

F R O S T & S U L L I V A N

# 2024 ENABLING TECHNOLOGY LEADER

*IN THE GLOBAL  
SASE INDUSTRY*

**CATO**  
N E T W O R K S

F R O S T & S U L L I V A N

BEST  
2024 PRACTICES  
AWARD

**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. Cato Networks excels in many of the AI best practices criteria in the SASE space.

AWARD CRITERIA	
<i>Technology Leverage</i>	<i>Customer Impact</i>
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

**Commitment to Innovation and Commitment to Creativity**

Founded in 2015, Israel-based Cato Networks has a broad, creative, and innovative vision for employing artificial intelligence (AI) in its secure access service edge (SASE) cybersecurity platform.

*“For Cato Networks, building AI into SASE is more than a commitment to providing better security and faster connectivity for its customers, it’s a meaningful differentiator for its entire cybersecurity platform of SASE services.”*

**- Toph Whitmore**  
**Industry Director, Cybersecurity**

The company’s content creation functionality is particularly advanced relative to what competing vendors are doing with AI in SASE because few, if any, can match the custom, dynamically-generated content capabilities that Cato Networks delivers. Cato Networks has developed unique content creation for its cloud access security broker (CASB), app control, and extended detection and response (XDR) solutions. What makes it innovative is the dynamic nature of the content: Cato Networks uses its custom-developed generative AI large language model (LLM) to create customer- and environment-specific dynamic reporting

content.

Cato uses GenAI to summarize complex threat data into human-readable text. Cato Networks is effectively creating a ‘storyteller’ feature that uses AI to translate real-time reporting into custom content specific to an individual customer, such as traditional threat assessment prepared for an audience of one customer at one moment. This content creation functionality has even had a tangible impact on Cato Networks’

ability to serve its customers. Since the introduction of its content creation tool offering relevant content tailored to its customers, Cato Networks has seen a significantly reduced number of support tickets.

### **Customer Ownership Experience and Customer Service Experience**

*“Cato Networks trains its proprietary AI model to strengthen the platform’s CASB application coverage, XDR-based threat hunting and anomaly detection, and phishing prevention. It performs all this AI-driven continuous cybersecurity improvement in real time, meaning (rather importantly) that the capabilities scale to protect an enterprise against dynamic threats.”*

**- Toph Whitmore**  
**Industry Director, Cybersecurity**

Cato Networks applies AI technology to make it easier for chief information security officers (CISOs) to manage their cloud zero trust architecture in multiple ways, thus offering a best-in-class ownership and service experience.

Cato Networks uses AI to deliver better cybersecurity services for its customers. Cato Networks trains its proprietary AI model to strengthen the platform’s CASB application coverage, XDR-based threat hunting and anomaly detection, and phishing prevention. It performs all this AI-driven continuous cybersecurity improvement in real time, meaning (rather importantly) that the capabilities *scale* to protect an enterprise against dynamic threats.

Cato Networks is a leader in the SASE space in terms of applying AI to assess and improve connectivity performance, including SD-WAN, cloud networking, app access, and traditional networking operations. Behind the scenes, Cato Networks uses AI to evaluate performance data, providing customer CISOs with effective digital experience monitoring (DEM) across their global cloud and SD-WAN networks.

Cato Networks also applies AI to make it easier for customer CISOs to ensure their operations comply with regulatory mandates. For instance, traditional enterprise app assessment and auditing can be a slow process, even if further automated with subsequent application of ML analysis. Cato Networks’ AI, which is delivered through CMA, automates such application assessment without compromising management visibility or control.

### **Application Diversity**

To protect their enterprises, CISOs must leverage a diverse range of security services, including CASB, zero trust network access (ZTNA), secure web gateway (SWG), typically extended detection and response (XDR), sandboxing, data loss protection (DLP), and more.

Cato Networks integrates AI capabilities throughout its entire suite of security and connectivity services, in addition to developing partnerships to ensure that AI delivers the best security outcomes for customer CISOs. For example, the company partners with SentinelOne for ML-based next-generation anti-malware (NGAM) threat protection.

Cato Networks’ AI-supplemented threat protection capabilities are notable. For example, the company trains its threat-detection AI model to recognize cybersquatting, identify randomly generated domains, and flag or sandbox suspicious traffic. This ML is conducted on massive stores of data using the company’s proprietary LLM. Cato Networks has been collecting valuable performance and threat data from its entire customer base since the inception of its SASE platform.

## *Performance Value*

Cato Networks provides its CISO customers with unique value relative to its performance and recognizes the importance and subsequent cybersecurity impact of employing AI in its SASE platform for customers. AI-powered cybersecurity is close at hand for customers because Cato Networks runs its AI and ML modeling technologies close to the user, in every point of presence (POP) onramps worldwide. Because of its AI and ML integration, the company's SASE platform performs faster and delivers better threat protection outcomes for its customers than it would without.

## *Conclusion*

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Cato applies AI functionality throughout its suite of security services, including the following:

- ML-driven DLP classification
- ML-based NGAM file-scanning delivered in partnership with SentinelOne
- Threat detection and prevention
- Custom reporting and threat-related 'storyteller' content creation for app control, XDR, and CASB solutions

For Cato Networks, building AI into SASE is more than a commitment to providing better security and faster connectivity for its customers, it's a meaningful differentiator for its entire cybersecurity platform of SASE services.

Cato Networks embraces AI as an enabling technology for its broad cybersecurity platform. The company is, simply put, ahead of competitors in innovation, integration, service, and ownership experience impact with AI in SASE.

With its strong overall performance, Cato Networks earns Frost & Sullivan's 2024 Global Enabling Technology Leadership Award in the SASE industry.

## What You Need to Know about the Enabling Technology Leadership Recognition

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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



