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India Security Buying Priority Report (2017) & FireCompass Top Viewed Products, Popular Comparisons

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Background

- **Security Technology Adoption Report 2017** is a study by FireCompass & CISO platform. This survey was conducted where CISO's were invited to take the survey online. The results discussed in the report are based on the responses of CISO's across the country.

- **Data Points:** There are more than 350+ data points of CISO across the country.

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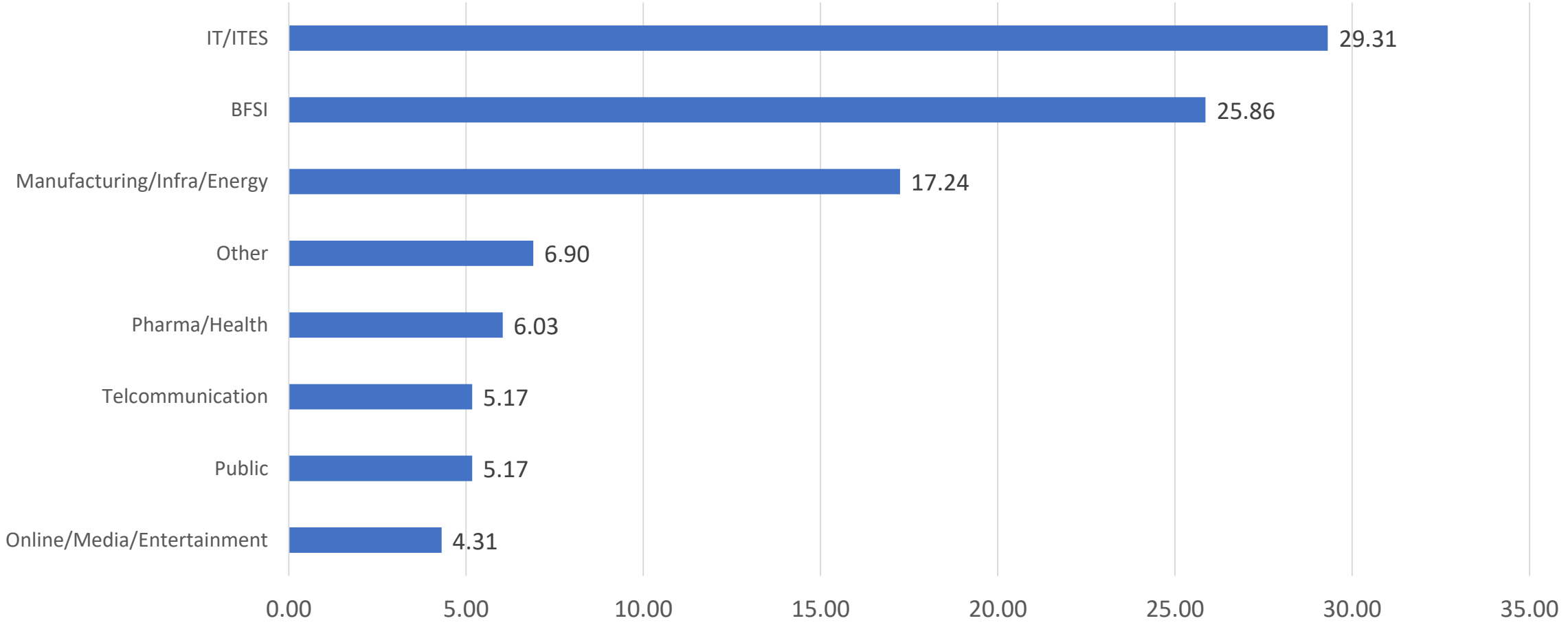
Industry Break up of Survey Participants



Others include cash management, travel, education etc.

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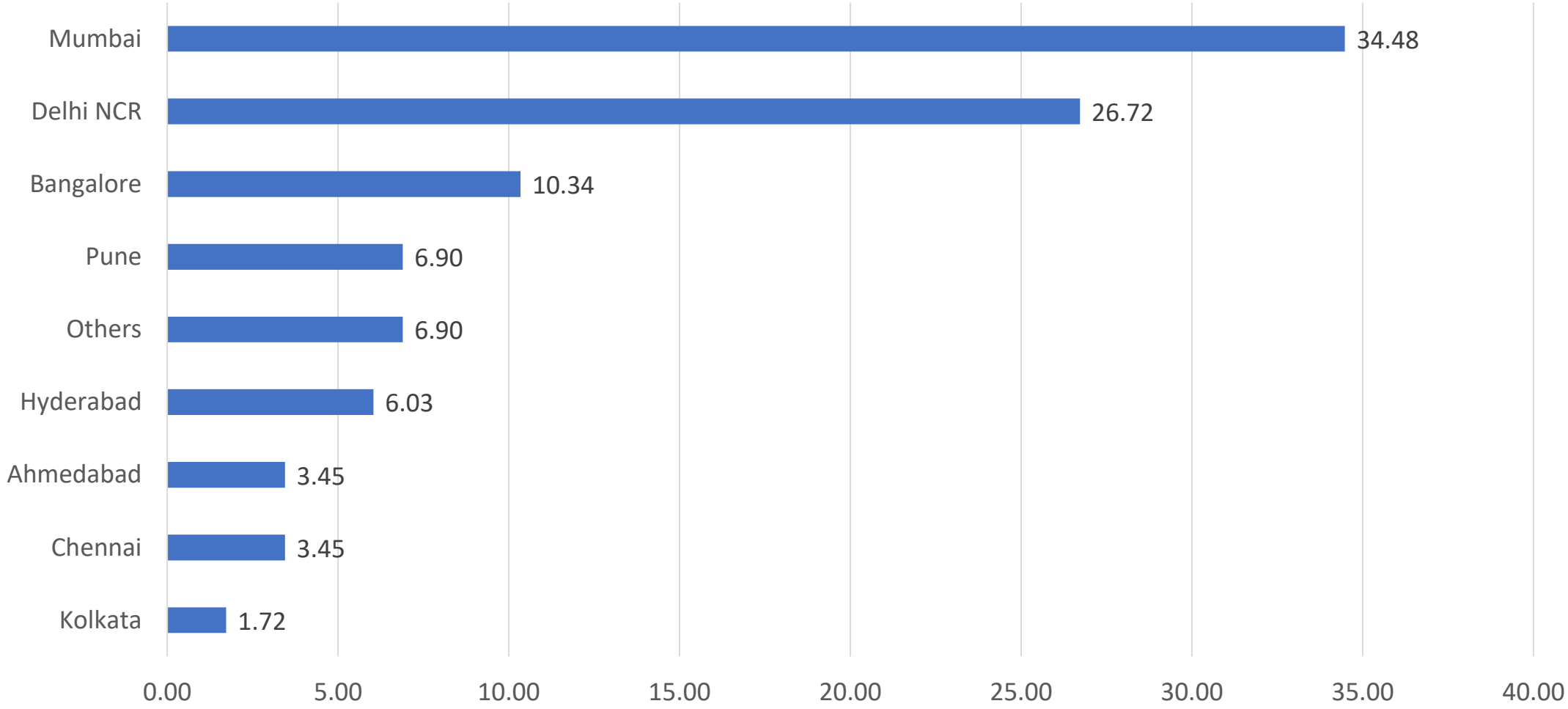
Region Wise Break up of Survey Participants



Others include Ranchi, Kochi, Jaipur etc.

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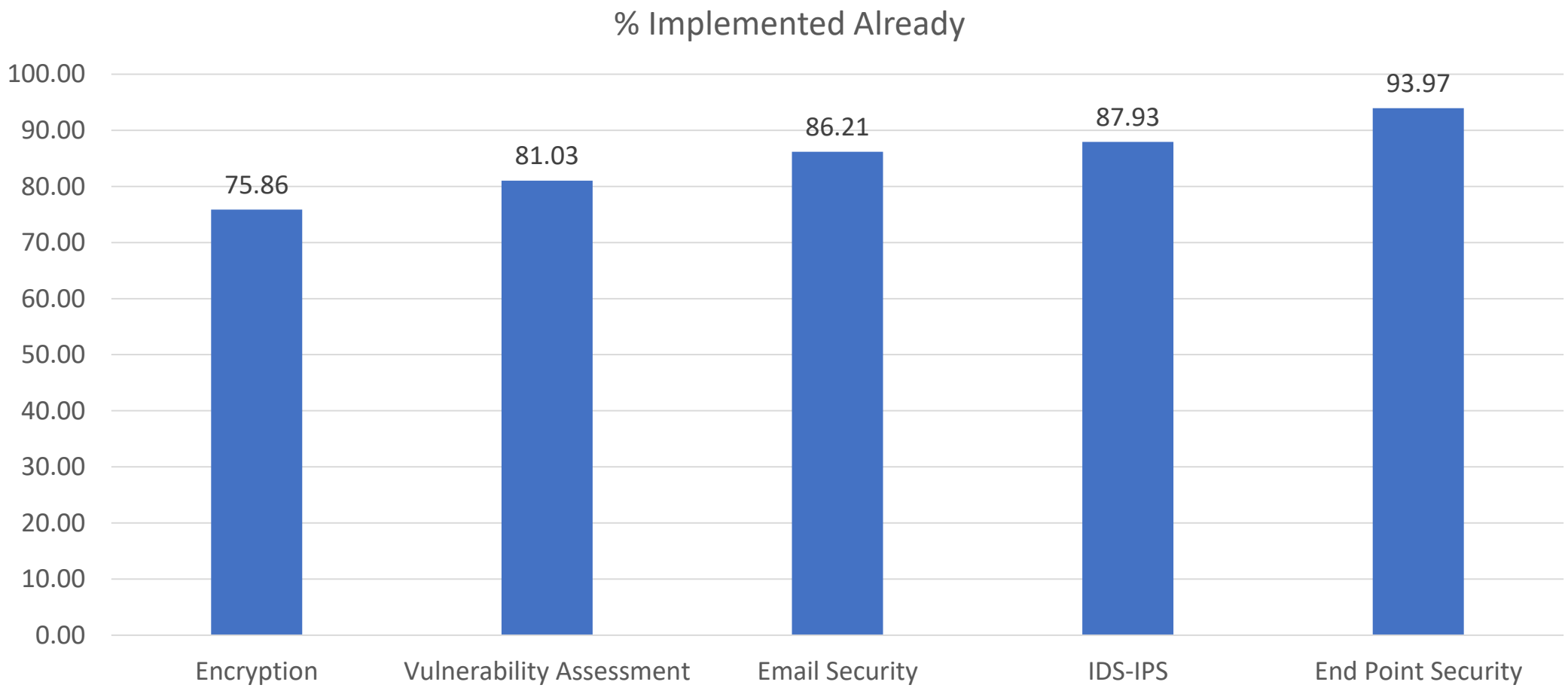
Most Matured Technologies



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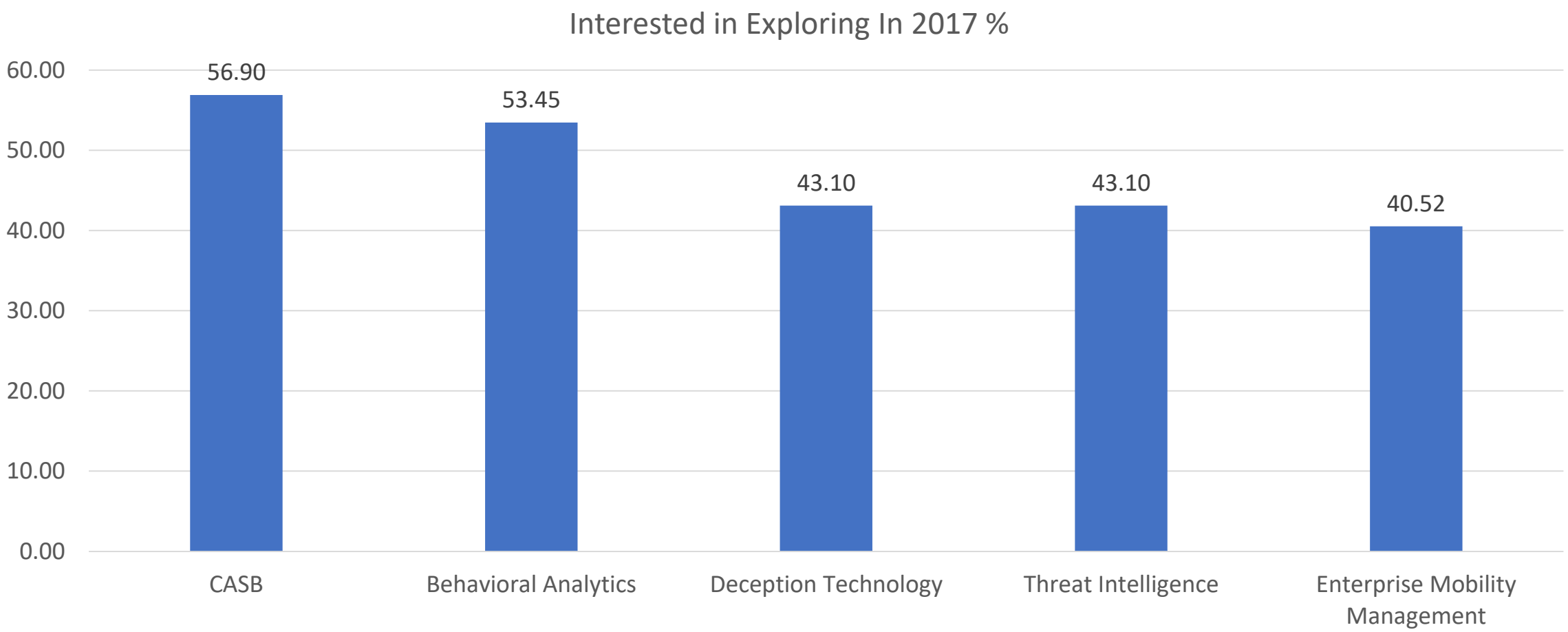
Most Emerging Technologies



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Application Security Testing

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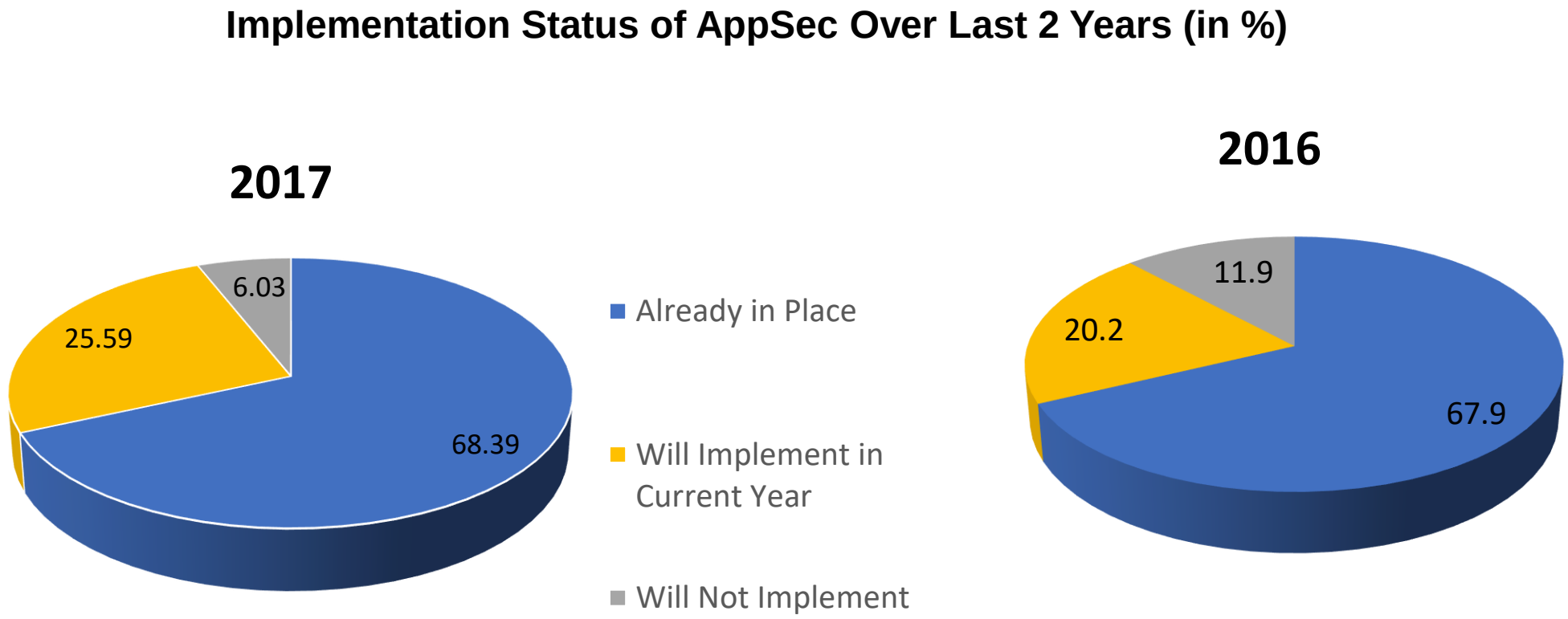
Application Security Testing Implementation Status



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Application Security Testing across domains

Industry	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
BFSI	68.25	21.75	10.00
IT/ITES	67.65	23.53	8.82
Manufacturing/Infra/Energy	30.00	40.00	30.00
Other	57.50	37.50	5.00
Pharma/Health	60.00	35.00	5.00
Public	70.00	13.33	16.67
Online/Media/Entertainment	66.67	21.11	12.22
Telecom	83.33	16.67	0.00

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Application Security Testing across regions

Region	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
Ahmedabad	35.00	25.00	40.00
Bangalore	66.67	8.33	25.00
Chennai	35.00	25.00	40.00
Delhi NCR	65.06	28.48	6.45
Hyderabad	60.00	29.00	11.00
Kolkata	44.50	41.50	14.00
Mumbai	72.50	25.00	2.50
Others	45.00	37.25	17.75
Pune	56.50	31.00	12.50

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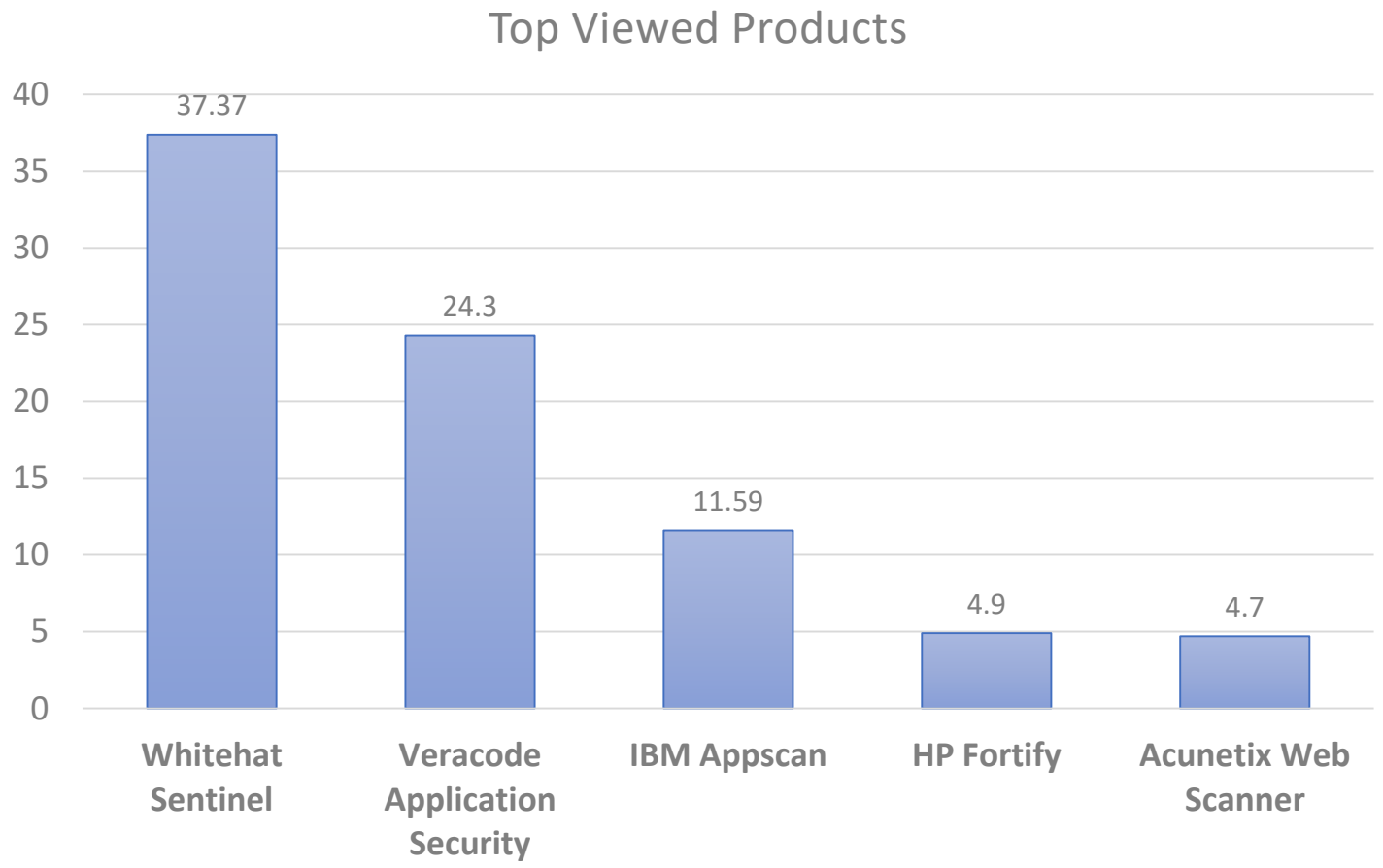
FireCompass Stats For AST Market

- Top Viewed Products:
  - **Whitehat security** is most viewed product in AST market with 37%
  - **Veracode & IBM** are 2nd and 3rd with 24% and 11% respectively



FireCompass Stats For AST Market

- **Popular Comparisons:**
  - Veracode Application Security vs. Whitehat security
  - IBM Appscan VS HP Fortify
  - IBM Appscan vs. Veracode Application Security
  - Whitehat security vs. IBM Appscan

- **Top Rated Products:**
  - WhiteHat Sentinel Product Family: 5/5
  - Veracode Application Security Software: 5/5
  - IBM App Scan Standard: 4.5/5
  - HPE Fortify: 4.3/5

Distributed Denial of Service (DDOS)

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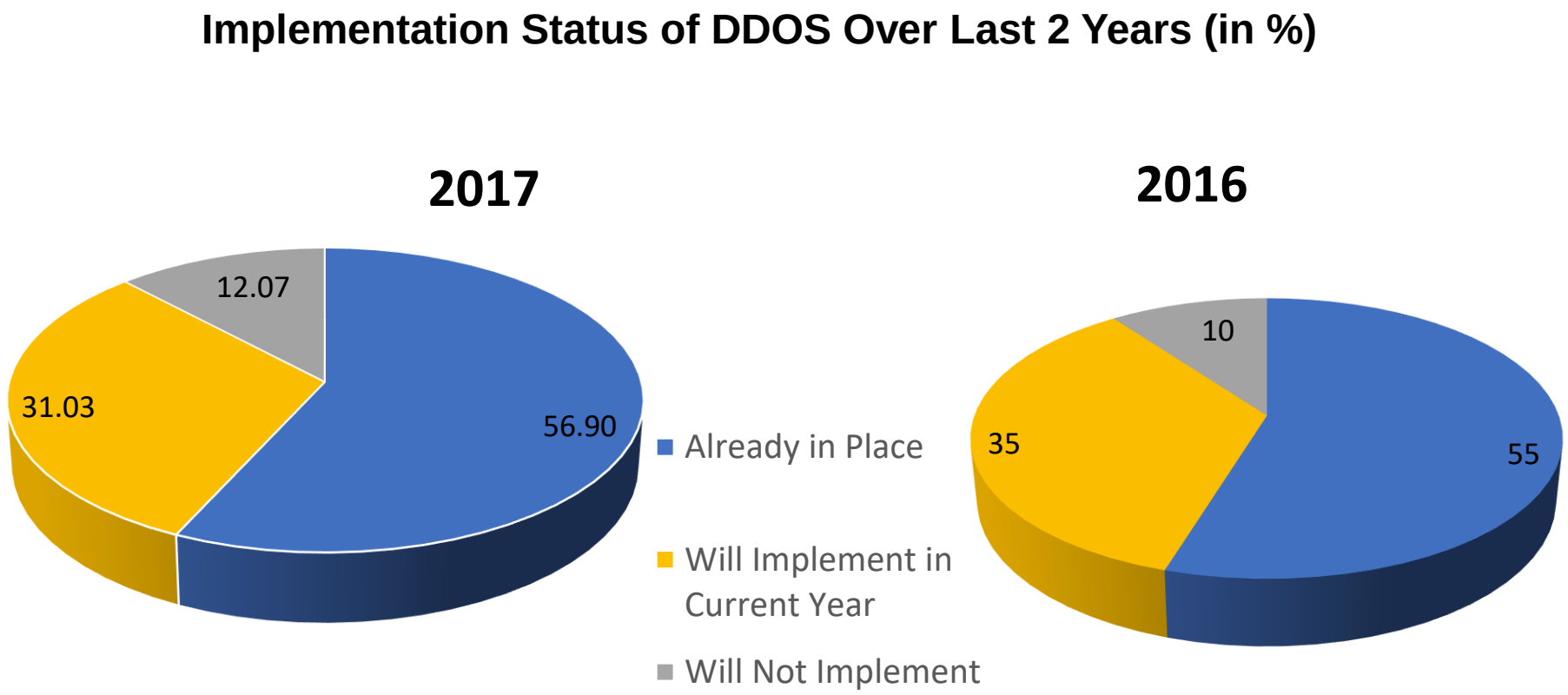
DDOS Implementation Status



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DDOS across domains

Industry	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
BFSI	63.33	36.67	0.00
IT/ITES	52.94	29.41	17.65
Manufacturing/Infra/Energy	55.00	25.00	20.00
Other	55.00	20.00	25.00
Pharma/Health	57.14	28.57	14.29
Public	33.33	66.67	0.00
Online/Media/Entertainment	40.00	40.00	20.00
Telecom	66.67	33.33	0.00

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DDOS across regions

Region	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
Ahmedabad	25.00	50.00	25.00
Bangalore	45.00	30.00	25.00
Chennai	25.00	30.00	45.00
Delhi NCR	61.29	25.81	12.90
Hyderabad	42.86	52.14	5.00
Kolkata	25.00	50.00	25.00
Mumbai	57.50	35.00	7.50
Others	37.50	45.00	17.50
Pune	42.50	35.00	22.50

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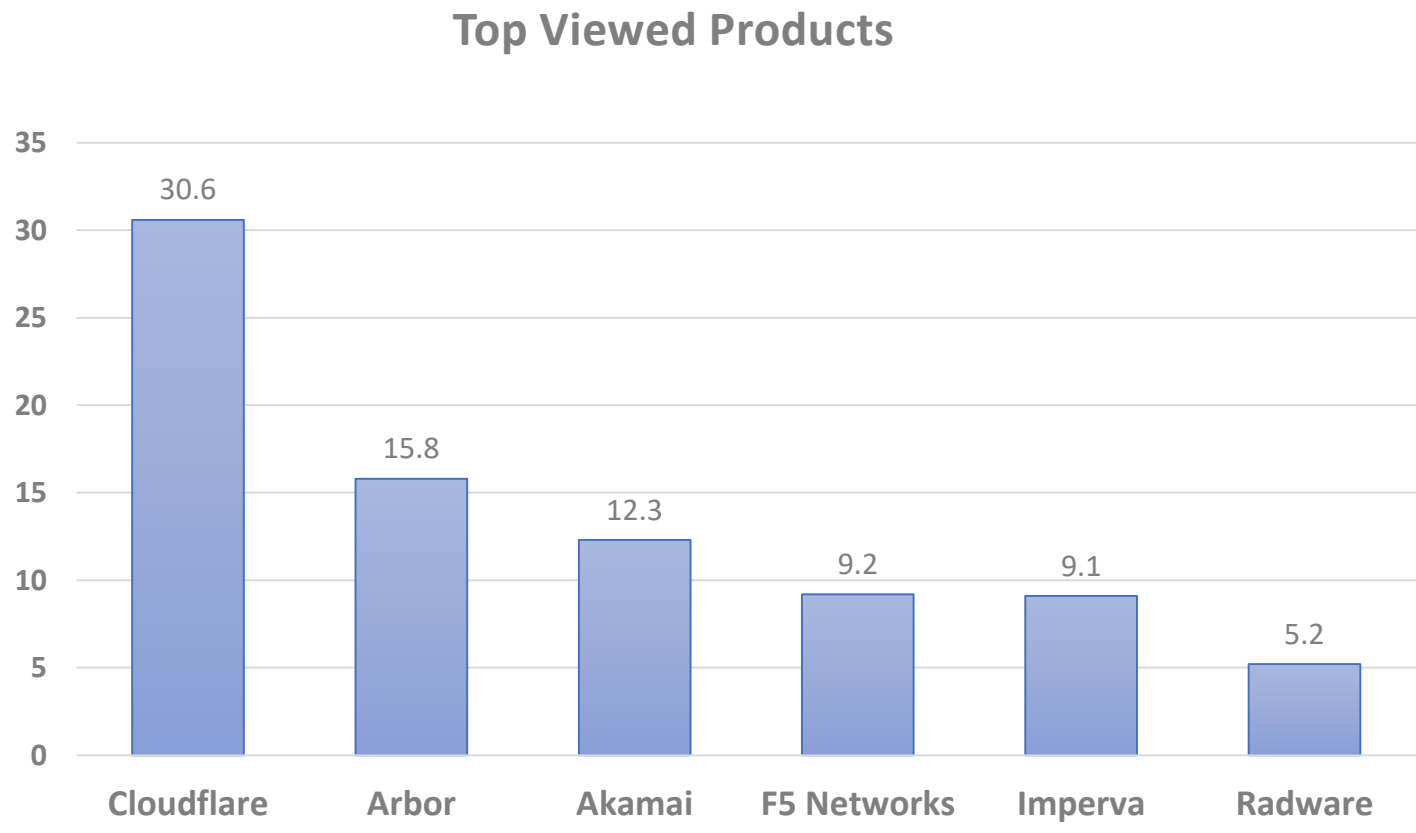
FireCompass Stats For DDOS Market

- Top Viewed Products:
  - **CloudFlare** is most viewed product in DDOS market with 31%
  - **Arbor & Akamai** are 2nd and 3rd with 16% and 12% respectively



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FireCompass Stats For DDOS Market

- **Popular Comparisons:**
  - CloudFlare Advanced DDoS Protection Service Vs. Arbor Cloud DDOS
  - Arbor Cloud DDOS VS Akamai Kona Site Defender
  - Akamai Kona Site Defender Vs. F5 Silverline DDOS Protection
  - F5 Silverline DDOS Protection Vs. Imperva Incapsula

- **Top Rated Products:**
  - Cloudflare Advanced DDoS Protection Service: 4.6/5
  - Arbor Cloud DDOS: 4.4/5
  - Verisign DDoS Protection: 4/5
  - Akamai Kona Site Defender: 4/5

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Identity and Access Management (IAM)

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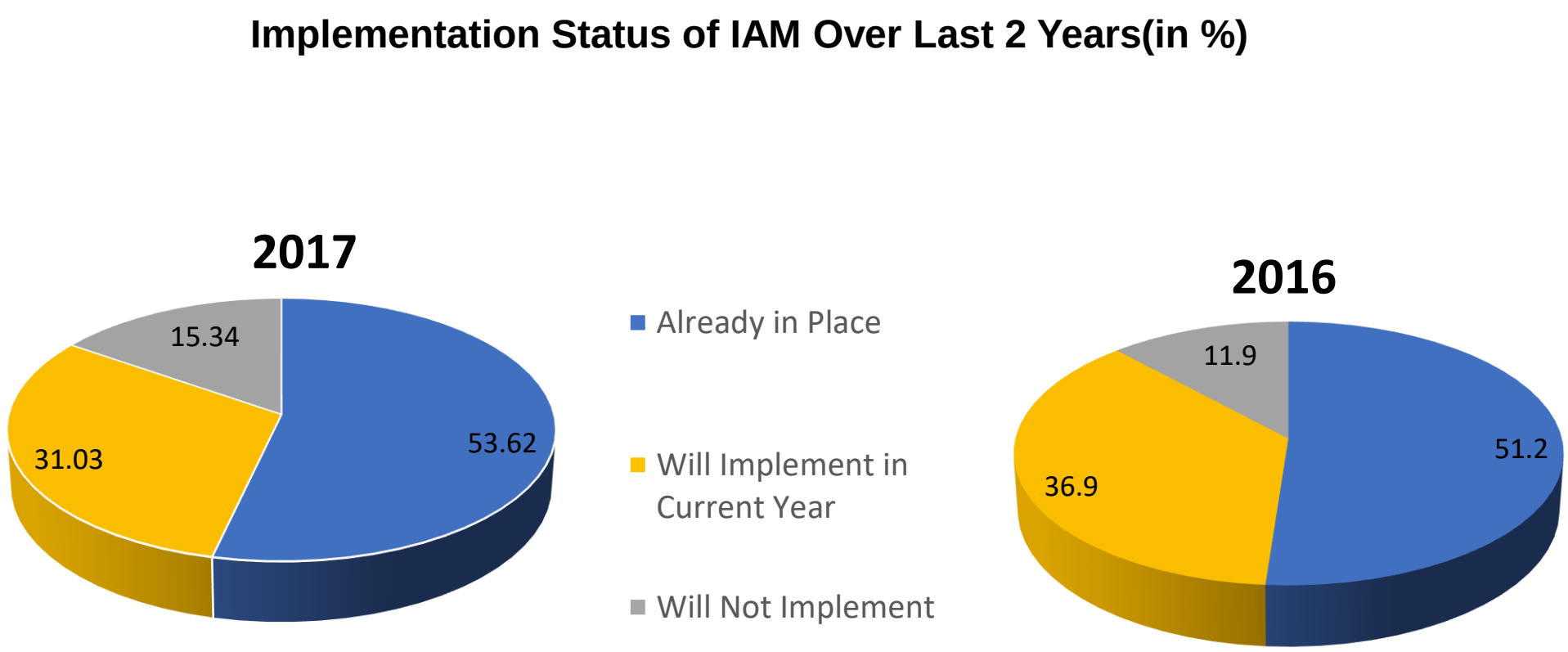
IAM Implementation Status



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IAM across domains

Industry	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
BFSI	53.33	43.33	3.33
IT/ITES	52.94	32.35	14.71
Manufacturing/Infra/Energy	35.00	55.00	10.00
Public	50.00	16.67	33.33
Telecom	80.00	20.00	0.00
Other	55.00	32.50	12.50
Online/Media/Entertainment	43.50	56.50	0.00
Pharma/Health	42.86	28.57	28.57

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IAM across regions

Region	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
Ahmedabad	31.00	39.00	30.00
Bangalore	54.00	37.67	8.33
Chennai	45.00	25.00	30.00
Delhi NCR	74.19	19.35	6.45
Hyderabad	51.43	28.57	20.00
Kolkata	30.00	50.00	20.00
Mumbai	55.00	37.50	7.50
Others	42.50	25.00	32.50
Pune	37.50	12.50	50.00

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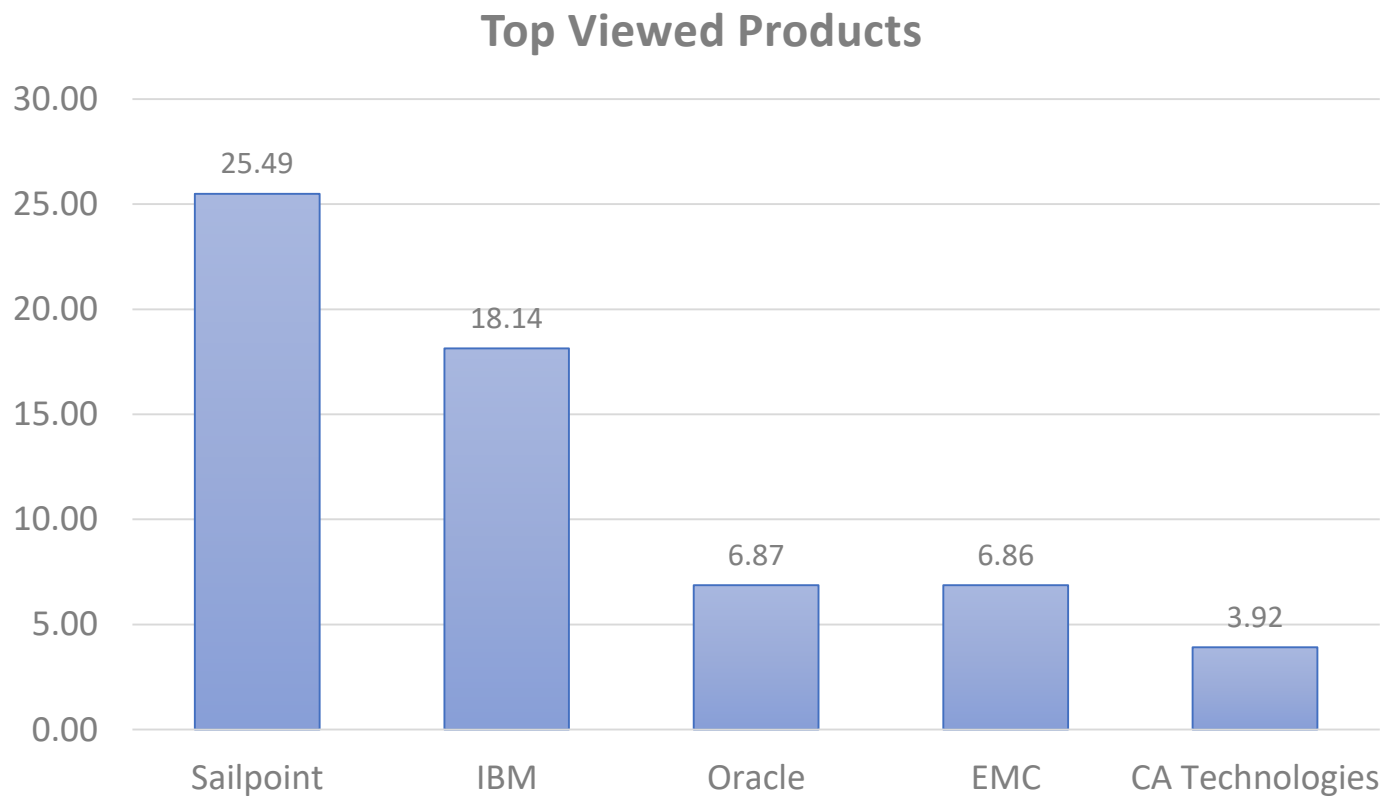
FireCompass Stats For IAM Market

- Top Viewed Products:
  - **Sailpoint** is most viewed product in IAM market with 25%
  - **IBM & Oracle** are 2nd and 3rd with 18% and 7% respectively



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FireCompass Stats For IAM Market

- **Popular Comparisons:**
  - Sailpoint Identity IQ Vs. IBM Security Identity and Access Manager
  - IBM Security Identity and Access Manager Vs. Oracle IAM Suite
  - Oracle IAM Suite Vs. Sailpoint Identity IQ
  - Oracle IAM Suite Vs. RSA @VIA Access

- **Top Rated Products:**
  - Sailpoint Identity IQ: 4.7/5
  - IBM Security Identity and Access Manager: 4.5/5
  - SAP Identity Management: 4/5
  - Oracle IAM Suite: 3.8/5

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Security Information & Event Management (SIEM)

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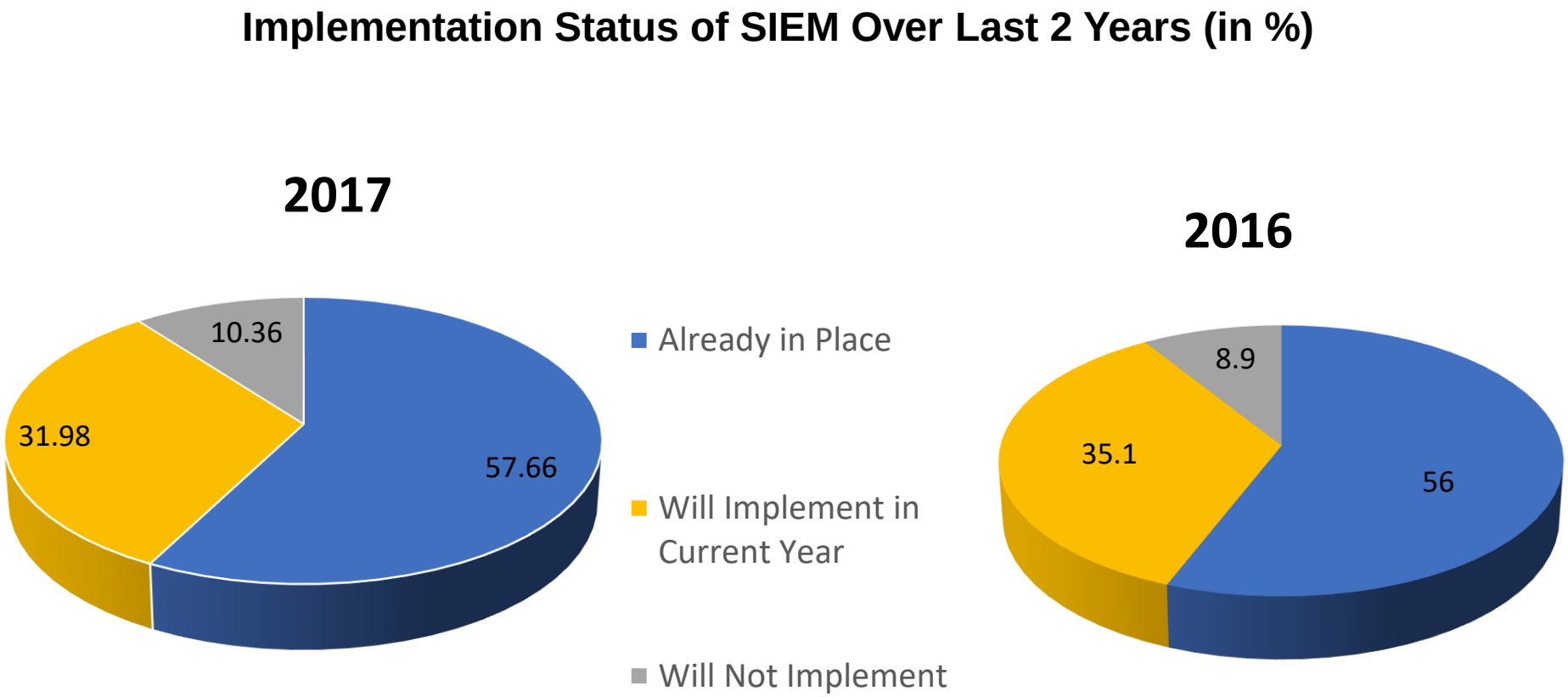
SIEM Implementation Status



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SIEM across domains

Industry	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
BFSI	70.00	23.33	6.67
IT/ITES	61.76	32.35	5.88
Manufacturing/Infra/Energy	50.00	40.00	10.00
Public	33.33	50.00	16.67
Telecom	40.00	20.00	20.00
Other	35.00	40.00	25.00
Online/Media/Entertainment	43.00	20.00	37.00
Pharma/Health	57.14	28.57	14.29

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SIEM across regions

Region	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
Ahmedabad	29.00	61.00	10.00
Bangalore	58.33	25.00	16.67
Chennai	35.00	45.00	20.00
Delhi NCR	70.97	21.13	7.90
Hyderabad	35.71	14.29	50.00
Kolkata	36.00	44.00	20.00
Mumbai	65.00	30.00	5.00
Others	30.00	40.00	30.00
Pune	50.00	42.50	7.50

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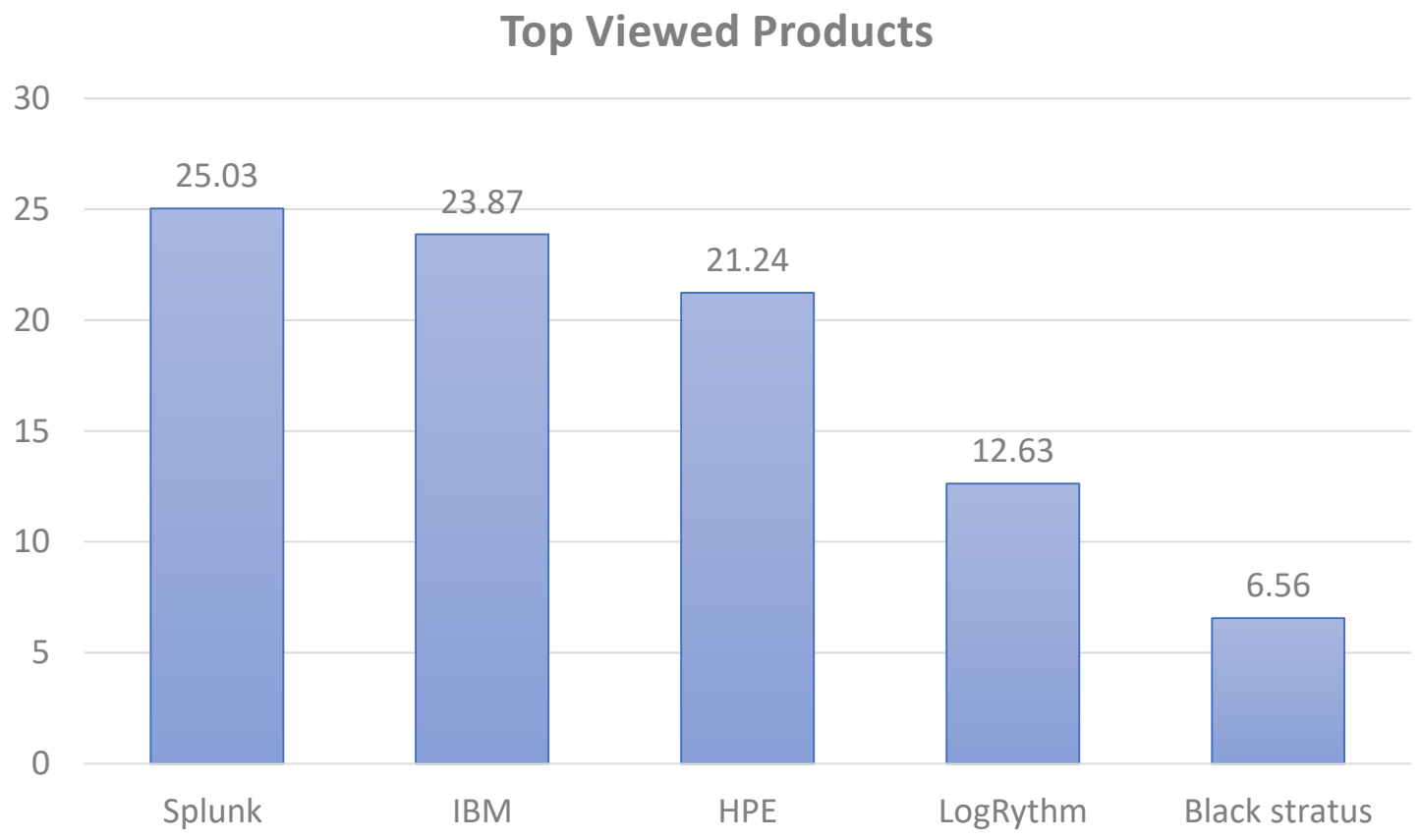
FireCompass Stats For SIEM Market

- Top Viewed Products:
  - **Splunk** is most viewed product in SIEM market with 25%
  - **IBM & HPE** are 2nd and 3rd with 24% and 21% respectively



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FireCompass Stats For SIEM Market

- **Popular Comparisons:**
  - Logrhythm SIEM Vs. Splunk Enterprise, Cloud, Light
  - IBM QRadar Vs. HPE ArcSight
  - Splunk Enterprise, Cloud, Light Suite Vs. IBM QRadar
  - HPE ArcSight Vs. Splunk Enterprise, Cloud, Light Suite

- **Top Rated Products:**
  - LogRhythm SIEM: 4.7/5
  - Splunk Enterprise, Cloud, Light Suite: 4.7/5
  - IBM QRadar: 4.1/5
  - AlienVault USM Platform: 4/5

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Enterprise Mobility Management (EMM)

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EMM Implementation Status

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EMM across domains

Industry	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
BFSI	53.33	40.00	6.67
IT/ITES	44.12	31.18	24.71
Manufacturing/Infra/Energy	35.00	45.00	20.00
Other	12.50	62.50	25.00
Online/Media/Entertainment	40.00	60.00	0.00
Pharma/Health	28.57	28.57	42.86
Public	16.67	33.33	50.00
Telecom	66.67	33.33	0.00

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EMM across regions

Region	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
Ahmedabad	23.00	32.00	45.00
Bangalore	41.67	23.33	35.00
Chennai	25.00	50.00	25.00
Delhi NCR	41.94	28.39	29.68
Hyderabad	28.57	57.14	14.29
Kolkata	20.00	50.00	30.00
Mumbai	55.00	37.50	7.50
Others	30.00	45.00	25.00
Pune	37.50	25.00	37.50

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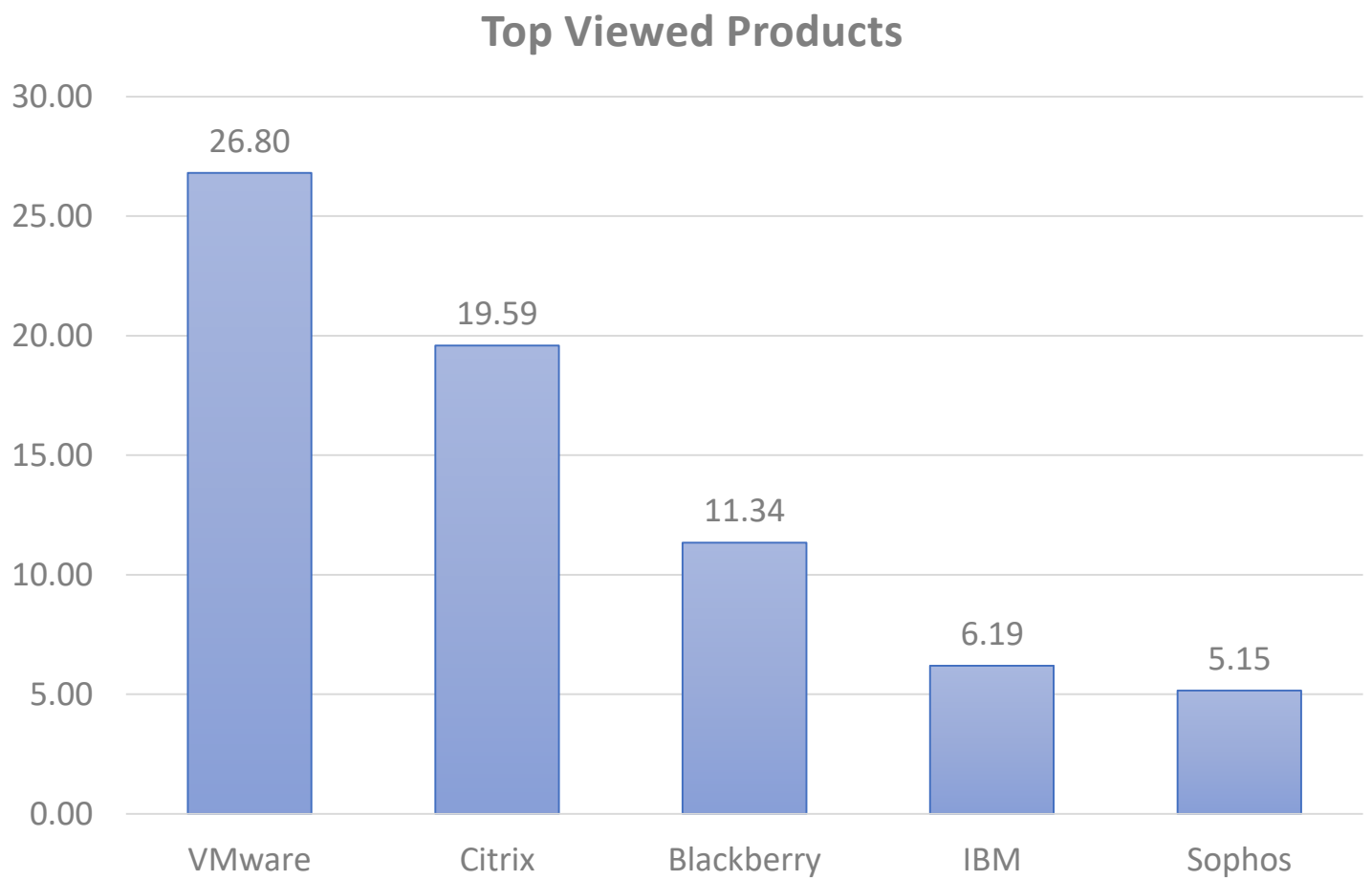
FireCompass Stats For EMM Market

- Top Viewed Products:
  - **VMware** is most viewed product in EMM market with 27%
  - **Citrix & Blackberry** are 2nd and 3rd with 20% and 11% respectively



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FireCompass Stats For EMM Market

- **Popular Comparisons:**
  - Citrix XenMobile Vs. VMware Airwatch
  - VMware Airwatch Vs. Blackberry EMM Suite
  - Citrix XenMobile Vs. Blackberry EMM Suite
  - Blackberry EMM Suite Vs. IBM MaaS360

- **Top Rated Products:**
  - Citrix XenMobile : 4.7/5
  - VMware Airwatch: 4.7/5
  - Blackberry EMM Suite: 4.6/5
  - Landesk Mobile Security Suite: 4.5/5

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Next Generation Firewall (NGFW)

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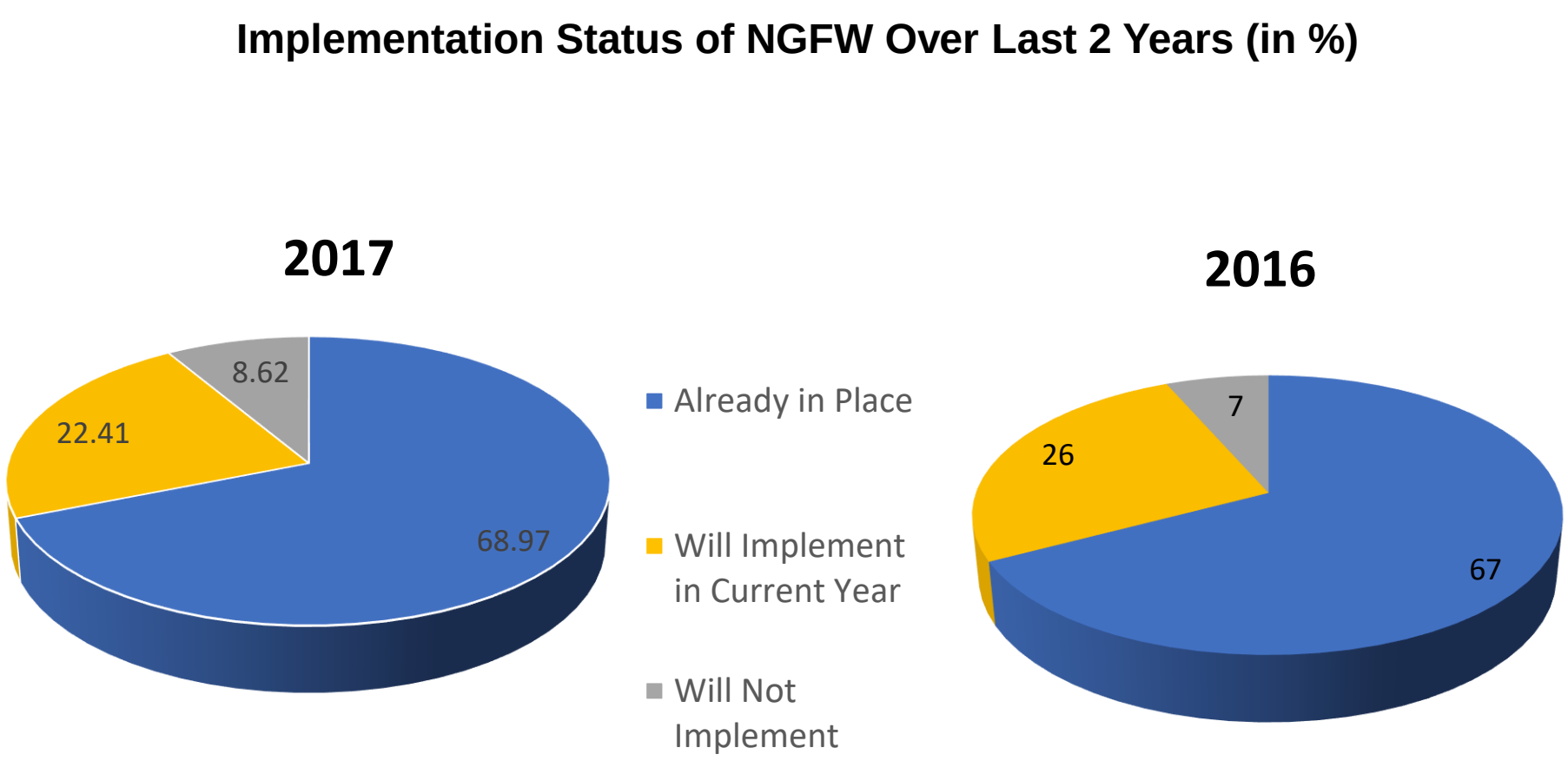
NGFW Implementation Status



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NGFW across domains

Industry	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
BFSI	66.67	16.67	16.67
IT/ITES	70.59	23.53	5.88
Manufacturing/Infra/Energy	60.00	15.00	25.00
Other	62.50	37.50	0.00
Pharma/Health	71.43	14.29	14.29
Public	66.67	16.67	16.67
Online/Media/Entertainment	80.00	20.00	0.00
Telecom	63.33	16.67	20.00

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NGFW across regions

Region	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
Ahmedabad	50.00	25.00	25.00
Bangalore	66.67	16.67	16.67
Chennai	37.50	45.00	17.50
Delhi NCR	64.52	29.03	6.45
Hyderabad	85.71	14.29	0.00
Kolkata	50.00	50.00	0.00
Mumbai	75.00	15.00	10.00
Others	25.00	25.00	50.00
Pune	50.00	37.50	12.50

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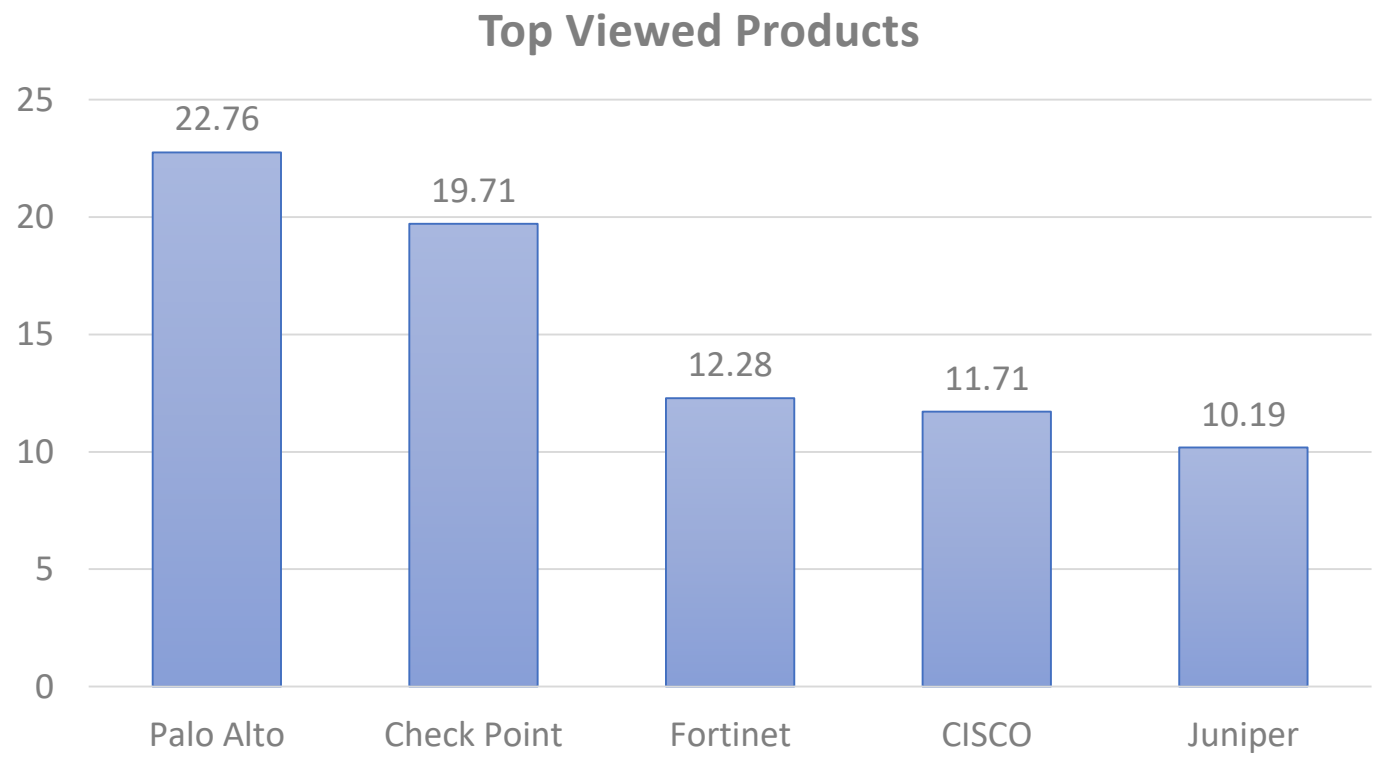
FireCompass Stats For NGFW Market

- Top Viewed Products:
  - **Palo Alto Networks** is most viewed product in NGFW market with 22%
  - **Check Point & Fortinet** are 2nd and 3rd with 20% and 12% respectively



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FireCompass Stats For NGFW Market

- **Popular Comparisons:**
  - Palo Alto NGFW Vs. Check Point NGFW
  - Palo Alto NGFW Vs. CISCO ASA Firewall
  - CISCO ASA Firewall Vs. Check Point NGFW
  - Juniper NGFW Vs. CISCO ASA Firewall

- **Top Rated Products:**
  - CISCO ASA Firewall: 3.8/5
  - Check Point NGFW: 3.8/5
  - Juniper NGFW: 3.2/5
  - Palo Alto NGFW: 2.9/5

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Data Loss Prevention (DLP)

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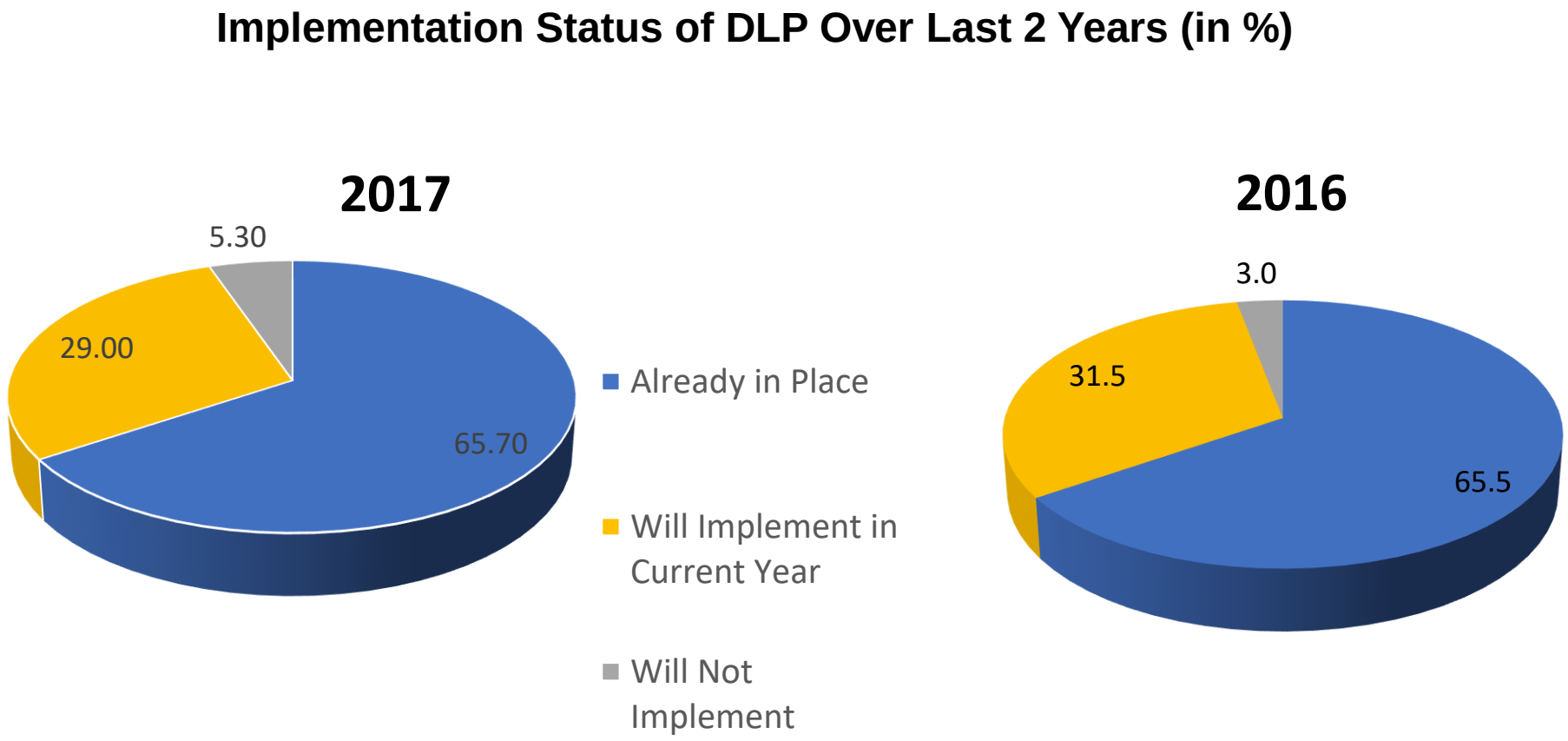
DLP Implementation Status



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DLP across domains

Industry	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
BFSI	63.33	33.33	3.33
IT/ITES	64.71	32.35	2.94
Manufacturing/Infra/Energy	50.00	20.00	30.00
Other	55.00	22.50	22.50
Pharma/Health	61.43	28.57	10.00
Public	33.33	50.00	16.67
Online/Media/Entertainment	60.00	20.00	20.00
Telecom	80.00	20.00	0.00

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DLP across regions

Region	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
Ahmedabad	32.00	45.00	23.00
Bangalore	61.67	28.33	10.00
Chennai	50.00	25.00	25.00
Delhi NCR	67.74	25.81	6.45
Hyderabad	57.14	42.86	0.00
Kolkata	50.00	50.00	0.00
Mumbai	77.50	20.00	2.50
Others	37.50	62.50	0.00
Pune	62.50	37.50	0.00

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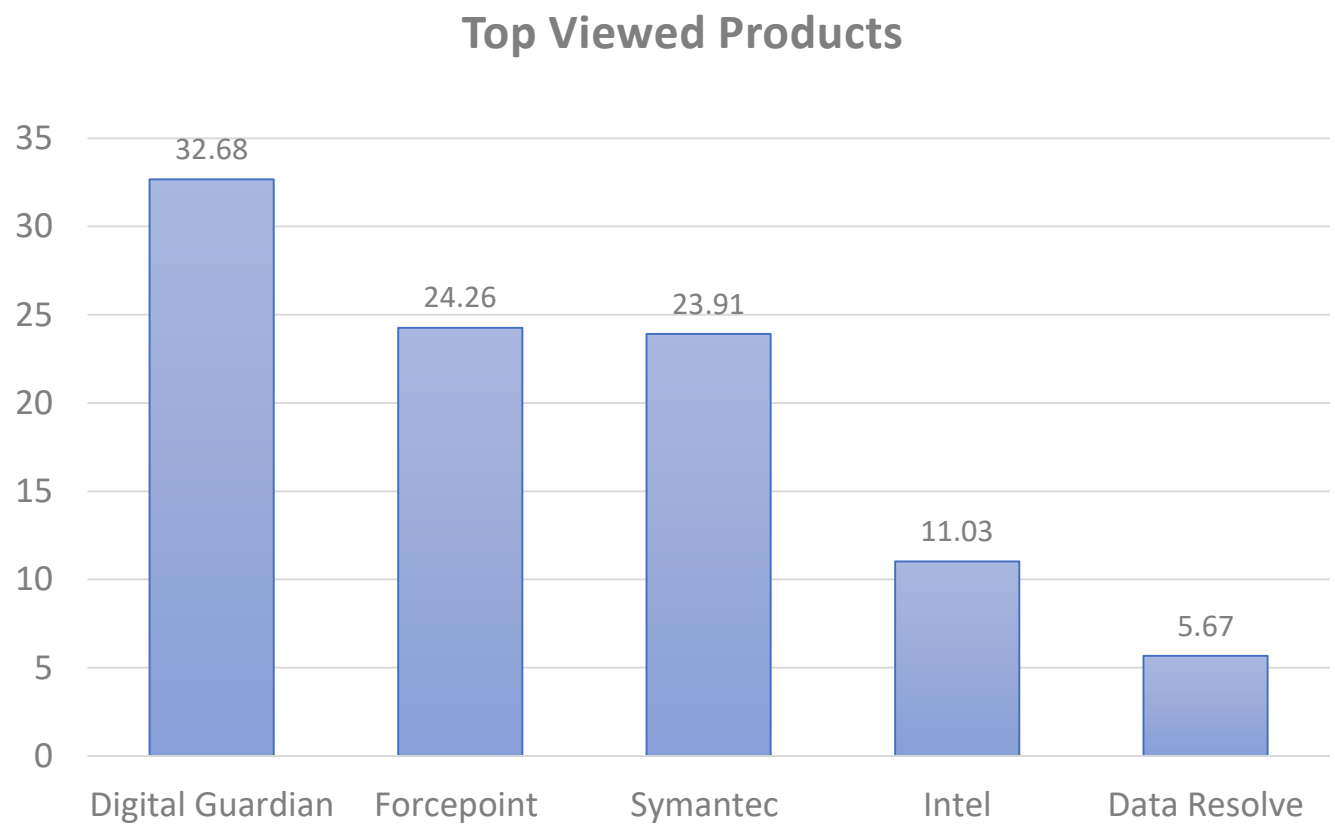
FireCompass Stats For DLP Market

- Top Viewed Products:
  - **Digital Guardian** is most viewed product in DLP market with 33%
  - **Forcepoint & Symantec** are 2nd and 3rd with 24% and 23% respectively



FireCompass Stats For DLP Market

- **Popular Comparisons:**
  - Digital Guardian for Data Loss Prevention Vs. Forcepoint TRITON® APX
  - Forcepoint TRITON® APX Vs. Symantec Data Loss Prevention
  - Digital Guardian for Data Loss Prevention Vs. Symantec Data Loss Prevention
  - Symantec Data Loss Prevention Vs. McAfee Data Loss Prevention (DLP)

- **Top Rated Products:**
  - Digital Guardian for Data Loss Prevention: 4.9/5
  - Forcepoint TRITON® APX: 4.4/5
  - Symantec Data Loss Prevention: 4.1/5
  - McAfee Data Loss Prevention (DLP): 3.8/5

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Network Advanced Threat Protection (ATP)

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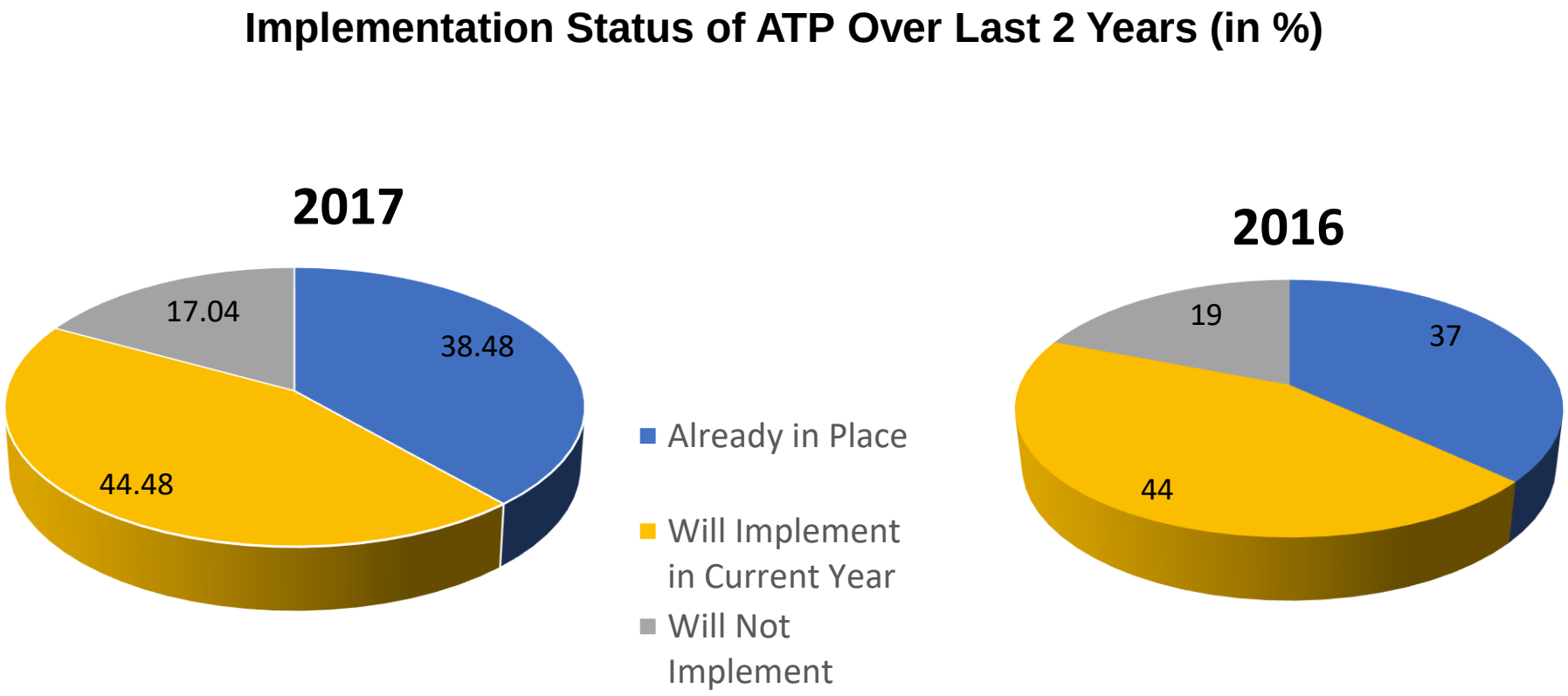
ATP Implementation Status



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ATP across domains

Industry	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
BFSI	40.00	56.67	3.33
IT/ITES	55.88	29.41	14.71
Manufacturing/Infra/Energy	30.00	65.00	5.00
Other	50.00	37.50	12.50
Pharma/Health	28.57	57.14	14.29
Public	33.33	33.33	33.33
Online/Media/Entertainment	40.00	40.00	40.00
Telecom	33.33	50.00	16.67

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ATP across regions

Region	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
Ahmedabad	15	60	20
Bangalore	50	30	20
Chennai	23	25	52
Delhi NCR	47.74	39.35	12.90
Hyderabad	21.42	28.57	50
Kolkata	20	20	60
Mumbai	55	40	5
Others	23	25	52
Pune	37.5	42.5	20

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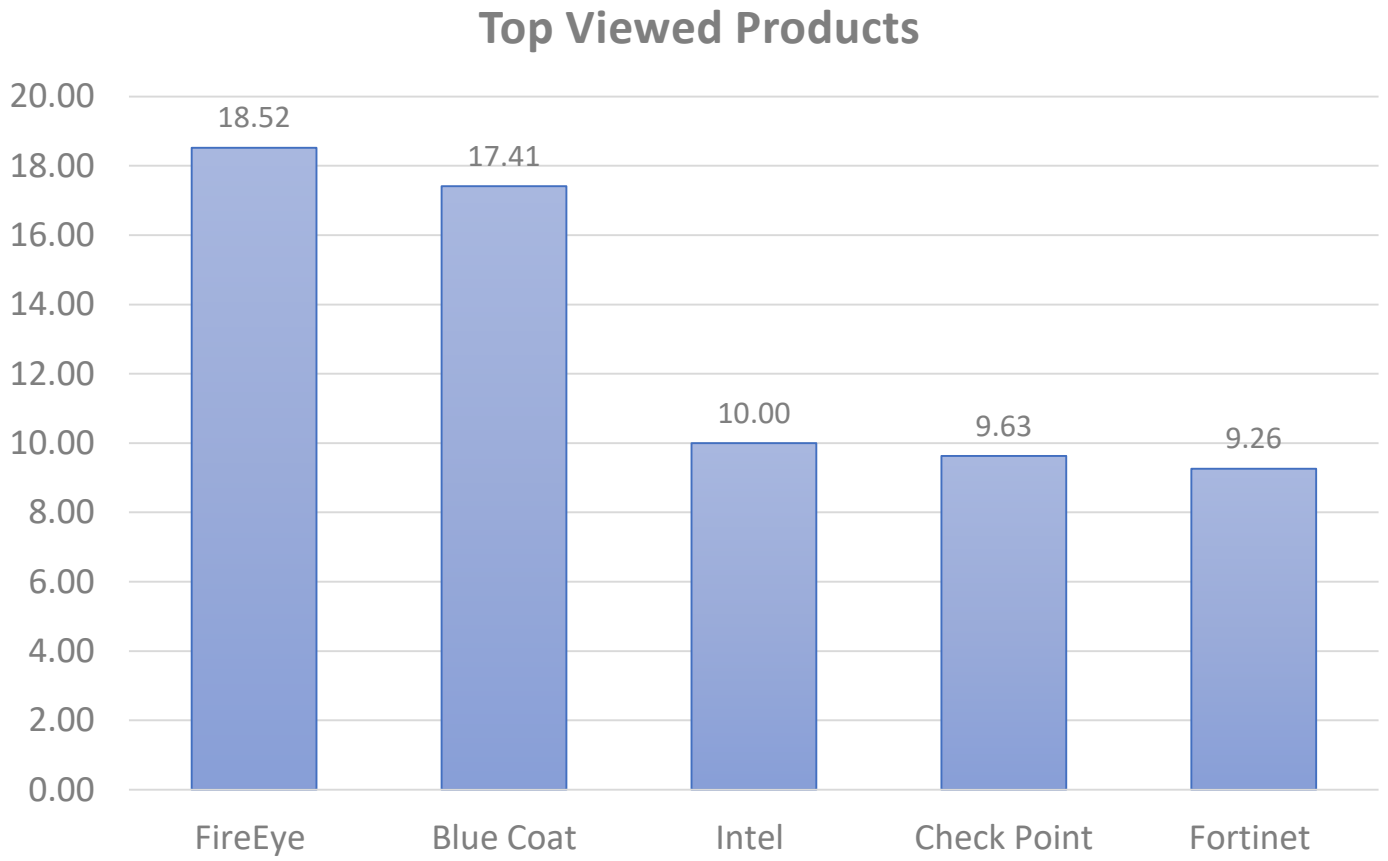
FireCompass Stats For ATP Market

- Top Viewed Products:
  - **FireEye** is most viewed product in ATP market with 19%
  - **Bluecoat & Intel** are 2nd and 3rd with 17% and 10% respectively



FireCompass Stats For ATP Market

- **Popular Comparisons:**
  - FireEye NETWORK SECURITY(NX SERIES) Vs. Blue Coat Advanced Threat Protection
  - Blue Coat Advanced Threat Protection Vs. Check Point Next Generation Threat Prevention
  - McAfee Advanced Threat Defense Vs. FireEye NETWORK SECURITY(NX SERIES)
  - Check Point Next Generation Threat Prevention Vs. McAfee Advanced Threat Defense

- **Top Rated Products:**
  - FireEye NETWORK SECURITY(NX SERIES): 4.7/5
  - Palo Alto Networks WildFire: 4/5

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Web Application Firewall (WAF)

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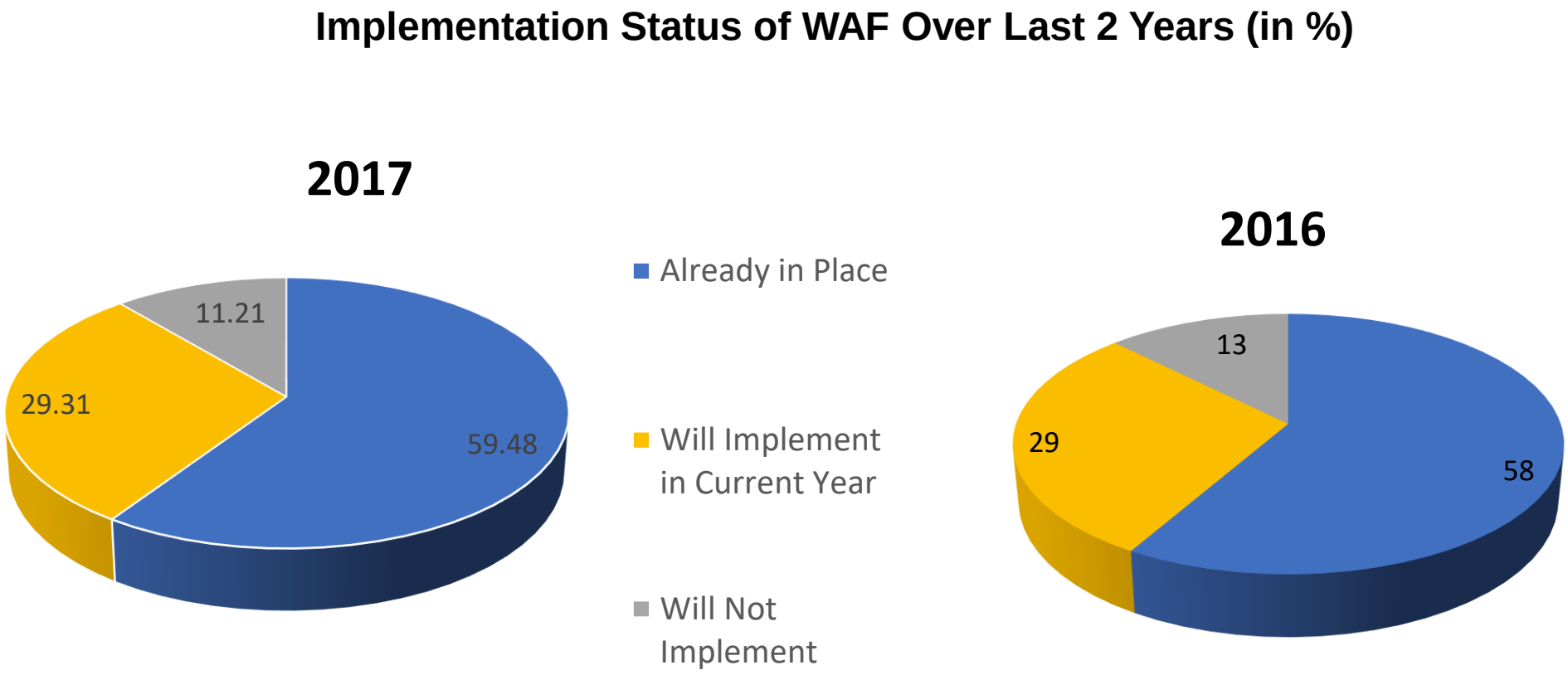
WAF Implementation Status



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WAF across domains

Industry	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
BFSI	63.33	30.00	6.67
IT/ITES	55.88	20.59	23.53
Manufacturing/Infra/Energy	60.00	30.00	10.00
Other	52.50	35.00	12.50
Pharma/Health	47.14	32.86	20.00
Public	33.33	56.67	10.00
Online/Media/Entertainment	60.00	20.00	20.00
Telecom	56.67	33.33	10.00

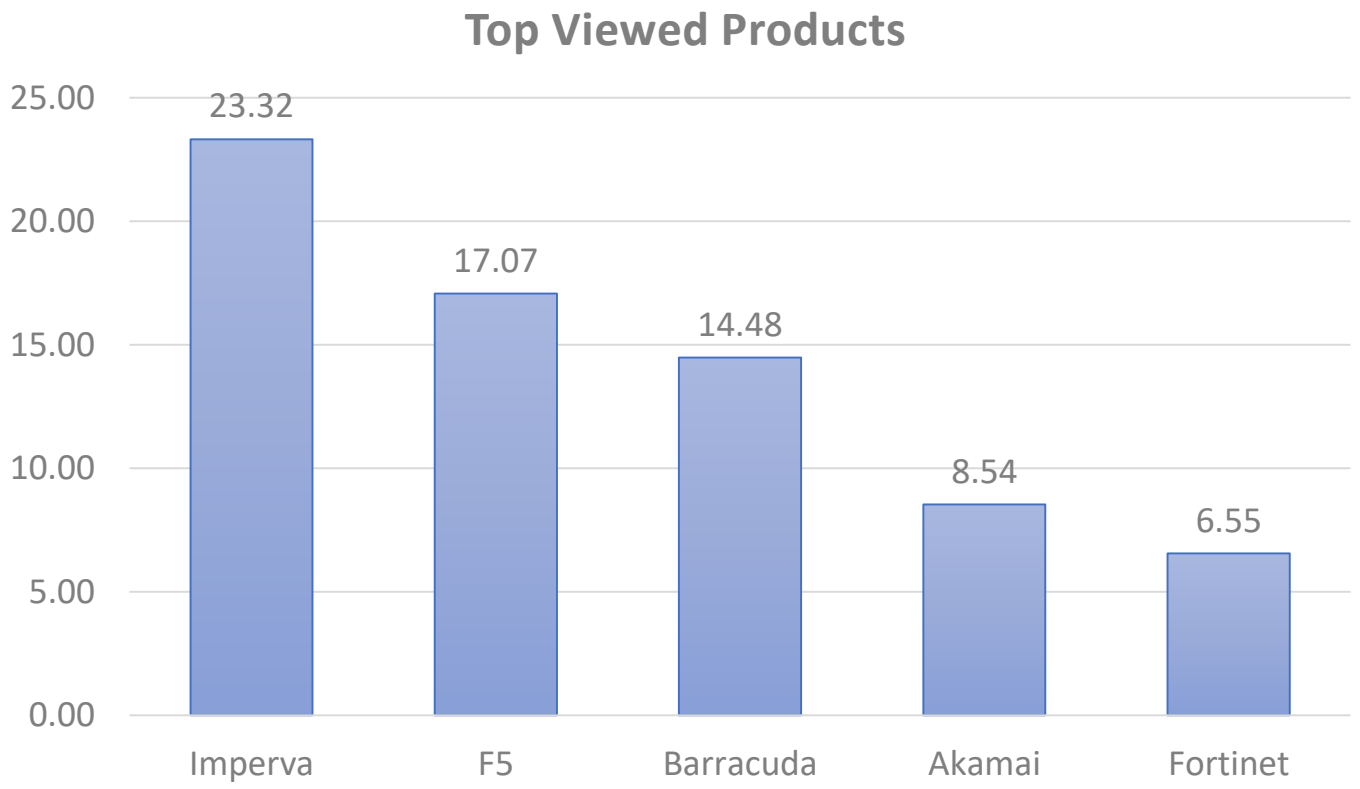
WAF across regions

Region	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
Ahmedabad	25.00	55.00	20.00
Bangalore	50.00	16.67	33.33
Chennai	25.00	25.00	50.00
Delhi NCR	58.06	34.03	7.90
Hyderabad	21.43	38.57	40.00
Kolkata	20.00	30.00	50.00
Mumbai	57.50	37.50	5.00
Others	27.50	20.00	52.50
Pune	50.00	25.00	25.00

FireCompass

FireCompass Stats For WAF Market

- Top Viewed Products:
  - **Imperva** is most viewed product in WAF market with 23%
  - **F5 & Barracuda Networks** are 2nd and 3rd with 17% and 14% respectively



FireCompass

FireCompass Stats For WAF Market

- **Popular Comparisons:**
  - Imperva Secure Sphere Web Application Firewall Vs. Akamai Kona Site Defender WAF
  - Imperva Secure Sphere Web Application Firewall Vs. F5 Networks BIG-IP Application Security Manager
  - F5 Networks BIG-IP Application Security Manager Vs. Barracuda Web Application Firewall
  - Barracuda Web Application Firewall Vs. Akamai Kona Site Defender WAF

- **Top Rated Products:**
  - Imperva SecureSphere Web Application Firewall: 5/5
  - Trustwave WAF: 3.5/5
  - Citrix NetScaler AppFirewall: 3.5/5
  - PT Application Firewall: 3.5/5

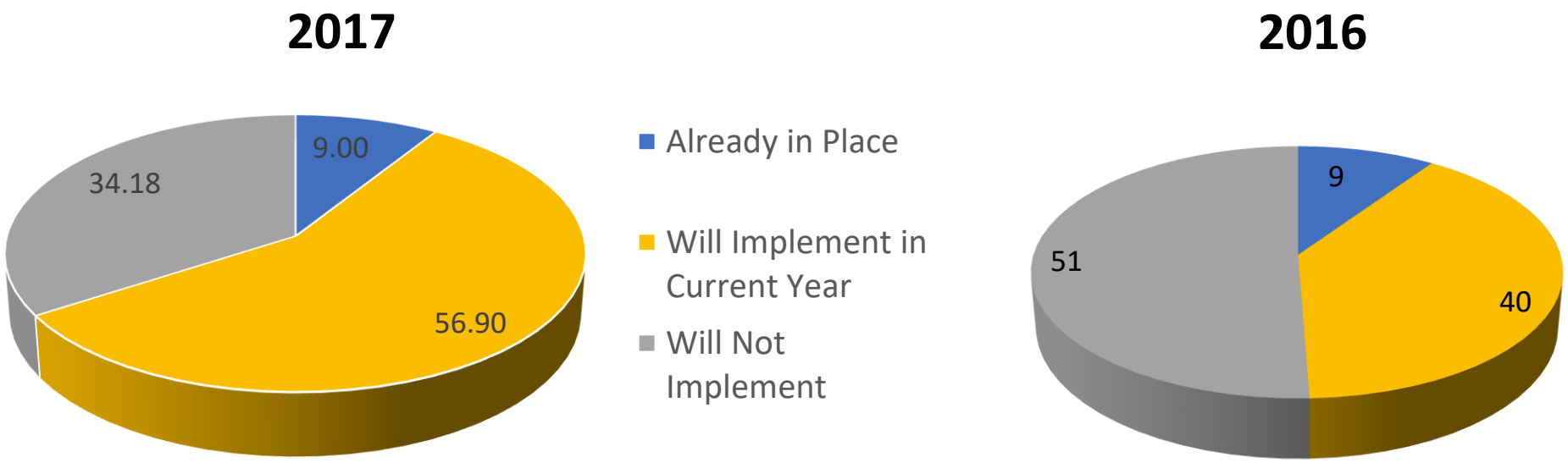
FireCompass

Cloud Access Security Broker (CASB)

FireCompass

CASB Implementation Status

Implementation Status of CASB Over Last 2 Years (in %)



FireCompass

CASB across domains

Industry	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
BFSI	3.33	53.33	43.33
IT/ITES	11.76	64.71	23.53
Manufacturing/Infra/Energy	5.00	45.00	50.00
Other	12.50	62.50	25.00
Pharma/Health	14.29	42.86	42.86
Public	16.67	66.67	16.67
Online/Media/Entertainment	20.00	60.00	20.00
Telecom	0.00	66.67	33.33

FireCompass

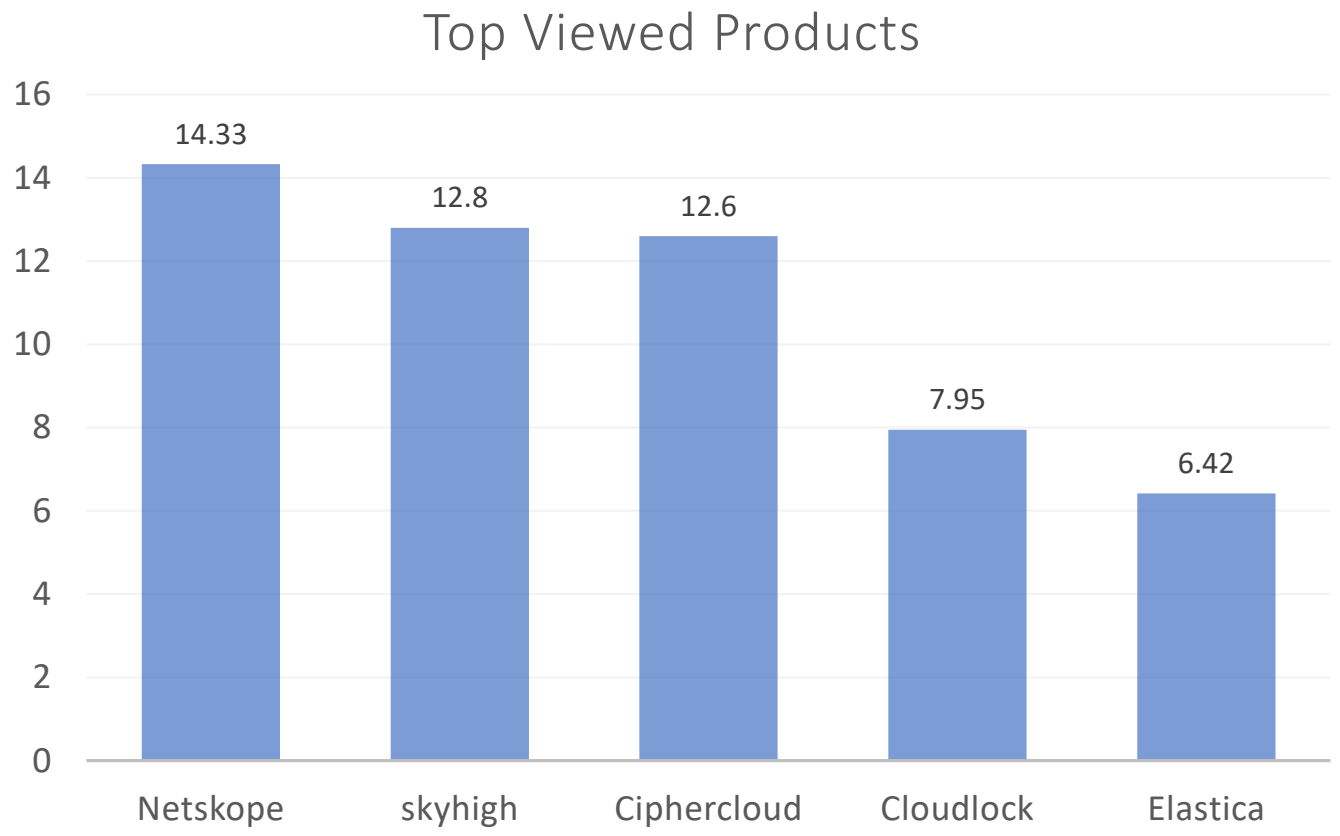
CASB across regions

Region	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
Ahmedabad	00.00	50.00	50.00
Bangalore	8.33	33.33	58.33
Chennai	0.00	50.00	50.00
Delhi NCR	9.68	61.29	29.03
Hyderabad	4.29	57.14	38.57
Kolkata	0.00	50.00	50.00
Mumbai	10.00	65.00	25.00
Others	0.00	37.50	62.50
Pune	5.00	62.50	37.50

FireCompass

FireCompass Stats For CASB Market

- Top Viewed Products:
  - **Netskope** is most viewed product in CASB market with 14%
  - **Skyhigh networks & Ciphercloud** are 2nd and 3rd with 12.8% and 12.6% respectively



FireCompass

FireCompass Stats For CASB Market

- **Popular Comparisons:**
  - The Netskope Active Platform Vs. Skyhigh Cloud Security Manager
  - CipherCloud Cloud Security Broker (CSB) Vs. The Netskope Active Platform
  - CipherCloud Cloud Security Broker (CSB) Vs. Skyhigh Cloud Security Manager
  - Skyhigh Cloud Security Manager Vs CloudLock Security Fabric

- **Top Rated Products:**
  - CipherCloud Cloud Security Broker (CSB): 3.5/5

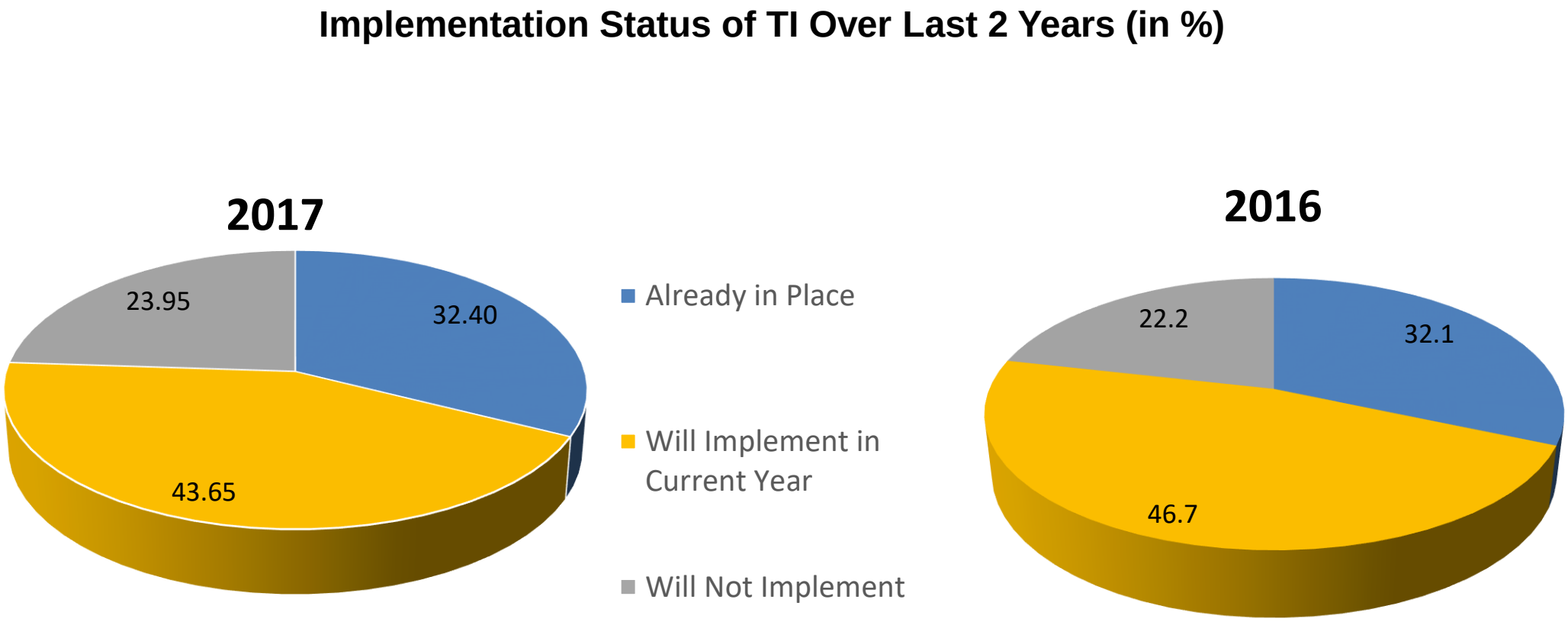
FireCompass

Threat Intelligence

(TI)

FireCompass

Threat Intelligence Implementation Status



FireCompass

Threat Intelligence across domains

Industry	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
BFSI	50	50	0
IT/ITES	47.05	47.05	5.89
Manufacturing/Infra/Energy	45	35	20
Other	37.5	27.5	35
Pharma/Health	57.14	28.57	14.28
Public	16.67	50	33.33
Online/Media/Entertainment	60	22	18.00
Telecom	50	30	20

FireCompass

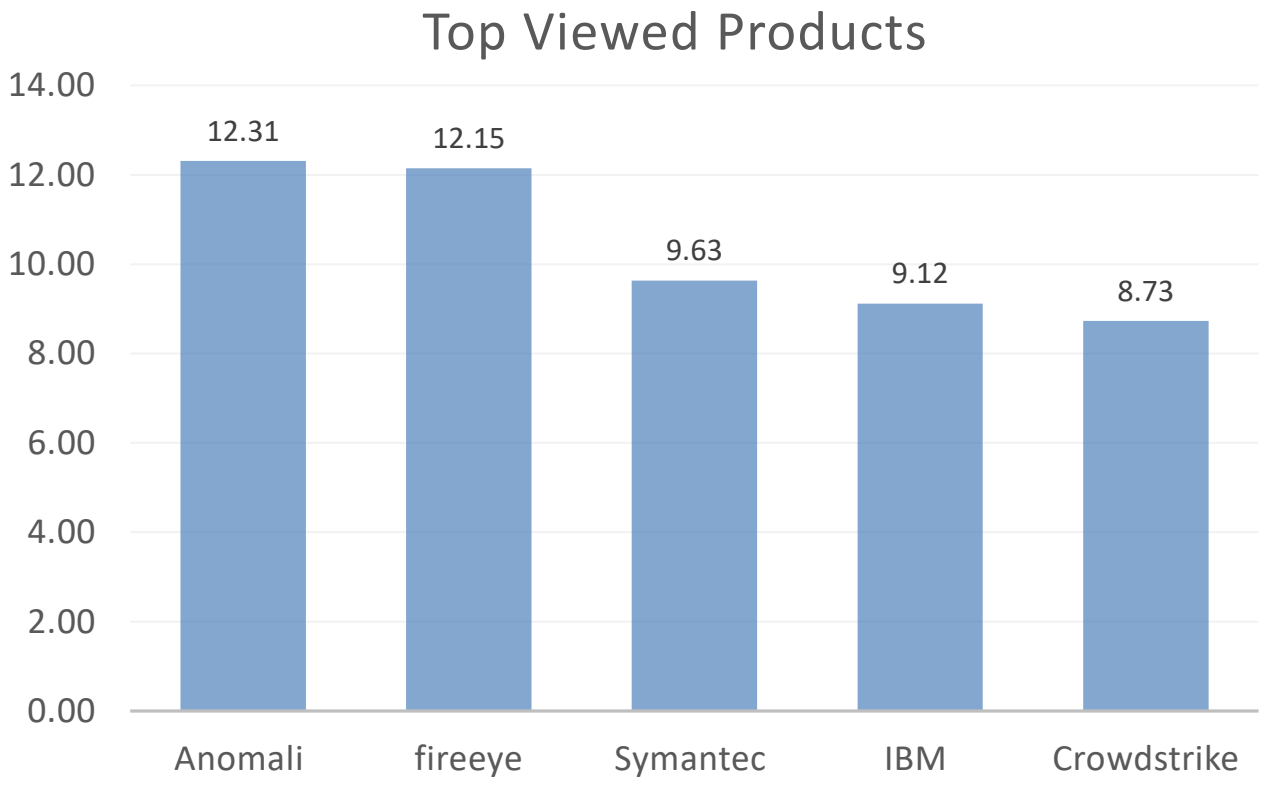
Threat Intelligence across regions

Region	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
Ahmedabad	15.00	20.00	55.00
Bangalore	41.67	41.67	16.67
Chennai	23.00	43.00	24.00
Delhi NCR	51.61	22.26	26.13
Hyderabad	41.43	28.57	30.00
Kolkata	0.00	50.00	50.00
Mumbai	47.50	50.00	2.50
Others	33.33	33.33	33.33
Pune	37.50	32.50	30.00

FireCompass

FireCompass Stats For TI Market

- Top Viewed Products:
  - **FireEye** is most viewed product in TI market with 12.3%
  - **Anomali & Symantec** are 2nd and 3rd with 12.1% and 9.63% respectively



FireCompass

FireCompass Stats For TI Market

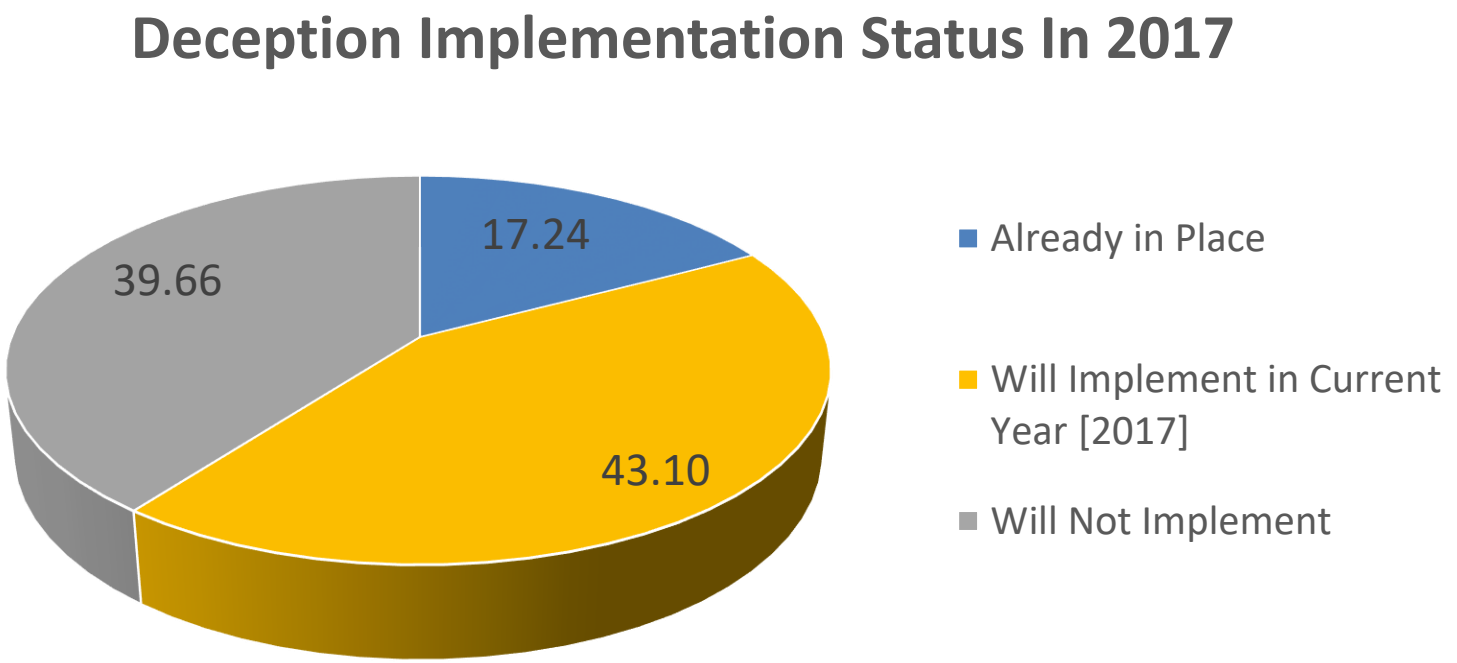
- **Popular Comparisons:**
  - Anomali Enterprise Vs. FireEye isight Cyber Threat Intelligence
  - FireEye isight Cyber Threat Intelligence Vs. Symantec DeepSight Intelligence
  - Symantec DeepSight Intelligence Vs. IBM X-Force intelligence
  - FireEye isight Cyber Threat Intelligence Vs. IBM X-Force intelligence

FireCompass

Deception

FireCompass

Deception Implementation Status



FireCompass

Threat Intelligence across domains

Industry	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
BFSI	13.33	56.67	30.00
IT/ITES	20.59	29.41	50.00
Manufacturing/Infra/Energy	20.00	35.00	45.00
Other	37.50	25.00	37.50
Pharma/Health	14.29	28.57	57.14
Public	0.00	50.00	50.00
Online/Media/Entertainment	16.67	83.33	0.00
Telecom	0.00	80.00	20.00

FireCompass

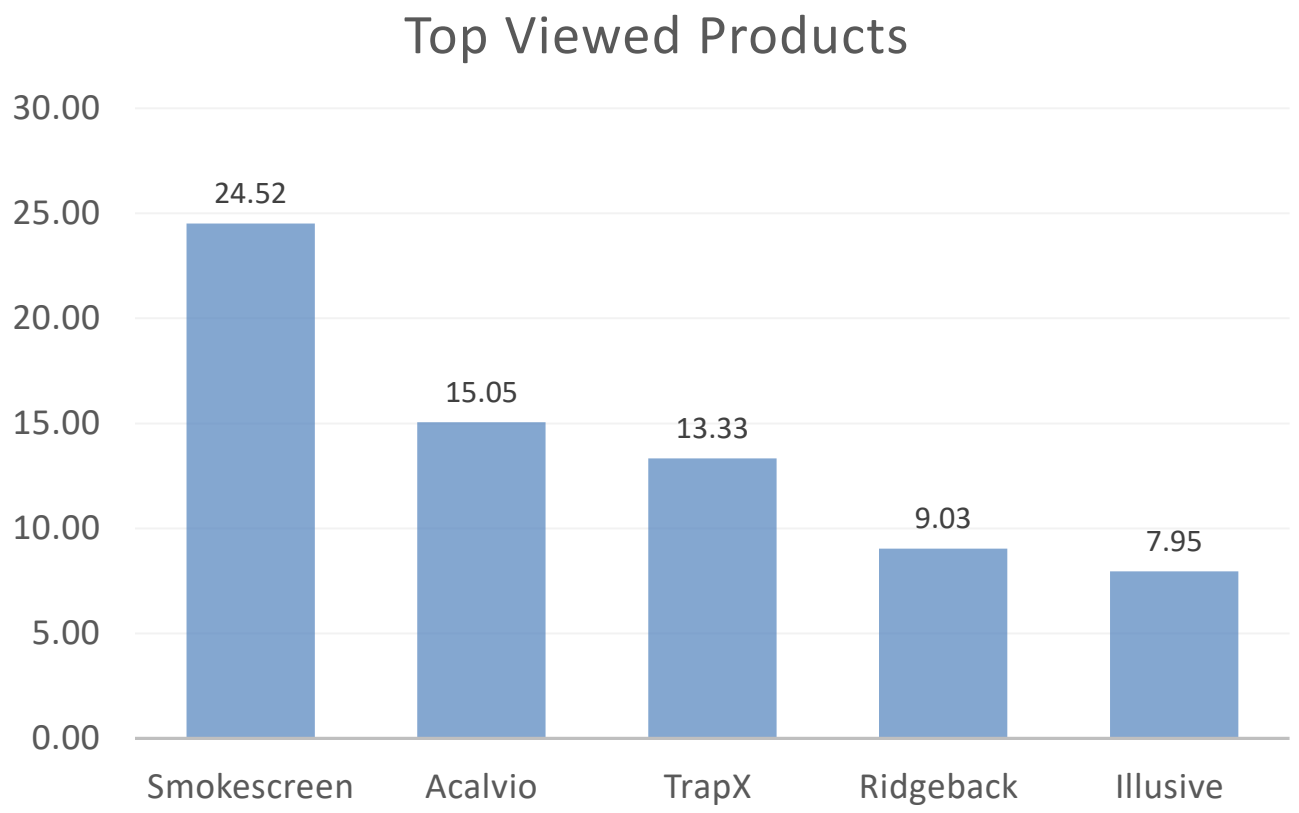
Deception across regions

Region	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
Ahmedabad	20.00	30.00	50.00
Bangalore	16.67	25.00	58.33
Chennai	25.00	50.00	25.00
Delhi NCR	12.90	29.03	58.06
Hyderabad	22.86	57.14	20.00
Kolkata	0.00	100.00	0.00
Mumbai	27.50	55.00	27.50
Others	17.50	37.50	45.00
Pune	25.00	12.50	62.50

FireCompass

FireCompass Stats For Deception Market

- Top Viewed Products:
  - **Smokescreen** is most viewed product in Deception market with 24.5%
  - **Acalvio & TrapX** are 2nd and 3rd with 15.1% and 9.63% respectively



FireCompass

FireCompass Stats For TI Market

Popular Comparisons:

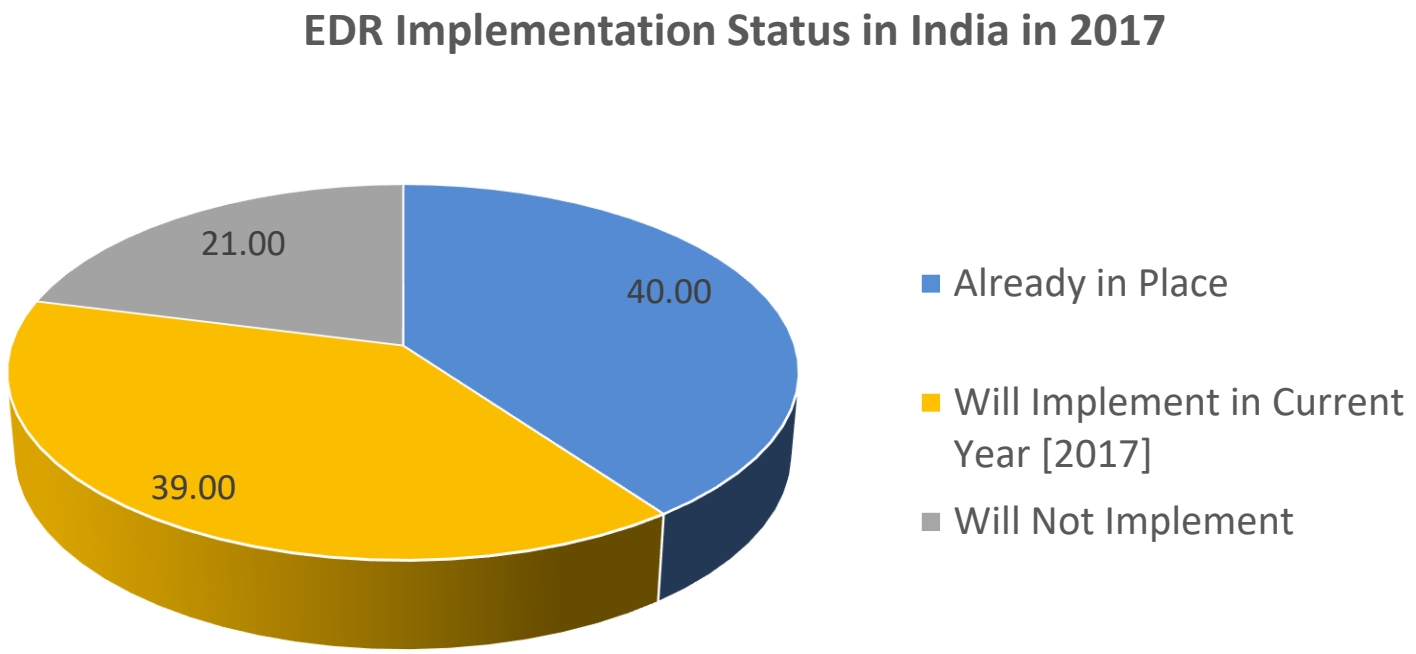
- Smokescreen Illusion Black Vs. Acalvio Deception2.0
- Smokescreen Illusion Black Vs. TrapX Deception Grid
- TrapX Deception Grid Vs. Acalvio Deception2.0
- Illusive networks Vs. Ridgeback Network Defense

FireCompass

End Point Detection & Response (EDR)

FireCompass

EDR Implementation Status



FireCompass

EDR across domains

Industry	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
BFSI	41.67	45.00	13.33
IT/ITES	41.71	39.35	18.94
Manufacturing/Infra/Energy	40.00	30.00	30.00
Other	27.50	42.50	30.00
Telcommunication	41.67	43.33	15.00
Public	26.67	43.33	30.00
Pharma/Health	31.43	44.29	24.29
Online/Media/Entertainment	40.00	30.00	30.00

FireCompass

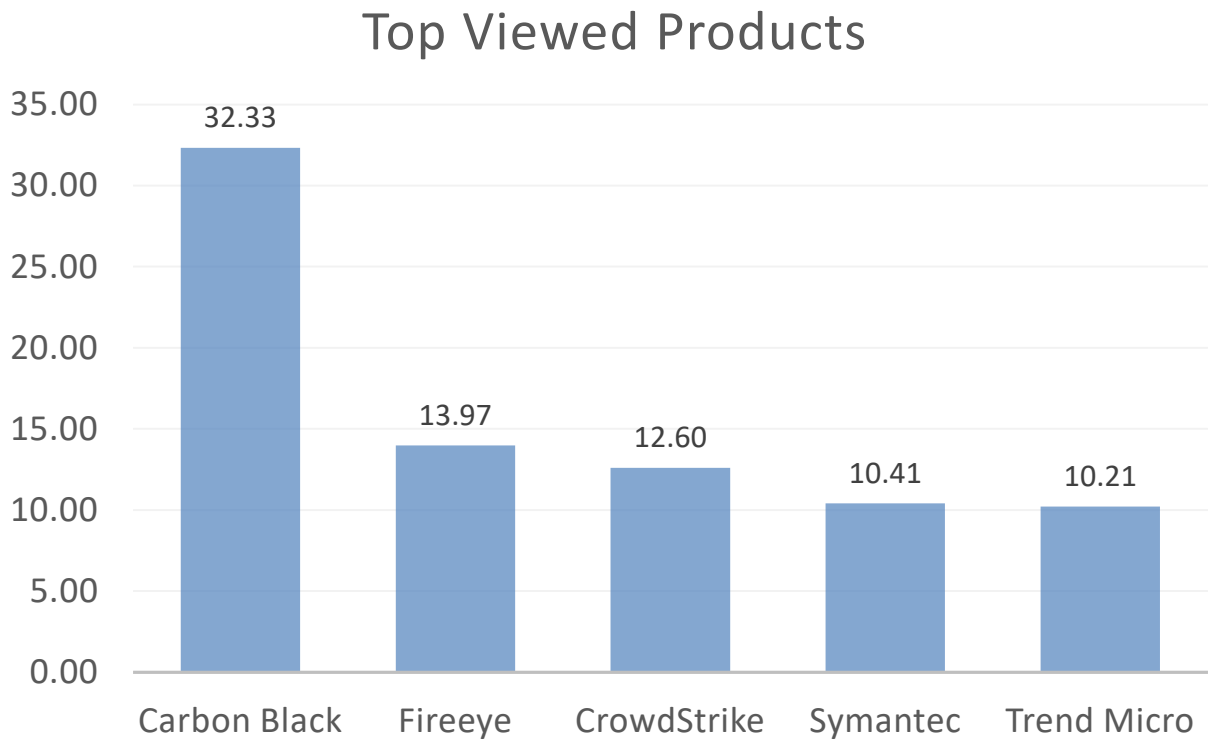
EDR across regions

Region	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
Ahmedabad	30	55	15
Bangalore	50	33.33	16.67
Chennai	25	40	35
Delhi NCR	50	30	20
Hyderabad	40	40	20
Kolkata	25	45	30
Mumbai	45	35	20
Others	30	46	24
Pune	22.22	44.44	33.33

FireCompass

FireCompass Stats For EDR Market

- Top Viewed Products:
  - **Carbon Black** is most viewed product in EDR market with 32.33%
  - **FireEye & CrowdStrike** are 2nd and 3rd with 13.9% and 12.6% respectively



FireCompass

FireCompass Stats For EDR Market

Popular Comparisons:

- Carbon Black Enterprise Response Vs. Trend Micro deep discovery
- Carbon Black Enterprise Response Vs. FireEye Endpoint Security (HX series)
- FireEye Endpoint Security (HX series) Vs. Symantec™ Advanced Threat Protection
- Trend Micro deep discovery Vs. Symantec™ Advanced Threat Protection

Top Rated Products:

- Carbon Black Enterprise Response: 4.4/5
- Trend Micro deep discovery: 4.3/5
- FireEye Endpoint Security (HX series): 4/5

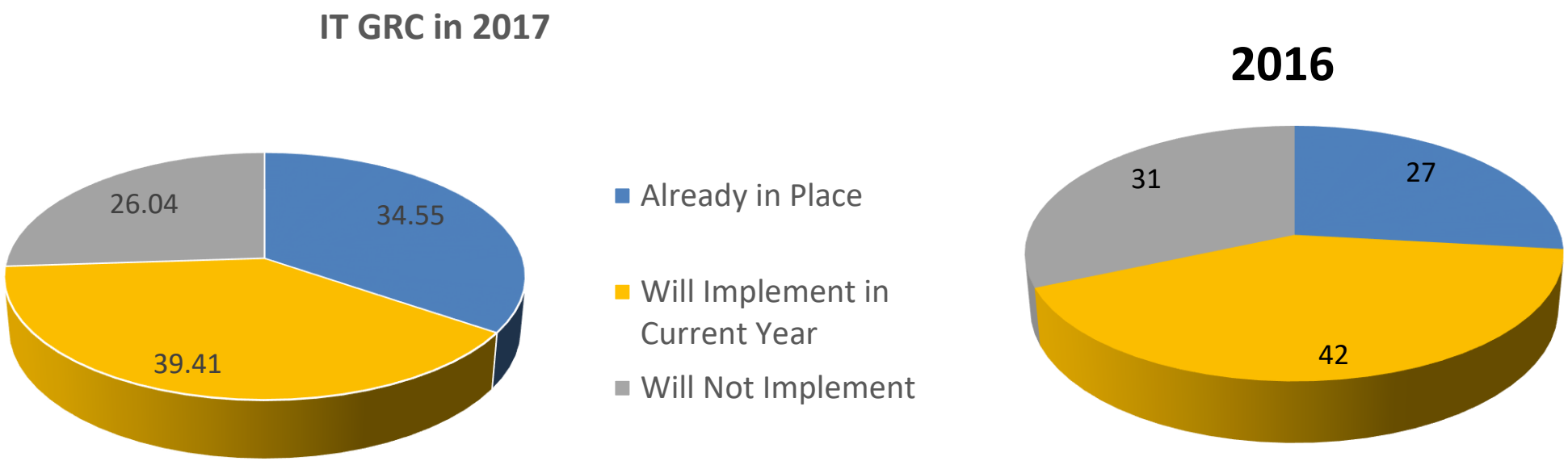
FireCompass

IT Governance, Risk and Compliance (IT GRC)

FireCompass

IT GRC Implementation Status

Implementation Status of IT GRC Over Last 2 Years (in %)



FireCompass

IT GRC across domains

Industry	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
BFSI	36.67	45.00	18.33
IT/ITES	32.5	47.5	20.00
Manufacturing/Infra/Energy	15.00	55.00	30.00
Other	20.00	45.00	35.00
Pharma/Health	21.5	38.5	40.00
Public	33.33	33.33	33.33
Online/Media/Entertainment	35.00	25.00	40.00
Telecom	50.00	30.00	20.00

FireCompass

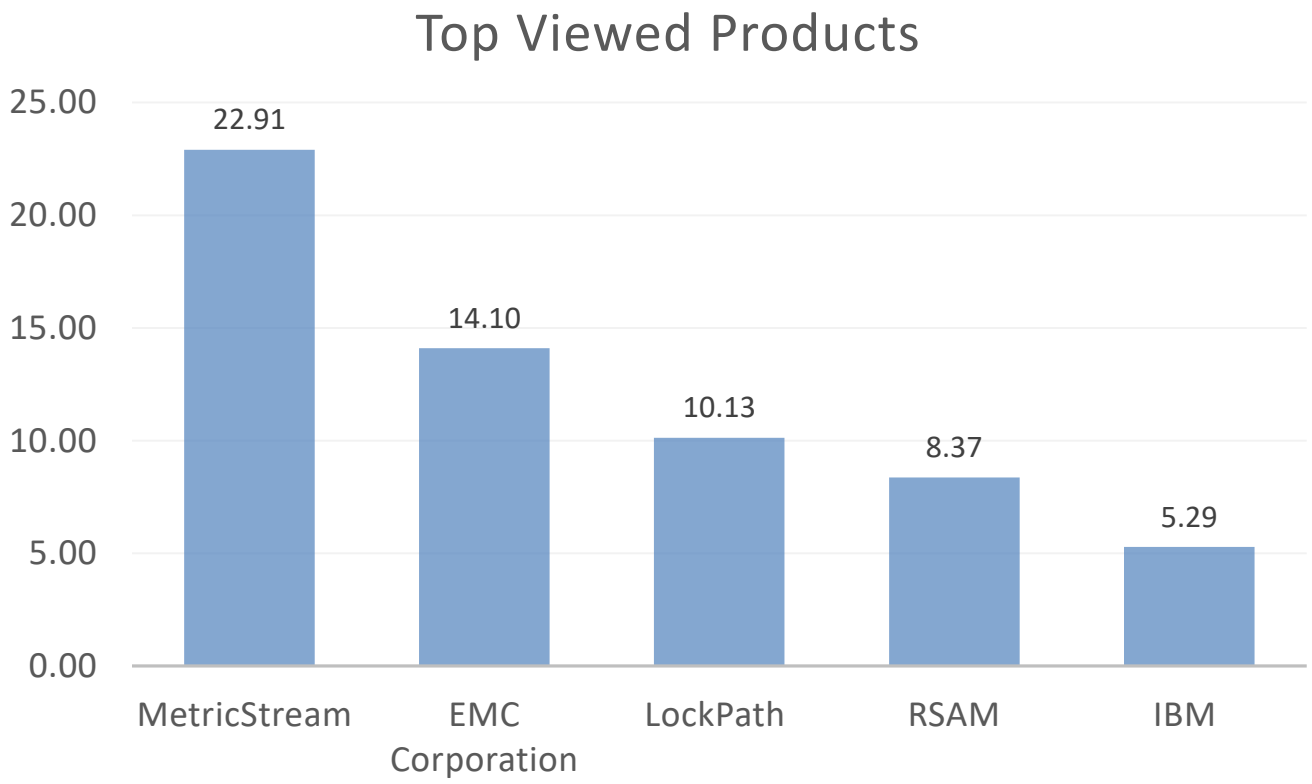
IT GRC across regions

Region	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
Ahmedabad	15.00	50.00	35.00
Bangalore	31.67	51.67	16.67
Chennai	23.00	33.00	34.00
Delhi NCR	39.61	32.26	16.13
Hyderabad	29.43	40.57	30.00
Kolkata	0.00	50.00	50.00
Mumbai	47.50	40.00	12.50
Others	13.33	23.33	63.33
Pune	17.50	62.50	20.00

FireCompass

FireCompass Stats For GRC Market

- Top Viewed Products:
  - **MetricStream** is most viewed product in GRC market with 22.91%
  - **EMC Corporation & LockPath** are 2nd and 3rd with 14.1% and 10.13% respectively



FireCompass

FireCompass Stats For GRC Market

Popular Comparisons:

- MetricStream GRC Vs. RSA-Archer
- RSA-Archer Vs. RSAM GRC
- MetricStream GRC Vs. IBM OpenPages GRC Platform
- LockPath Keylight Platform Vs. MetricStream GRC

Top Rated Products:

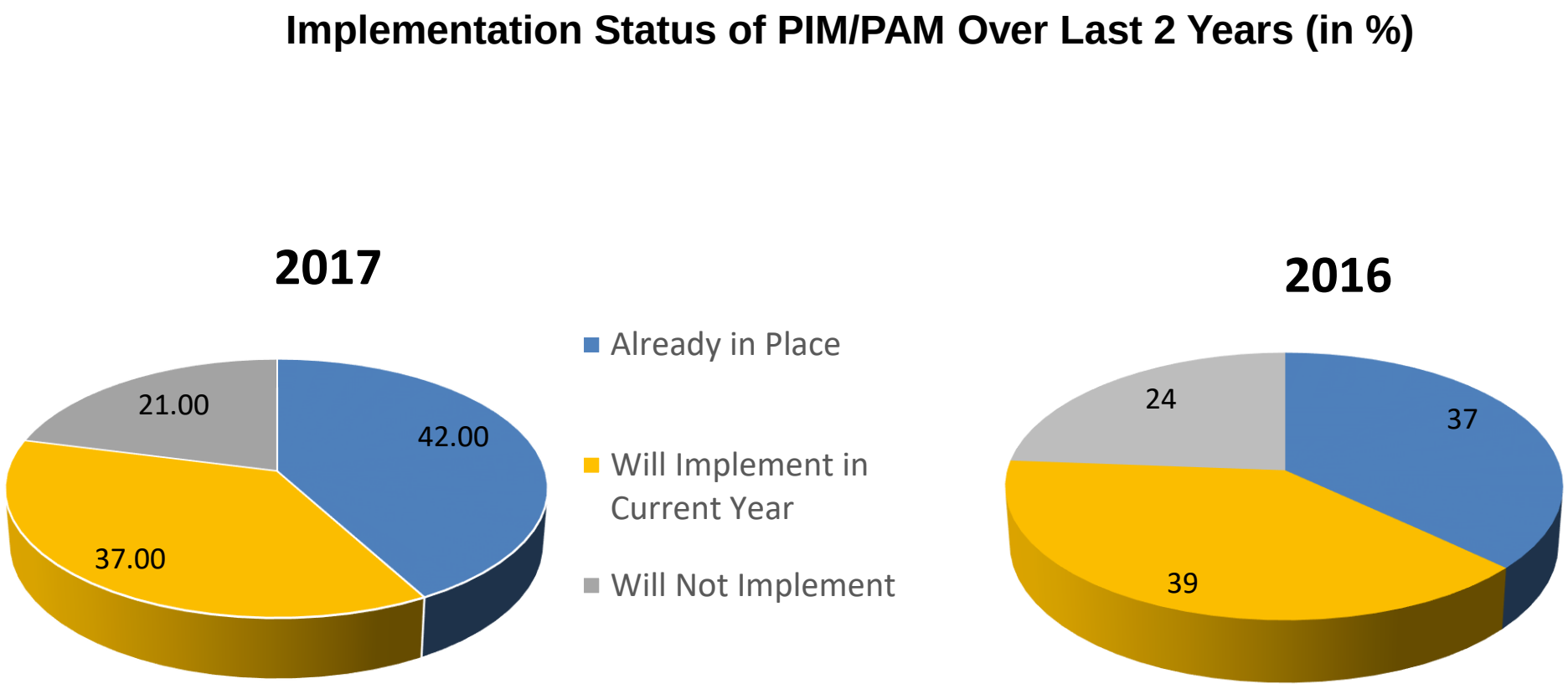
- MetricStream GRC: 4.8/5
- Nasdaq BWise® Risk Manager: 4.17/5
- IBM OpenPages GRC Platform: 4.1/5
- RSAM GRC: 3.6/5

FireCompass

Privileged Access Management (PAM)

FireCompass

PIM/PAM Implementation Status



FireCompass

PIM/PAM across domains

Industry	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
BFSI	50.00	26.67	23.33
IT/ITES	46.76	29.41	23.82
Manufacturing/Infra/Energy	25.00	35.00	40.00
Public	20.00	33.33	36.67
Telecom	60.00	20.00	20.00
Other	45.00	22.50	32.50
Online/Media/Entertainment	20.00	60.00	20.00
Pharma/Health	27.14	48.57	24.29

FireCompass

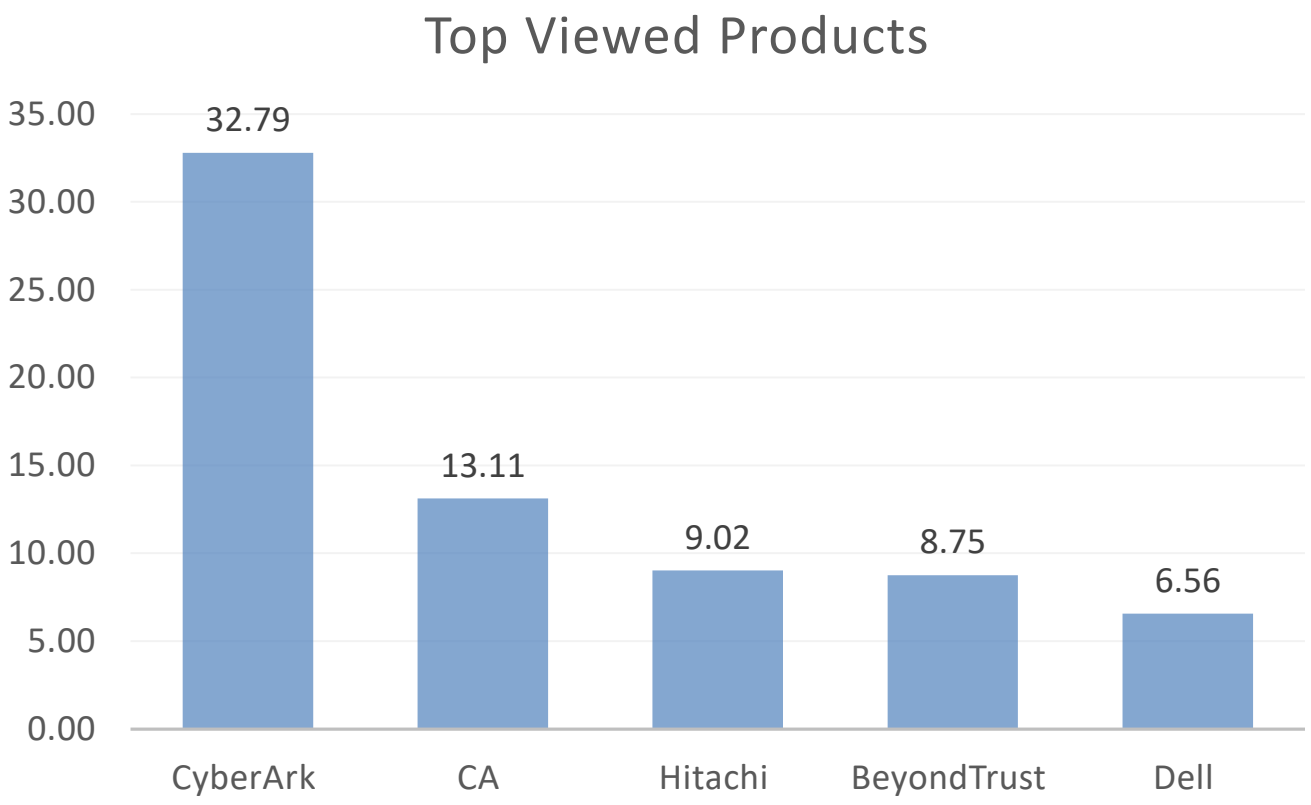
PIM/PAM across regions

Region	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
Ahmedabad	20.00	50.00	30.00
Bangalore	53.33	41.67	5.00
Chennai	40.00	25.00	35.00
Delhi NCR	64.52	22.58	12.90
Hyderabad	42.86	57.14	0.00
Kolkata	50.00	0.00	50.00
Mumbai	62.50	30.00	7.50
Others	52.00	12.50	25.50
Pune	62.50	25.00	12.50

FireCompass

FireCompass Stats For PAM Market

- Top Viewed Products:
  - **CyberArk** is most viewed product in PAM market with 32.79%
  - **CA Technology & Hitachi** are 2nd and 3rd with 13.11% and 9.02% respectively



FireCompass

FireCompass Stats For PAM Market

Popular Comparisons:

- CyberArk Privileged Account Security Solution Vs. CA PAM Server Control
- CA PAM Server Control Vs. Hitachi ID Privileged Access Manager
- CyberArk Privileged Account Security Solution Vs. Hitachi ID PAM
- CyberArk Privileged Account Security Solution Vs. BeyondTrust PowerBroker

Top Rated Products:

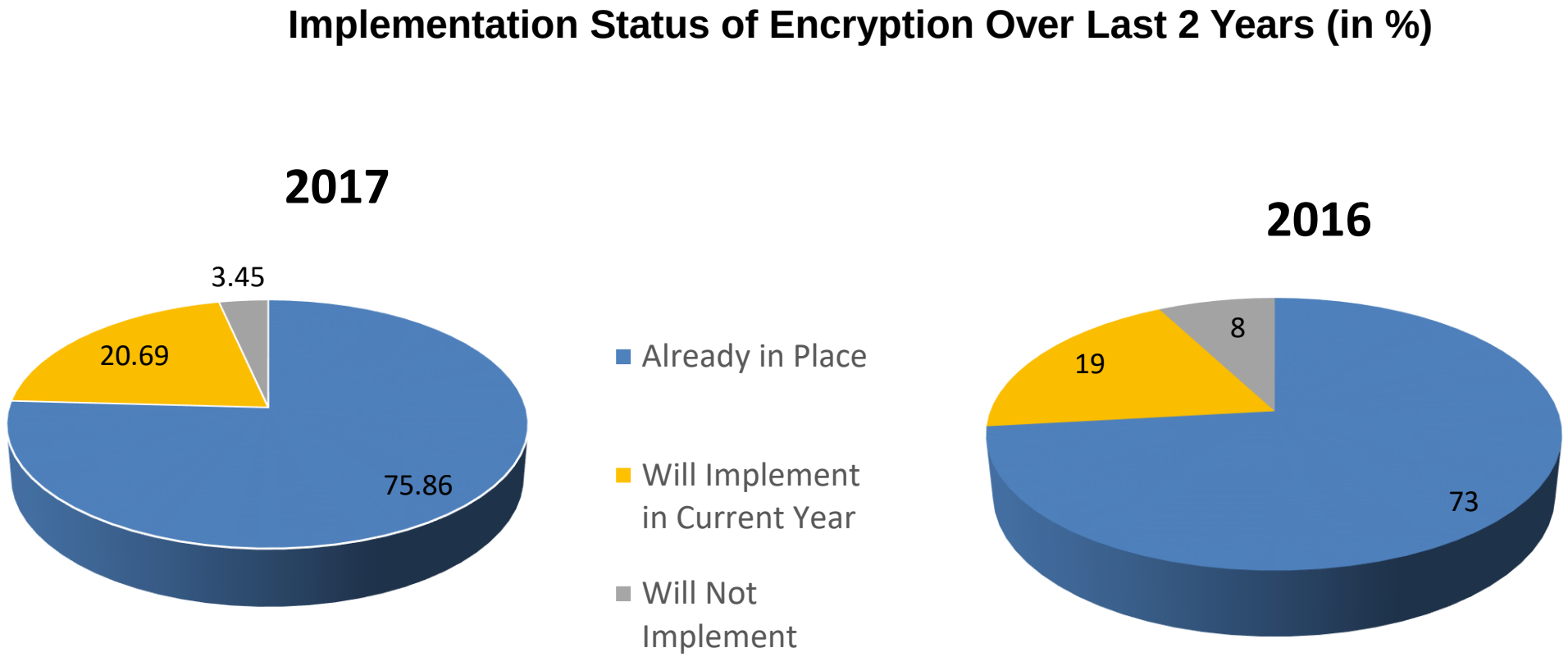
- CyberArk Privileged Account Security Solution: 4/5
- Dell Privileged Access Suite for Unix: 1.5/5

FireCompass

Encryption

FireCompass

Encryption Implementation Status



FireCompass

Encryption across domains

Industry	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
BFSI	76.67	16.67	6.67
IT/ITES	82.35	17.65	0.00
Manufacturing/Infra/Energy	65.00	35.00	0.00
Online/Media/Entertainment	60.00	40.00	0.00
Other	87.50	12.50	0.00
Pharma/Health	71.43	14.29	14.29
Public	66.67	16.67	16.67
Telecom	83.33	16.67	0.00

FireCompass

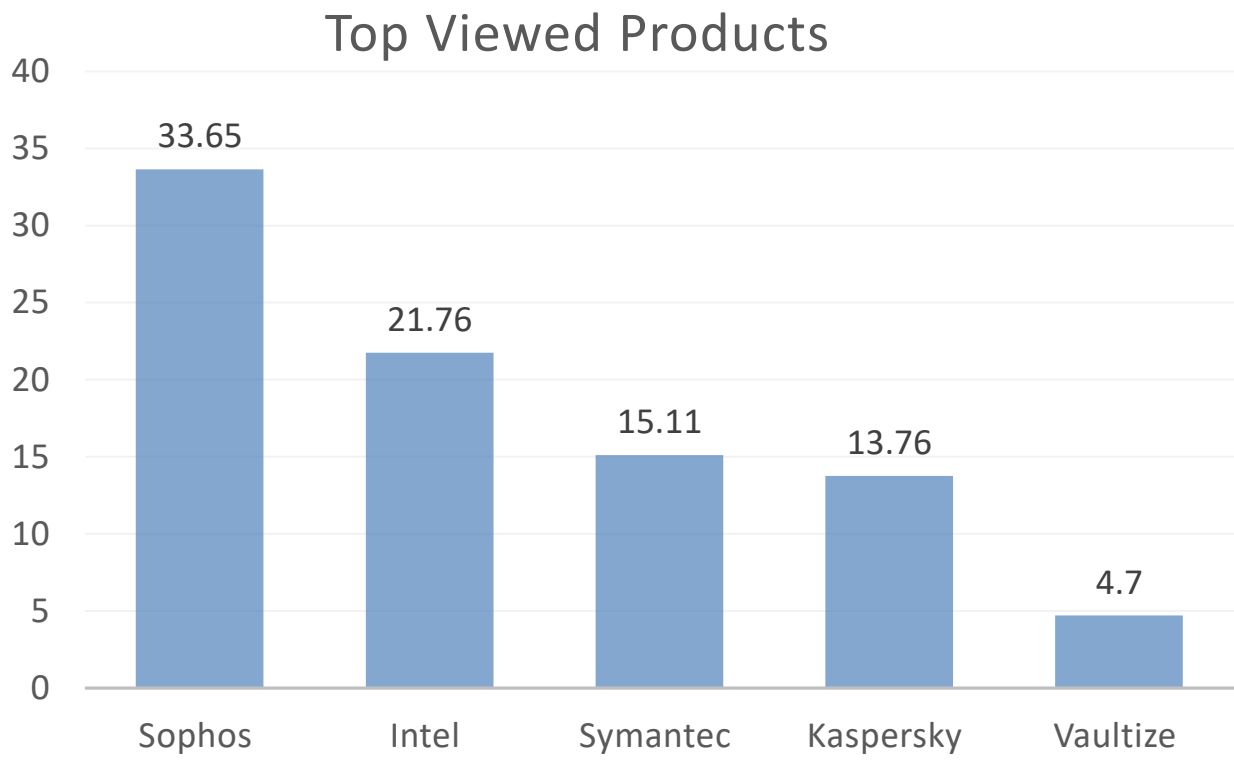
Encryption across regions

Region	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
Ahmedabad	50.00	50.00	0.00
Bangalore	75.00	25.00	0.00
Chennai	60.00	20.00	20.00
Delhi NCR	83.87	12.90	3.23
Hyderabad	57.14	42.86	0.00
Kolkata	50.00	50.00	0.00
Mumbai	70.00	22.50	7.50
Others	75.00	25.00	0.00
Pune	80.00	10.00	10.00

FireCompass

FireCompass Stats For Encryption Market

- Top Viewed Products:
  - **Sophos** is most viewed product in Encryption market with 33.65%
  - **Intel & Symantec** are 2nd and 3rd with 21.76% and 15.11% respectively



FireCompass

FireCompass Stats For Encryption Market

Popular Comparisons:

- Sophos SafeGuard Encryption Vs. McAfee complete data protection - Advanced
- Sophos SafeGuard Encryption Vs. Symantec endpoint encryption
- Symantec endpoint encryption Vs. McAfee complete data protection - Advanced
- Kaspersky Endpoint Security - Advanced Vs. Sophos SafeGuard Encryption

Top Rated Products:

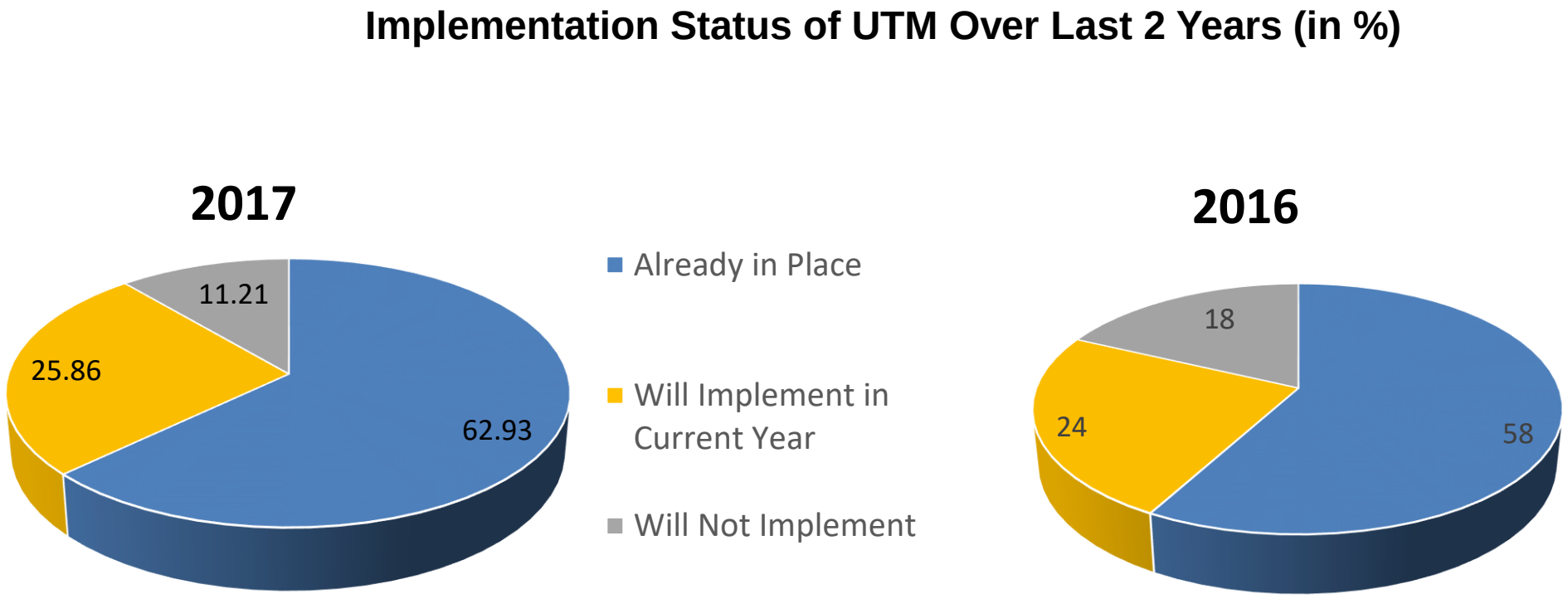
- Sophos SafeGuard Encryption: 4.5/5
- Intel Mcafee complete data protection - Advanced: 4.3/5
- Symantec endpoint encryption (powered by PGP): 4.3/5
- WinMagic SecureDoc Enterprise Server: 4/5

FireCompass

Unified Threat Management (UTM)

FireCompass

UTM Implementation Status



FireCompass

UTM across domains

Industry	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
BFSI	87.50	0.00	12.50
IT/ITES	80.00	20.00	0.00
Manufacturing/Infra/Energy	65.00	20.00	15.00
Online/Media/Entertainment	64.71	26.47	8.82
Other	53.33	33.33	13.33
Pharma/Health	57.14	28.57	14.29
Public	50.00	33.33	16.67
Telcommunication	66.67	33.33	0.00

FireCompass

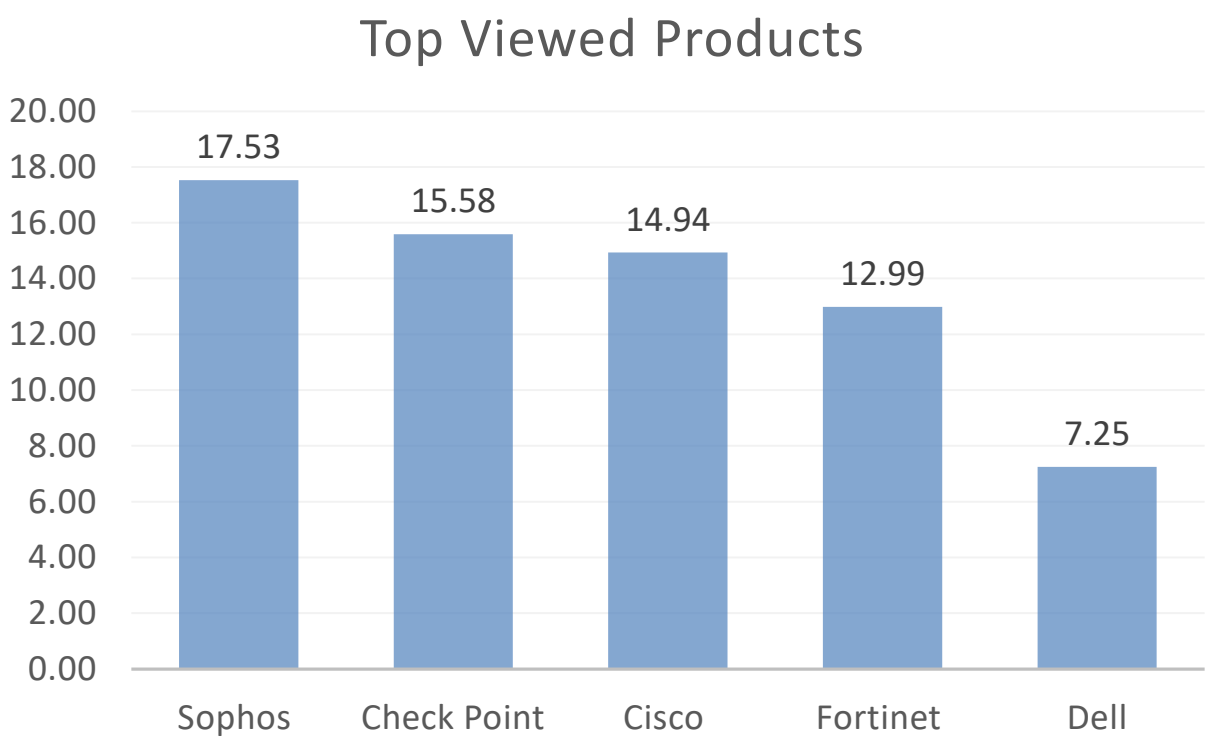
UTM across regions

Region	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
Ahmedabad	50.00	25.00	25.00
Bangalore	83.33	16.67	0.00
Chennai	50.00	50.00	0.00
Delhi NCR	74.19	19.35	6.45
Hyderabad	50.00	32.50	17.50
Kolkata	40.00	60.00	20.00
Mumbai	85.71	14.29	0.00
Others	62.50	12.50	25.00
Pune	37.50	50.00	12.50

FireCompass

FireCompass Stats For UTM Market

- Top Viewed Products:
  - **Sophos** is most viewed product in UTM market with 17.53%
  - **Check Point & CISCO** are 2nd and 3rd with 15.58% and 14.94% respectively



FireCompass

FireCompass Stats For UTM Market

Popular Comparisons:

- Sophos SG Series firewall/UTM appliances Vs. Check Point UTM
- Check Point UTM Vs. Cisco Meraki MX appliances
- FortiGate Vs. Sophos SG Series firewall/UTM appliances
- Cisco Meraki MX appliances Vs. FortiGate

Top Rated Products:

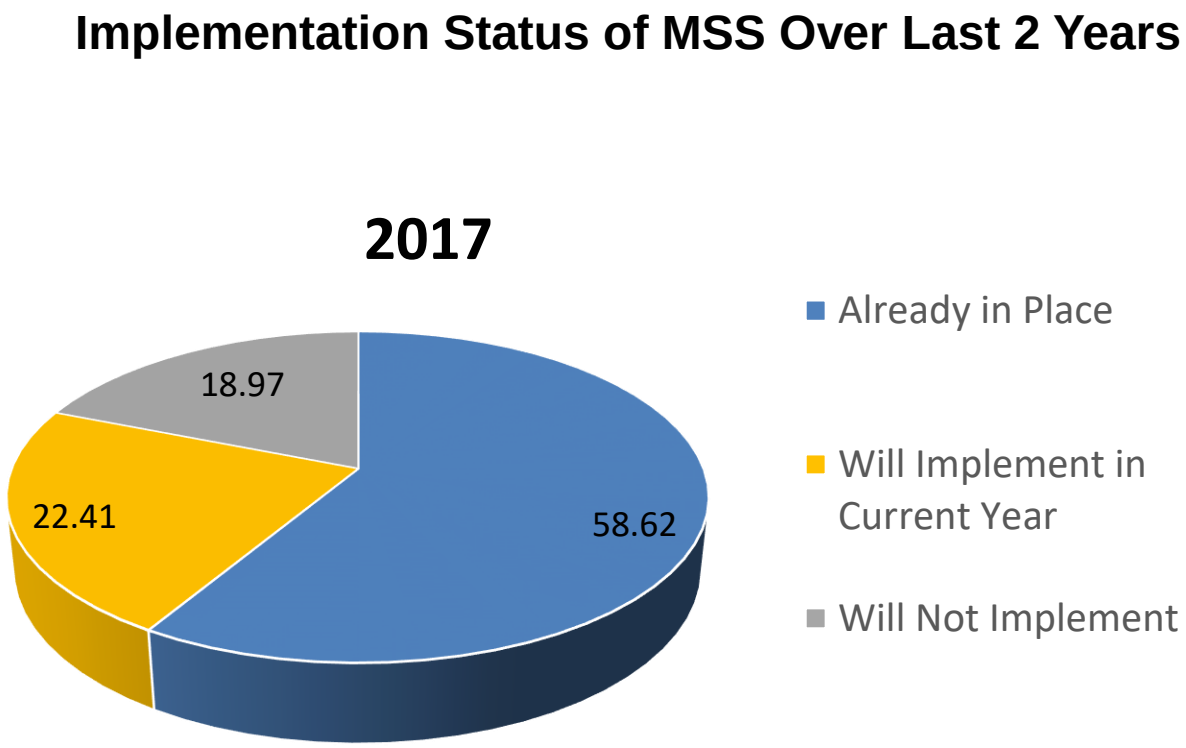
- Check Point UTM: 4.6/5
- Sophos SG Series firewall/UTM appliances: 4.6/5
- FortiGate: 4.5/5
- Cisco Meraki MX appliances: 3.6/5

FireCompass

Managed Security Services (MSS)

FireCompass

MSS Implementation Status



FireCompass

MSS across domains

Industry	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
BFSI	70.00	20.00	10.00
IT/ITES	58.82	23.53	17.65
Manufacturing/Infra/Energy	35.00	40.00	25.00
Online/Media/Entertainment	80.00	20.00	0.00
Other	37.50	25.00	37.50
Pharma/Health	71.43	0.00	28.57
Public	33.33	16.67	50.00
Telecom	100.00	0.00	0.00

FireCompass

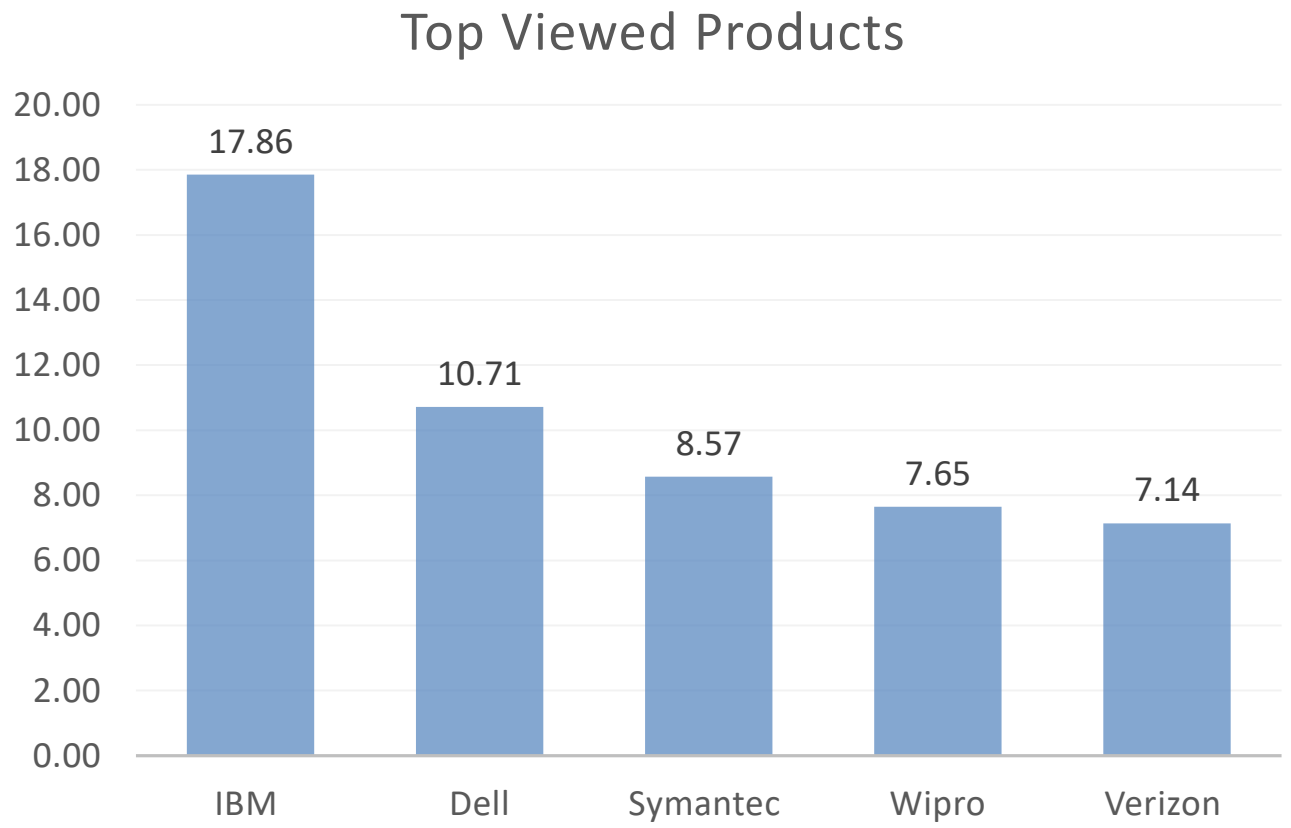
MSS across regions

Region	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
Ahmedabad	50.00	25.00	25.00
Bangalore	83.33	16.67	0.00
Chennai	50.00	50.00	0.00
Delhi NCR	74.19	19.35	6.45
Hyderabad	50.00	32.50	17.50
Kolkata	40.00	60.00	20.00
Mumbai	85.71	14.29	0.00
Others	62.50	12.50	25.00
Pune	37.50	50.00	12.50

FireCompass

FireCompass Stats For MSS Market

- Top Viewed Products:
  - **IBM** is most viewed product in MSS market with 17.86%
  - **Dell & Symantec** are 2nd and 3rd with 10.71% and 8.57% respectively



FireCompass

FireCompass Stats For MSS Market

Popular Comparisons:

- IBM Managed Security Services Vs. Wipro ServiceNxt MSS
- Dell Managed Security Services Vs. IBM Managed Security Services
- Verizon Managed Security Services Vs. Symantec Managed Security Services
- Symantec Managed Security Services Vs. Wipro ServiceNxt MSS

Top Rated Products:

- IBM Managed Security Services: 5/5
- Verizon Managed Security Services: 5/5
- Dell Managed Security Services: 5/5
- Symantec Managed Security Services: 5/5

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Email Security

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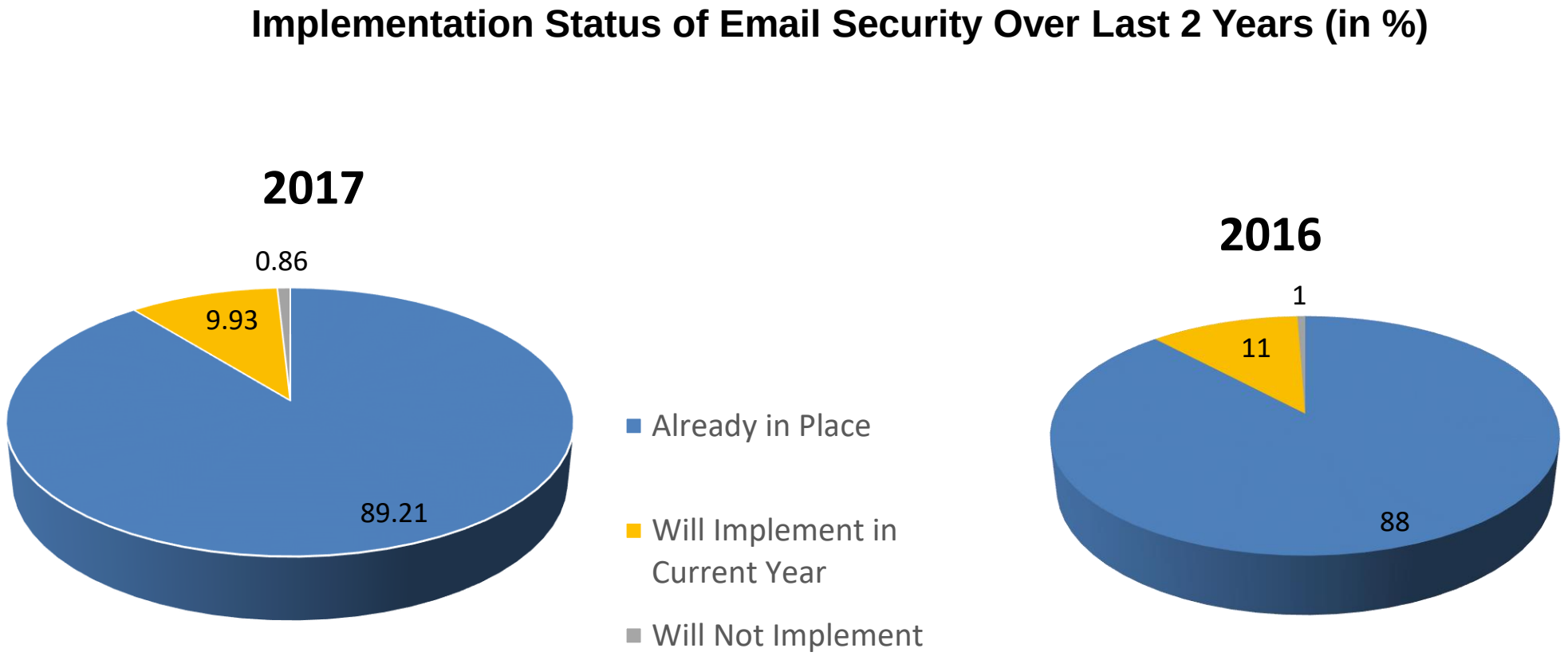
Email Security Implementation Status



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Email Security across domains

Industry	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
BFSI	80.00	20.00	0.00
IT/ITES	91.18	5.88	2.94
Manufacturing/Infra/Energy	95.00	5.00	0.00
Online/Media/Entertainment	80.00	20.00	0.00
Other	87.50	12.50	0.00
Pharma/Health	71.43	28.57	0.00
Public	66.67	33.33	0.00
Telecom	100.00	0.00	0.00

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Email Security across regions

Region	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
Ahmedabad	75.00	25.00	0.00
Bangalore	83.33	8.33	8.33
Chennai	100.00	0.00	0.00
Delhi NCR	90.32	9.68	0.00
Hyderabad	57.14	42.86	0.00
Kolkata	100.00	0.00	0.00
Mumbai	85.00	15.00	0.00
Others	87.50	12.50	0.00
Pune	100.00	0.00	0.00

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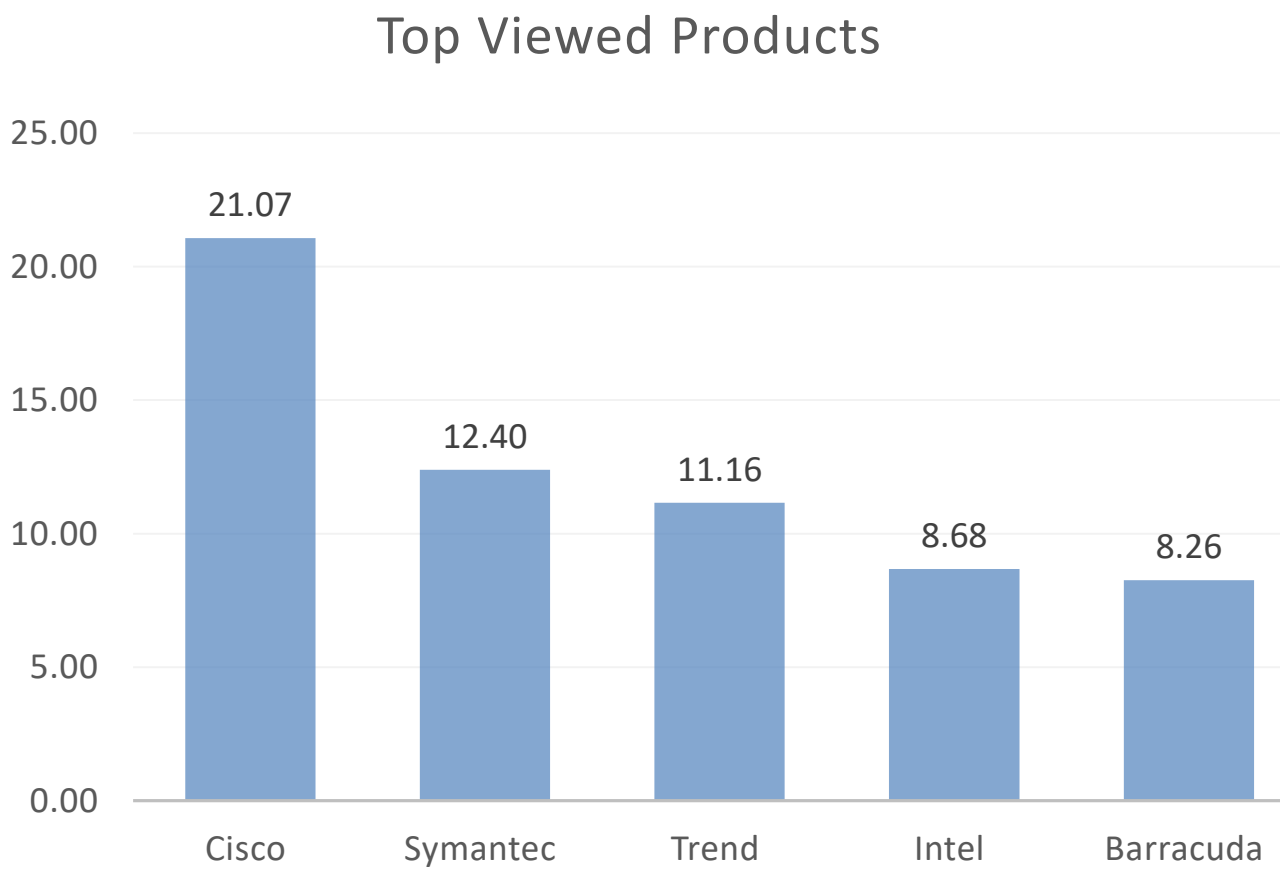
FireCompass Stats For Email Security Market

- Top Viewed Products:
  - **CISCO** is most viewed product in Email Security market with 21.07%
  - **Symantec & Trend Micro** are 2nd and 3rd with 12.40% and 11.16% respectively



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FireCompass Stats For Email Security Market

Popular Comparisons:

- Cisco Email Security Appliance Vs. TrendMicro Hosted Email Security
- TrendMicro Hosted Email Security Vs. Symantec™ Email Security.cloud
- Symantec™ Email Security.cloud Vs. Cisco Email Security Appliance
- McAfee Email Gateway Vs. Barracuda Email Security Service

Top Rated Products:

- Proofpoint enterprise email protection: 5/5
- Microsoft® Forefront® Online Protection for Exchange: 5/5
- Cisco Email Security Appliance: 5/5
- TrendMicro Hosted Email Security: 3.5/5

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Vulnerability Assessment (VA)

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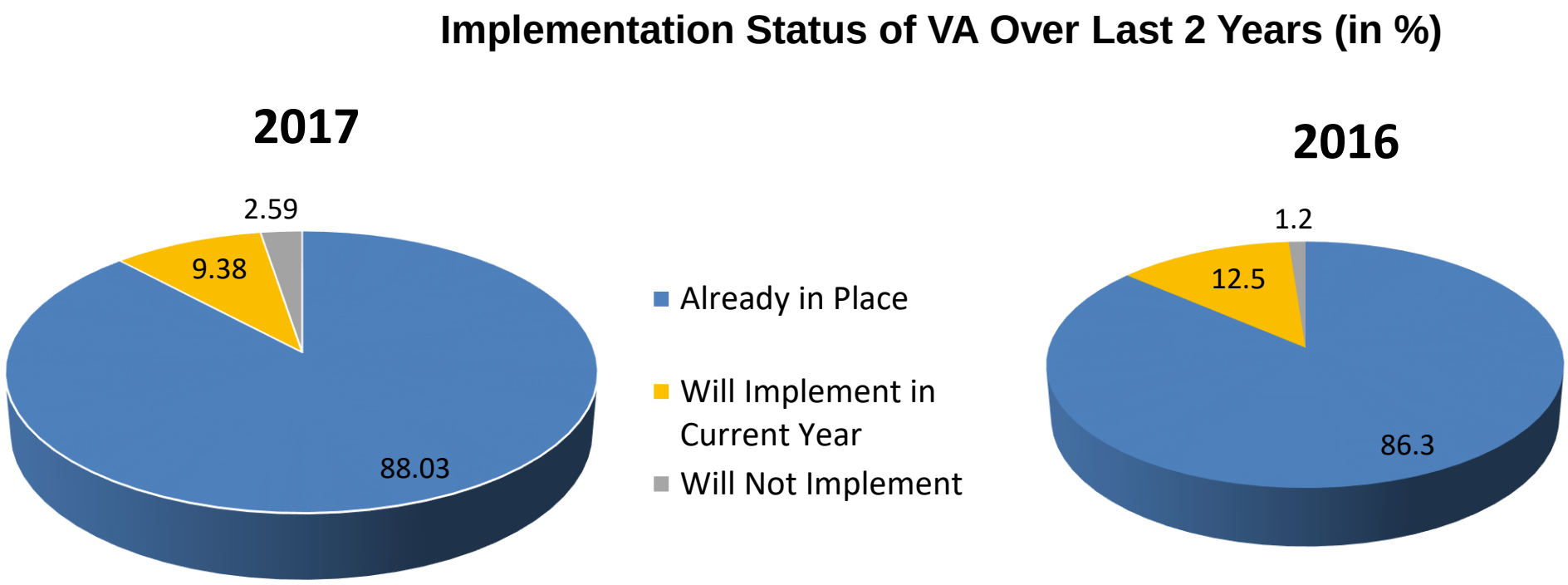
VA Implementation Status



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VA across domains

Industry	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
BFSI	96.67	3.33	0.00
IT/ITES	88.24	8.82	2.94
Manufacturing/Infra/Energy	70.00	25.00	5.00
Online/Media/Entertainment	100.00	0.00	0.00
Other	50.00	37.50	12.50
Pharma/Health	57.14	42.86	0.00
Public	50.00	50.00	0.00
Telcommunication	83.33	16.67	0.00

FireCompass

VA across regions

Region	Implementation (%)	Will Implement in CY (%)	Will Not Implement(%)
Ahmedabad	50.00	25.00	25.00
Bangalore	83.33	16.67	0.00
Chennai	50.00	50.00	0.00
Delhi NCR	74.19	19.35	6.45
Hyderabad	50.00	32.50	17.50
Kolkata	40.00	60.00	20.00
Mumbai	85.71	14.29	0.00
Others	62.50	12.50	25.00
Pune	37.50	50.00	12.50

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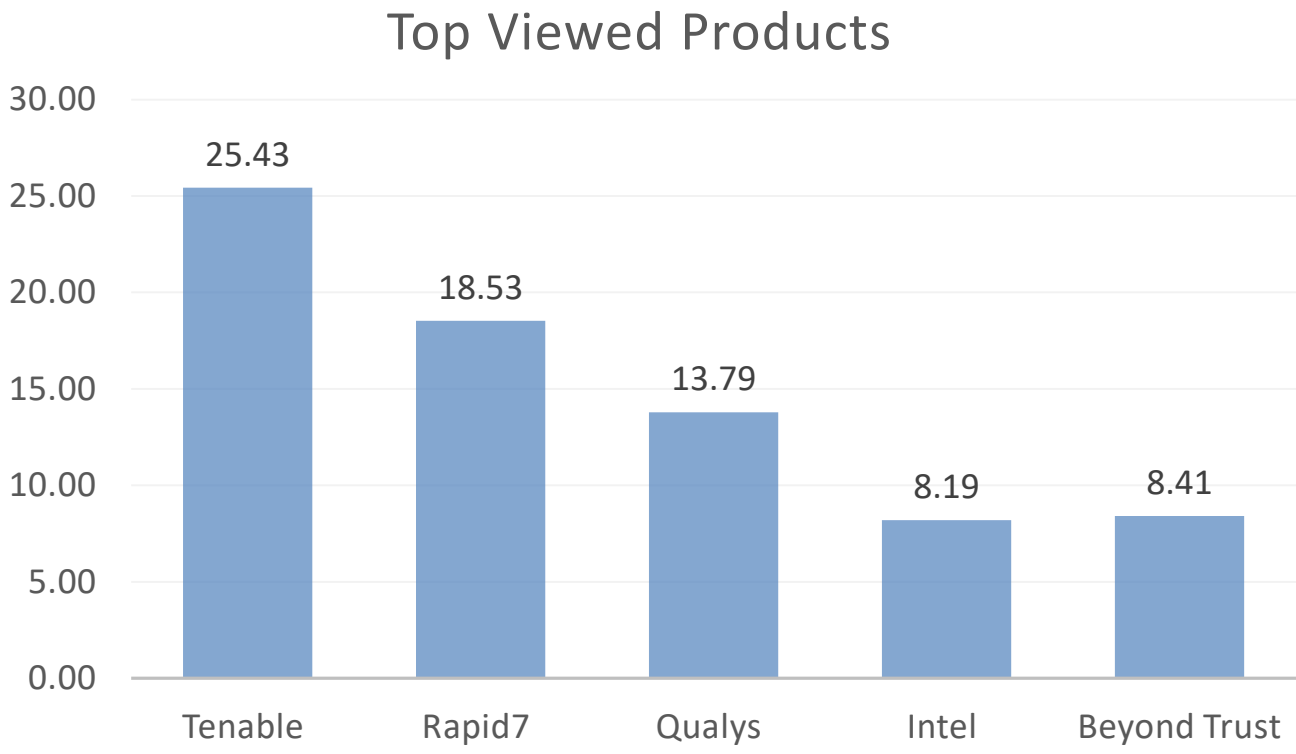
FireCompass Stats For VA Market

- Top Viewed Products:
  - **Tenable** is most viewed product in VA market with 25.43%
  - **Rapid7 & Qualys** are 2nd and 3rd with 18.53% and 13.79% respectively



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FireCompass Stats For VA Market

Popular Comparisons:

- Tenable Nessus Vs. Qualys Vulnerability Management (VM):
- Qualys Vulnerability Management (VM) Vs. Rapid 7 Nexpose
- Rapid 7 Nexpose Vs. Tenable Nessus
- McAfee Vulnerability Manager Vs. Rapid 7 Nexpose

Top Rated Products:

- McAfee Vulnerability Manager: 5/5
- Rapid 7 Nexpose: 4.9/5
- Qualys Vulnerability Management (VM): 4.6/5
- Tenable Nessus: 4.5/5

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Thank You