FROST & SULLIVAN

2024

ENABLING TECHNOLOGY LEADER

IN THE GLOBAL CYBER THREAT INTELLIGENCE (CTI) INDUSTRY

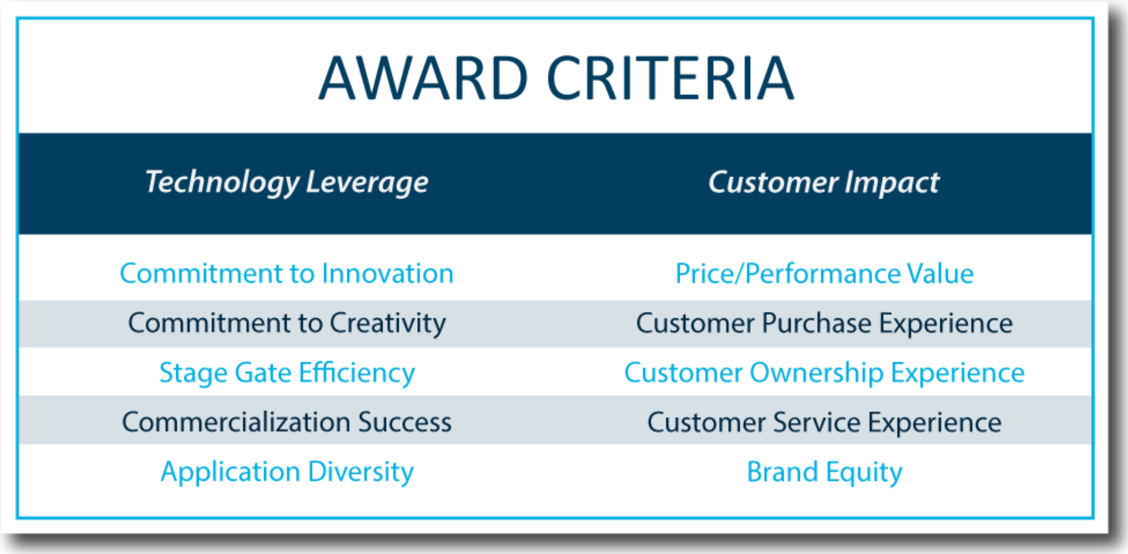
FROST & SULLIVAN

2024 BEST PRACTICES AWARD

INTEL471

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. Intel 471 excels in many of the criteria in the CTI space.



AWARD CRITERIA

Technology Leverage	*Customer Impact*
Commitment to Innovation	Price/Performance Value
Commitment to Creativity	Customer Purchase Experience
Stage Gate Efficiency	Customer Ownership Experience
Commercialization Success	Customer Service Experience
Application Diversity	Brand Equity

Intel 471: Advancing Global Reach with Operationalized Threat Intelligence Solutions

> *"While many CTI vendors rely on third-party and open-source data, Intel 471 stands out for its human-intelligence-centered approach and timely, actionable reports. Leveraging a global team of skilled analysts, Intel 471 extracts insights directly from threat actors and conducts tailored research upon request, ensuring its intelligence's relevance, timeliness, and exclusivity."*
>
> ***- Martin Naydenov***
> ***Sr. Industry Analyst***

Intel 471 has emerged as a leading global provider of cyber threat intelligence (CTI) solutions, driving growth by extending the impact of operationalized threat intelligence across various business functions. By addressing a broad spectrum of use cases, such as threat hunting, security operations and governance, risk, and compliance (GRC), Intel 471 empowers organizations to align their security efforts with overall business operations. This comprehensive approach enables Intel 471 to strategically broaden its innovation scalability by expanding its solution portfolio to cater to both early-stage CTI maturity organizations and those requiring more sophisticated CTI solutions. Consequently, the Delaware-based vendor has achieved steady growth since 2014, serving large organizations across the government, finance, retail, manufacturing, pharmaceuticals, biotech, technology, and services industries and while continuing to expand globally. In May 2024, Intel 471 reinforced its mission "to empower customers to combat threats to their organization by providing best-in-class threat intelligence and the technology to operationalize it" through the acquisition of prominent behavioral threat hunting provider Cyborg Security. This strategic acquisition has strengthened Intel 471's threat intelligence portfolio with new threat-hunting capabilities and further amplified the vendor's growth potential by creating a new pipeline for its solutions.

Unlocking the Power of Insights

Intel 471's cyber intelligence cloud platform provides customers with granular insights and finished intelligence on the latest cyber threats via a unified web portal or API integration. The SaaS platform covers six core intelligence domains: Adversary Intelligence, Malware Intelligence, Credentials Intelligence, Vulnerabilities Intelligence, Marketplace Intelligence, and Cyber Geopolitical Intelligence. Committed to innovation, Intel 471 has continuously enhanced its offerings. Following the acquisition of external attack surface management (EASM) provider Spiderfoot in 2022, Intel 471 introduced new functionalities, including asset discovery and supply chain monitoring. In 2023, the company expanded with advancements in mobile malware detection and image recognition capabilities, empowering organizations to monitor emerging threats and detect brand abuse incidents on the dark web. While many CTI vendors rely on third-party and open-source data, Intel 471 stands out for its human-intelligence-centered approach and timely, actionable reports. Leveraging a global team of skilled analysts, Intel 471 extracts insights directly from threat actors and conducts tailored research upon request, ensuring its intelligence's relevance, timeliness, and exclusivity. The Intel 471 intelligence team boasts extensive international experience, supporting investigators, analysts, incident responders, and SOC teams in comprehending and contextualizing events and associated risks.

Navigating Complex Threats with Increased Visibility

In today's complex threat landscape, organizations face numerous sophisticated threats due to increased digitalization, including cloud migration, remote work, and IoT adoption. The expansion of the digital footprint, including internet-facing assets and third parties, has exponentially increased attack surfaces and IT complexity, leading to information overload and potential security gaps. With Intel 471, organizations can continuously map out their digital assets, monitor various intelligence sources, understand adversary motivations, and identify vulnerabilities. Organizations have access to high-fidelity insights ranging from adversary to marketplace intelligence. Intel 471's EASM solution enables organizations to discover common vulnerabilities and exposures (CVEs), such as internet-exposed hosts, expired digital certificates, and weak encryption, while continuously monitoring trends on newly weaponized CVEs. With the EASM solution, organizations can set up automatic alerts relevant to specific domains, monitor third-party external attack surfaces, evaluate vendor security postures, and monitor externally exposed information such as email addresses and compromised credentials. This comprehensive approach ensures that organizations gain the much-needed visibility of their digital footprint to secure it proactively.

Additionally, Intel 471 enables organizations to rapidly deploy intelligence-driven threat hunting and detection, furthering its customers' ability to operationalize CTI using advanced behavioral threat hunting packages to proactively hunt for stealthy threats within their environment — threats that go undetected by traditional tools but can be identified and removed before greater damage is done.

Enabling Organizations Beyond Technology

> *"Intel 471 enables organizations beyond just technology, serving as a trusted partner and offering services such as RFIs, supported by a team of expert analysts who provide comprehensive insights and protection against sophisticated threats."*
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> ***- Martin Naydenov***
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Data breaches pose a significant threat to large organizations, often resulting from compromised credentials, unsecured assets, social engineering, and malware. Hackers frequently blackmail these organizations, demanding substantial payments and threatening to leak sensitive data. Validating and understanding the extent of such threats is time-consuming and costly, often taking weeks to access closed-source environments and find the correct information. Intel 471's Collection Management Team (CMT) offers unique insights into attackers' intent and motivation, aiding in the swift detection and prevention of breaches. The CMT collaborates with organizations to discuss new threat findings and provide detailed analysis and insights into threats related to the customer and its industry, enabling the organization to maintain an optimal security posture. In case of a data breach and ransom attack, customers can raise Requests for Information (RFIs) for additional visibility into specific threats and conduct custom investigations. Intel 471's expert analysts infiltrate and maintain persistent access to underground environments, such as dark web forums, and maintain constant communication with threat actors. This enables organizations to validate data breaches in a fraction of the time, saving time and costs related to investigations and avoiding payments for illegitimate ransom demands. Notably, one interviewed customer reported a 90% reduction in investigation times, saving two weeks of work and requiring fewer resources. By providing timely insights and detailed leak information, Intel 471 helps organizations understand breaches and adjust strategies promptly, enhancing their security posture and mitigating risks effectively.

Conclusion

Intel 471 has established itself as a leading global provider of CTI solutions through its human-centered intelligence approach, capturing a significant global revenue share and achieving robust growth rates. By expanding its influence across diverse business functions and bolstering its security portfolio with enhanced threat-hunting capabilities, Intel 471 effectively addresses critical challenges organizations face. The vendor's CTI platform empowers organizations to navigate complex threats, improve visibility across digital assets, and proactively secure their environments against evolving cyber risks. Intel 471 enables organizations beyond just technology, serving as a trusted partner and offering services such as RFIs and threat hunt packages, supported by a team of expert analysts who provide comprehensive insights and protection against sophisticated threats. Intel 471 earns Frost & Sullivan's 2024 Global Enabling Technology Leadership Award for its strong overall performance in the CTI industry.

What You Need to Know about the Enabling Technology Leadership Recognition

Frost & Sullivan's Enabling Technology Leadership Award recognizes the company that applies its technology in new ways to improve existing products and services and elevate the customer experience.

Best Practices Award Analysis

For the Enabling Technology Leadership Award, Frost & Sullivan analysts independently evaluated the criteria listed below.

Technology Leverage

Commitment to Innovation: Continuous emerging technology adoption and creation enables new product development and enhances product performance

Commitment to Creativity: Company leverages technology advancements to push the limits of form and function in the pursuit of white space innovation

Stage Gate Efficiency: Technology adoption enhances the stage gate process for launching new products and solutions

Commercialization Success: Company displays a proven track record of taking new technologies to market with a high success rate

Application Diversity: Company develops and/or integrates technology that serves multiple applications and multiple environments

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

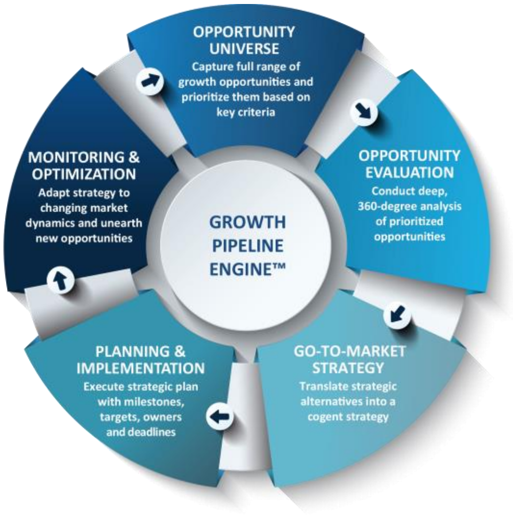
Brand Equity: Customers perceive the brand positively and exhibit high brand loyalty

About Frost & Sullivan

Frost & Sullivan is the Growth Pipeline Company™. We power our clients to a future shaped by growth. Our Growth Pipeline as a Service™ provides the CEO and the CEO's growth team with a continuous and rigorous platform of growth opportunities, ensuring long-term success. To achieve positive outcomes, our team leverages over 60 years of experience, coaching organizations of all types and sizes across 6 continents with our proven best practices. To power your Growth Pipeline future, visit Frost & Sullivan at http://www.frost.com.

The Growth Pipeline Engine™

Frost & Sullivan's proprietary model to systematically create ongoing growth opportunities and strategies for our clients is fuelled by the Innovation Generator™.
Learn more.


OPPORTUNITY UNIVERSE
Capture full range of growth opportunities and prioritize them based on key criteria
OPPORTUNITY EVALUATION
Conduct deep, 360-degree analysis of prioritized opportunities
GO-TO-MARKET STRATEGY
Translate strategic alternatives into a cogent strategy
PLANNING & IMPLEMENTATION
Execute strategic plan with milestones, targets, owners and deadlines
MONITORING & OPTIMIZATION
Adapt strategy to changing market dynamics and unearth new opportunities
GROWTH PIPELINE ENGINE™

Key Impacts:

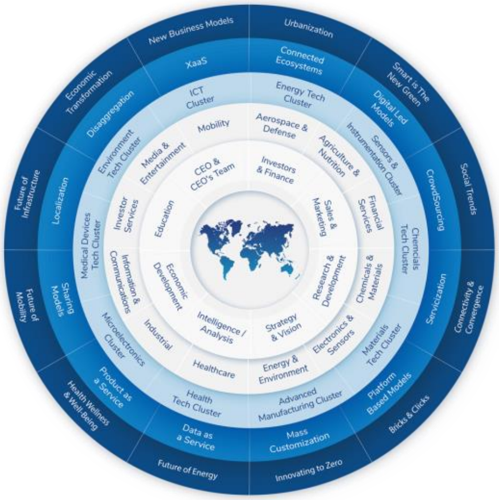
- **Growth Pipeline:** Continuous Flow of Growth Opportunities
- **Growth Strategies:** Proven Best Practices
- **Innovation Culture:** Optimized Customer Experience
- **ROI & Margin:** Implementation Excellence
- **Transformational Growth:** Industry Leadership

The Innovation Generator™

Our 6 analytical perspectives are crucial in capturing the broadest range of innovative growth opportunities, most of which occur at the points of these perspectives.

Analytical Perspectives:

- Mega Trend (MT)
- Business Model (BM)
- Technology (TE)
- Industries (IN)
- Customer (CU)
- Geographies (GE)


New Business Models
Urbanization
Smart is The New Green
Social Trends
Connectivity & Convergence
Bricks & Clicks
Innovating to Zero
Future of Energy
Health Wellness & Well-Being
Future of Mobility
Future of Infrastructure
Economic Transformation
XaaS
Connected Ecosystems
Digital Led Models
CrowdSourcing
Servicization
Platform Based Models
Mass Customization
Data as a Service
Product as a Service
Sharing Models
Localization
Disaggregation
ICT Cluster
Energy Tech Cluster
Sensors & Instrumentation Cluster
Chemcials Tech Cluster
Materials Tech Cluster
Advanced Manufacturing Cluster
Health Tech Cluster
Microelectronics Cluster
Medical Devices Tech Cluster
Environment Tech Cluster
Mobility
Aerospace & Defense
Agriculture & Nutrition
Financial Services
Chemicals & Materials
Electronics & Sensors
Energy & Environment
Healthcare
Industrial
Information & Communications
Investor Services
Media & Entertainment
CEO & CEO's Team
Investors & Finance
Sales & Marketing
Research & Development
Strategy & Vision
Intelligence / Analysis
Economic Development
Education