

ONTIC RECEIVES THE 2023 COMPANY OF THE YEAR AWARD

*Identified as best in class in the global digital
intelligence industry*

Best Practices Criteria for World-Class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each Award category before determining the final Award recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. Ontic excels in many of the criteria in the digital intelligence solutions space.

AWARD CRITERIA	
<i>Visionary Innovation & Performance</i>	<i>Customer Impact</i>
Addressing Unmet Needs	Price/Performance Value
Visionary Scenarios Through Mega Trends	Customer Purchase Experience
Implementation of Best Practices	Customer Ownership Experience
Leadership Focus	Customer Service Experience
Financial Performance	Brand Equity

Centering Intelligence as the Next Phase of Security Operations

Siloed security processes continue to be one of the key pain points for security operations personnel, no matter their industry. The need for real-time, actionable analysis and intelligence when it comes to identifying, analyzing, and reporting on specific security incidents is further compounded by the changing threat landscape: one that now includes threats to the organization’s physical locations, staff, and assets as well as digital systems. Security analytics solutions, while slowly beginning to integrate cyber threat analytics with analytics gathered from physical security systems, still hold significant coverage gaps when presenting a holistic picture of the physical and digital security risks that an organization may face. Additionally, analytics solutions still lack some of the more proactive response capabilities that security operations teams need to augment their resource-stretched teams.

Frost & Sullivan research has highlighted an ongoing shift in the security industry, with the need for analytics having transformed into a need for more comprehensive, context-rich intelligence that can inform operators of security events in real-time and across physical and digital security systems. Headquartered in Austin, Texas, Ontic has been one of the leaders in this transition from security analytics to full-scale digital intelligence solutions that provide security operators with actionable threat intelligence to identify and mitigate potential incidents before they can escalate.

Previously honored with Frost & Sullivan's 2022 Entrepreneurial Company of the Year Award for its digital intelligence solutions, Ontic has continued to innovate at a relentless pace to enhance the capabilities of its platform. The solution is a purpose-built cloud-enabled software platform that can collect and connect critical sources of intelligence from multiple systems to investigate, assess, and act upon the most critical information in real-time. The platform offers multiple functions that can be included based on the security

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team's operational objectives and goals. The platform configurations provide solutions that help security teams across corporate security, executive protection, insider threat detection & prevention, operational risk management and corporate investigations recalibrate their operations to meet business goals. The platform offers dual benefits to security operations teams, improving operational efficiency while reducing their organization's overall risk profile to protect vital

people, assets, and systems. The company boasts that 87% of its clients have seen an increase in the number of potential incidents actively being managed within the Ontic Platform. Furthermore, in just a six-month period after establishing their protective intelligence platform operations, Ontic's customers can identify and monitor an additional 600% of threat vectors in real-time.¹

While the milestones that Ontic achieved to gain its 2022 recognition were noteworthy, the company has continued to see significant gains in its feature set and overall business performance throughout the last year that were pivotal to its rising prominence among digital intelligence vendors. For instance, after its successful acquisition of SIGMA Threat Management Associates in late 2021 and its closing of a \$40 million Series B funding round, Ontic launched its Real-Time Threat Detection product in early 2022. By May, Ontic expanded its Integrated Research suite by integrating real-time and historical data from LexisNexis Risk Solutions. The solution adds valuable context behind specific pieces of intelligence that security teams are gathering, helping them to enact more accurate, targeted response actions.

The Ontic Platform is designed to be the end-to-end solution that helps security teams to manage every step of their threat management processes, from the initial identification and investigation of an incident, through the assessment and monitoring phases, and down to notification or escalation when certain risk criteria are met. The platform presents a single-pane-of-glass approach to threat management, enabling operators to proactively harness data sources, conduct structured assessments of the various risk factors, integrate third-party research for validation, and connect data and intelligence across the organization. Frost & Sullivan analysts recognize how Ontic has excelled at architecting a holistic platform for these initial identification and research phases around the intelligence gathered.

Ontic continues to focus on future digital intelligence solutions: how can security operations teams improve their threat mitigation and overall security orchestration challenges through the platform? The company is already exploring this next stage of the digital intelligence industry and what it could mean for future iterations of the platform. Frost & Sullivan's research team applauds the company for its continued eye on the future of the industry and its focus on keeping threat intelligence at the core of its future

¹ <https://ontic.co/>

business plans and goals. This approach will only serve to keep Ontic in its leading position at the forefront of digital intelligence providers.

Visionary Leadership for the Digital Intelligence Industry

Frost & Sullivan's updated digital intelligence solutions analysis highlights how the new features, integration agreements, and innovative view on the Ontic Platform enabled Ontic to rise to a leadership role in the global digital intelligence industry. As one of the first vendors to purpose-build its platform to synthesize and contextualize intelligence from all types of connected systems and sources, Ontic's solutions have always taken a converged, intelligence-driven approach to security operations. Now, with its focus on converged security orchestration and building a common operating picture, Ontic will continue to lead vendors into the next phase of proactive security operations.

While its solutions showcase its understanding of customer needs and industry trends, Ontic remains at the forefront of thought leadership throughout the digital intelligence industry. The Ontic Center for Protective Intelligence caters to all operators across the security, safety, and protection industries. The Center serves as a central resource for the latest strategies, best practices, insights on current and historical trends within the intelligence industry while also providing a network of security practitioners and industry experts that can collaborate on the latest intelligence trends and solutions. Ontic is also a presence at key industry trade shows such as ISC West and Global Security Exchange and hosts its annual Summit event to foster ongoing collaboration and dialogue with the industry. The company publishes its *Outlook on the State of Protective Intelligence* reports twice a year, and manages the *Protective Intelligence Podcast*, hosting key digital intelligence thought leaders in wide-ranging discussions about the intelligence space, security solutions in general, and what is coming next in the industry.

Digital Intelligence to Meet Customer Needs

Behind the Ontic Platform, ease-of-use and versatile scalability has always been at the heart of the solution design. Customers can choose from Ontic's specialized solution modules to build the solution that allows them to accomplish their operational needs. The open integration capabilities and seamless installation process allow customers to shift their operations to the Ontic Platform easily and without necessitating an extensive security system refresh.

Ontic has accelerated its go-to-market strategy for new feature rollouts and services. For example, Ontic offers its Strategic Intelligence Services for customers seeking to augment their in-house security operations teams with Ontic's threat intelligence experts. These teams work closely with customers to craft custom security plans, assessments, and strategies that meet the client's goals and are available to clients as an ongoing or on-demand service for specified timeframes.

Ontic's 2021 acquisition of SIGMA Threat Management Associates was the foundation for new threat assessment and management services and expertise for Ontic clients. These services include training on how to begin threat assessment programs and operations, and strategic reviews of threat assessments by Ontic's experts. The company also provides on-demand training and long-term training for client teams, which is quite essential as threat management programs continue to grow.

Between the Protective Intelligence solution itself and the range of services provided to its clients, the

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Frost & Sullivan research team applauds Ontic’s ability to provide a robust solution that can grow and adapt to customers, but also provide necessary services and features that are aligned with customer needs. Having this agility and astute understanding of its customers has provided tremendous opportunity for Ontic in terms of financial growth and new investment, increased headcount, and its rising prominence as the leader in the digital intelligence industry. The company has also received multiple industry-backed awards, as

well as Best Places to Work recognition.

Conclusion

Security operations teams are seeking solutions that can help them to contextualize, identify, and assess the various threats that their organizations are facing. While the digital intelligence industry is an emerging market, Frost & Sullivan notes that the ability of these solutions to ingest, assess, prioritize, and detect security incidents and threats is increasingly becoming a vital tool for operations teams.

Ontic’s Platform is purpose-built to provide security operators with the necessary intelligence from a multitude of information sources to automatically assess, identify, and notify operators of potential security events in real-time or before they can escalate. The company’s rapid rise in the market through its robust platform, essential customer services, and leadership in the industry dialogue around threat intelligence have propelled Ontic to the top of this fast-rising industry.

With its strong overall performance, robust intelligence expertise, and in-depth understanding of customer needs, Ontic earns the 2023 Frost & Sullivan Global Company of the Year Award in the digital intelligence industry.

What You Need to Know about the Company of the Year Recognition

Frost & Sullivan's Company of the Year Award is its top honor and recognizes the market participant that exemplifies visionary innovation, market-leading performance, and unmatched customer care.

Best Practices Award Analysis

For the Company of the Year Award, Frost & Sullivan analysts independently evaluated the criteria listed below.

Visionary Innovation & Performance

Addressing Unmet Needs: Customers' unmet or under-served needs are unearthed and addressed by a robust solution development process

Visionary Scenarios Through Mega Trends:

Long-range, macro-level scenarios are incorporated into the innovation strategy through the use of Mega Trends, thereby enabling first-to-market solutions and new growth opportunities

Leadership Focus: Company focuses on building a leadership position in core markets and on creating stiff barriers to entry for new competitors

Best Practices Implementation: Best-in-class implementation is characterized by processes, tools, or activities that generate a consistent and repeatable level of success

Financial Performance: Strong overall business performance is achieved in terms of revenue, revenue growth, operating margin, and other key financial metrics

Customer Impact

Price/Performance Value: Products or services provide the best value for the price compared to similar market offerings

Customer Purchase Experience: Quality of the purchase experience assures customers that they are buying the optimal solution for addressing their unique needs and constraints

Customer Ownership Experience: Customers proudly own the company's product or service and have a positive experience throughout the life of the product or service

Customer Service Experience: Customer service is accessible, fast, stress-free, and high quality

Brand Equity: Customers perceive the brand positively and exhibit high brand loyalty

