, its main on-device detection product; zIAP, its on-device 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  
 Tim Barker – CFO  
 Nitin Bhatia – Chief Product Officer  
 Michael Callahan – CMO  
 Eric Grotefeld – Chief Revenue Officer  
 John Michelsen – CTO  
 Jon Paterson – Chief Strategy Officer  
 Esteban Pellegrino – Chief Scientist

### Competition:

Lookout  
 Symantec

**Total Funding: \$60M**

### Key Investors:

Sierra Ventures  
 Samsung Ventures  
 Telstra Ventures  
 Warburg Pincus  
 SoftBank

### 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

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

**Headcount: 130**

### Open Positions: 7

U.S. based: 7  
 International: 0  
 Sales: 2  
 Other: 5

#### On-device, Machine Learning-based Detection:



**zIPS**  
 Zimperium's stand-alone app that provides persistent, on-device protection for mobile devices and data in a manner analogous to next-generation antivirus on traditional endpoints.

[Learn More](#)



**zIAP**  
 A software development kit (SDK) that quickly embeds z9 into any mobile app, immediately protecting the app and all of its sessions from attacks.

[Learn More](#)

#### Cloud-based Management and Reporting:



**zConsole**  
 Zimperium's management and reporting console, including threat forensics, policy administration and industry leading integrations with EMM and SIEM solutions.

[Learn More](#)



**z3A**  
 Provides detailed privacy and security risk for every app on protected devices.

[Learn More](#)



## ANALYST BIOGRAPHIES



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

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

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

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

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



**Patrick D. Walravens**  
Director of Technology Research  
Senior Analyst, Software  
pwalravens@jmpsecurities.com  
415-835-8943

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

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

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

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



**Michael Berg, CFA**  
Associate  
mberg@jmpsecurities.com  
415-835-3914

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

Mr. Berg joined JMP in 2017 after working in the three-person finance division with the CFO and VP of Finance at a biotech startup, Intarcia Therapeutics.

While at Intarcia Therapeutics, Mr. Berg was responsible for analyzing departmental spend and preparing reports for senior management and the board. He also spearheaded a project to automate and modernize Intarcia's expense tracking and analysis process.

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

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

## COVERED COMPANIES MENTIONED

Company	Ticker	Rating	Price Target	Analyst
Alphabet Inc.	GOOGL	MO	\$1,375	Ronald Josey
Amazon	AMZN	MO	\$2,050	Ronald Josey
Arista Networks	ANET	MO	\$315	Erik Suppiger
Check Point Software Technologies, Ltd.	CHKP	MP	NA	Erik Suppiger
Cisco	CSCO	MP	NA	Erik Suppiger
FireEye, Inc.	FEYE	MP	NA	Erik Suppiger
Fortinet, Inc.	FTNT	MO	\$95	Erik Suppiger
Nutanix, Inc.	NTNX	MO	\$60	Erik Suppiger
Pure Storage, Inc.	PSTG	MO	\$26	Erik Suppiger
Qualys	QLYS	MO	\$85	Erik Suppiger
Symantec	SYMC	MP	NA	Erik Suppiger

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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, Patrick Walravens, and Michael Berg

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JMP Securities expects to receive OR intends to seek compensation for investment banking services from Amazon.com, Inc., Arista Networks, Inc., Check Point Software Technologies Ltd., Cisco Systems, Inc., FireEye, Inc., Fortinet, Inc., Nutanix, Inc., Pure Storage, Inc., Qualys, Inc. and Symantec Corporation in the next 3 months.

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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 12, 2019)

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	245	58.33%	BUY	245	58.33%	66	26.94%
MARKET PERFORM	HOLD	138	32.86%	HOLD	138	32.86%	22	15.94%
MARKET UNDERPERFORM	SELL	5	1.19%	SELL	5	1.19%	0	0%
COVERAGE IN TRANSITION		31	7.38%		31	7.38%	6	19.35%
RATING SUSPENDED		0	0%		0	0%	0	0
TOTAL:		420	100%		420	100%	94	22.38%

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

## RESEARCH PROFESSIONALS

### FINANCIAL SERVICES

#### Alternative Asset Managers

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Brian McKenna	(212) 906-3545

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Thomas Wenk	(415) 835-8962

#### Consumer Finance

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

#### Financial Processing & Outsourcing

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

#### Insurance

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

#### Investment Banks & Brokers

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Brian McKenna	(212) 906-3545

#### Mortgage Finance

#### REITs: Agency, Hybrid, & Commercial Mortgage

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

### HEALTHCARE

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Nazibur Rahman	(212) 906-3519

#### Biotechnology

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