

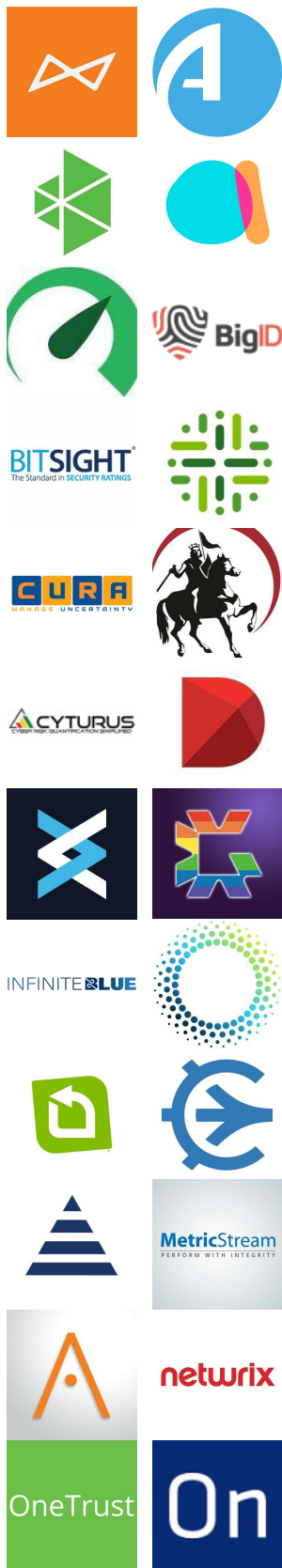


Governance Risk & Compliance (GRC): Vendors to Watch, Know, Understand

Joseph Karpenko, Tom Costin, and Michael O'Neil

Mar 14, 2022

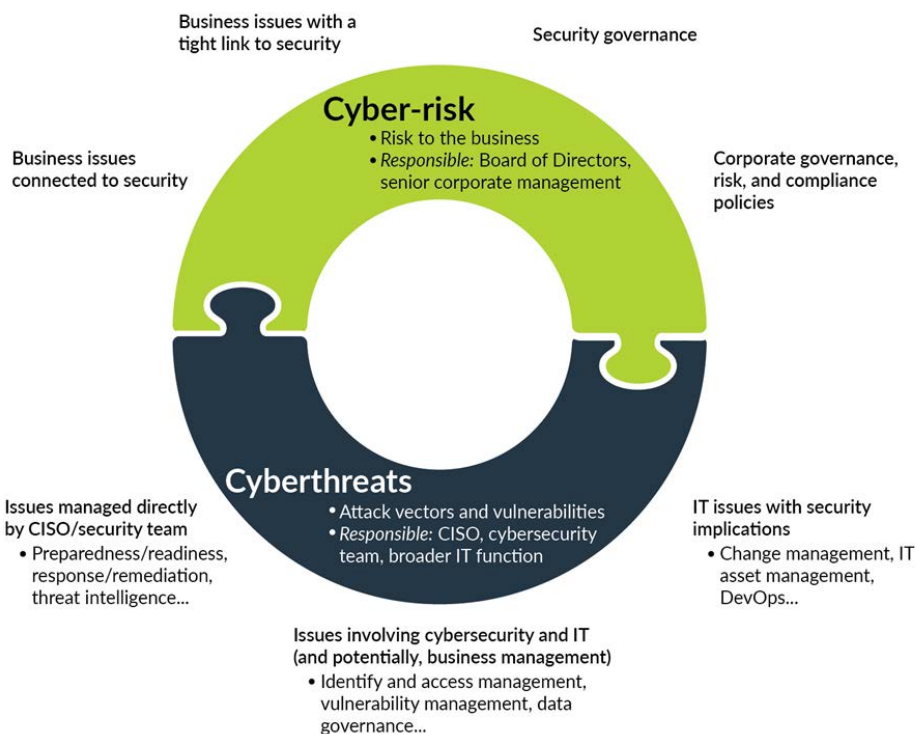
FEATURED COMPANIES



Executive Summary

Governance, Risk & Compliance (GRC): Vendors to Watch, Know, Understand

In preparing the Horizon Report [Cybersecurity Strategy for the Looming Regulatory Quagmire](#), the Stratascale Innovation Labs team assessed 41 companies to evaluate different approaches to enabling key components of a governance, risk, and compliance (GRC) security strategy. These vendors address one or more of the issues associated with “cyber-risk” – one of many types of risk that are managed via a GRC approach established and enforced by the board of directors and corporate senior management – and (or) “cyberthreats,” specific cybersecurity issues that are addressed by the CISO and security team. Readers looking for guidance on potential sources of point or platform capabilities can use this vendor list as a starting point. Please note that no recommendation or warranty is implied by the inclusion of any vendor within this report.



Where to start?

GRC is an incredibly complex area, and the 41 vendors included on our vendor long list reflect the many different requirements that corporate security teams need to address: based on an analysis rooted in a cross-industry taxonomy, we find that the vendors identified in our long list address 31 use cases, spread across 11 sectors and six solution categories. This complexity in turn motivates enterprises to prize systems that tie easily (via no-code/low-code and APIs) to comprehensive data inputs and the applications used to manage workflows.



Given this need for extensive inputs, system flexibility, and integration with workflows and adjacent applications, the Stratascale team sees *ServiceNow* as a vendor of interest in the GRC space. Commentary on *ServiceNow* captured in research discussions includes:

- *ServiceNow* “floats to the top [of evaluations]...does so many things” – IT risk management, vendor risk management, data governance, privacy, business continuity...
- Breadth of connections and data access is extremely beneficial, makes [*ServiceNow*] effective at risk management.
- No code-low code is really important in this space; “important to process management...[supporting] ability to adapt to changes” in the business/regulatory environment/etc.
- INTEGRATE don’t CUSTOMIZE! *ServiceNow* can be configured via “no-code and APIs, [customers] can buy plug-ins” to integrate with other applications or functions.
- “A lot of GRC is about workflow management – you can layer GRC atop workflow, and that’s what *ServiceNow* has done.”

Another vendor attracting broad interest from Stratascale experts is *Onspring*. One senior Stratascale expert said, “I see a lot of our bigger customers abandoning complex, labor-intensive legacy GRC platforms to go towards simpler, modular, more scalable GRC solutions.” Other comments included:

- Strong in business process management – “ties together BPM and GRC with overall posture.”
- *Onspring* has superior modularity, “and I really liked that platform. It’s helped me do so much automation... has integration with things like *OneTrust*.”

The Stratascale team also singled out *Unified Compliance Framework (UCF®)* as a potentially-important element of the GRC toolkit. One expert noted, “UFC provides a singular lens of control relevance and mapping to many frameworks, regulations, laws, standards, privacy, etc...”

Other platform vendors highlighted in this discussion included *Reciprocity ZenGRC* (“Small, lightweight, cloud-based solution...probably best for smaller firms, or enterprises looking for a compliance-only solution”) and *LockPath*.

All about data

A second branch of the capabilities discussion focused on data governance as a core GRC capability. Here, the vendor attracting most support in the research conversations was *OneTrust*. *OneTrust* references included:

- “Excellent for large environments that don’t already have a *ServiceNow* instance.”
- “Expensive, but offer good features, such as *VendorPedia* – security artifacts from big companies built in so you don’t have to build everything from scratch.”
- “I really like their training...I really like everything I’ve seen of them.”

Options for specific functionality

In many cases, organizations are looking more for specific capabilities than for full-blown GRC systems. There are a number of vendors delivering effective solutions in key areas, including ProcessUnity (“really like them for simple cloud-based VRM...enjoyed my experience with their product and services), Varonis (“great platform,” strong in data discovery/classification), BigID and WireWheel (for data privacy/data management), and Prevalent (third party risk management).

Assessments of these vendors, Stratascale sources note, should emphasize interoperability as a primary feature. Addressing specific requirements with dedicated solutions may respond to an immediate need, but these systems won’t deliver optimal benefit if they are isolated from the broader GRC platform. One Stratascale expert notes that “point or task-specific technologies are a nuisance if they are not compatible and can’t integrate with other solutions.”

Other vendors

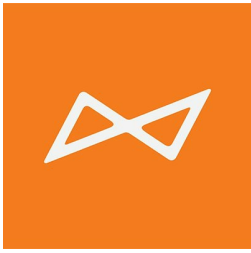
Our analysis included additional vendors which may meet the needs of specific buyers, particularly those seeking depth in particular areas, and/or with existing investments in one or more of these vendors. These vendors include AlgoSec, Allgress, Anecdotes A.I, BitSight, Cura Software, CyberSaint, Cyturus, Fusion Risk Management, Galvanize (acquired by Diligent in 2021), Infinite Blue, JupiterOne, LogicGate, LogicManager, MetricStream, NAVEX Global, Netwrix, Resolver (acquired by Klass Capital in 2015), RiskLens, Riskconnect, SecurityScorecard, SureCloud, TechDemocracy and TrustMAPP.

Research sources

This list of 41 suppliers of GRC and related capabilities is drawn from multiple sources:

- It incorporates input from authors of the “Cybersecurity Strategy for the Looming Regulatory Quagmire” report (Michael O’Neil, Joseph Karpenko, Michael Wilcox, Dennis Allen, and Andrew Lee).
- The list and perspectives benefit tremendously from input supplied by Stratascale Senior Security Solutions Architect Tom Costin, who has extensive practical experience and has developed deep research in this area.
- We have also drawn on a variety of external sources, notably Vation Ventures, which tracks investment trends across technology segments.

Stratascale brings a unique combination of expertise, solution depth and vendor relationships and insight to the cybersecurity market. Readers seeking support in developing scalable approaches to GRC are encouraged to contact their Stratascale Account Executive or to connect with us at stratascale.com/contact-us/.



Alation

<http://www.alation.com>



KNOWN FOR

Alation develops and operates an enterprise collaborative data platform.

Description

At Alation, we are a team that is passionate about creating a more curious and rational world by providing our customers with the tools to build a data culture.

From our product to how we operate as a team, we're excited to change the world by combining machine learning and human collaboration to bring confidence to data-driven decisions. We believe that enterprise data catalogs are core to a building a data culture. Whether implemented at a Fortune 500 company or in a public sector organization, data catalogs will fundamentally change the way data consumers, data creators, and decision-makers find, understand and trust data.

Funding

10 investors have funded *Alation*.

- › [Sapphire Ventures](#)
- › [Harmony Partners](#)
- › [General Catalyst](#)
- › [Union Grove Venture Partners](#)
- › [Riverwood Capital](#)
- › [Costanoa Ventures](#)
- › [Icon Ventures](#)
- › [Andreessen Horowitz](#)
- › [Dell Technologies Capital](#)
- › [Sanabil](#)

Date	Round Name	Amount (\$USD)
Mar, 2015	Series A	\$9M
Jul, 2017	Series B	\$23M
Jan, 2019	Series C	\$50M
Jun, 2021	Series D	\$110M

Acquisitions

Alation has made **1** acquisition(s):

Company Name	Amount (\$USD Millions)	Date of Acquisition
Lyngo Analytics	N/A	

Executive Team



Bob Block
Chief Customer Success
Officer



Max Ochoa
Chief Financial Officer &
General Counsel



AlgoSec

<http://www.algosec.com>

KNOWN FOR

AlgoSec provides firewall policy management tools that help organizations align security with business processes.

Description

To be the leader in enterprise security management by delivering uniquely business-driven security solutions. **We deliver:**

- ▶ **Business-Driven Agility:** Intelligently automates security change processes - with zero-touch - to drive business continuity and digital transformation initiatives, while preventing outages and compliance violations.
- ▶ **Business-Driven Security:** Proactively identifies risks, and ties cyber-attacks to business processes for effective prioritization and fast remediation that ensures security and compliance.
- ▶ **Business-Driven Visibility:** Provides unified visibility of security across the entire enterprise - including public and private clouds, software-defined and on-premise networks, and applications and their connectivity flows.

Delivering Business-Driven Security Management: Through a business-driven approach, the AlgoSec Security Management solution intelligently automates and orchestrates network security policy management to make enterprise organizations more agile, more secure and more compliant. With AlgoSec, you can automatically discover, map and migrate business application connectivity, proactively analyze risk from the business perspective, tie cyber-attacks to business processes and process network security changes with zero touch – across any cloud, SDN and on-premise networks.

Proudly Serving the World’s Largest and Most Complex Enterprise Organizations:

Over 1,800 of the world’s leading enterprises, spanning 65 countries and every industry vertical, have selected AlgoSec for our unique combination of superior technology and dedication to customer success.

Driven by Values and Commitment to Customer

Success: At AlgoSec we are passionate about the satisfaction of each and every customer. In 2005 we decided to put our money where our mouth is and we introduced the industry’s only money-back guarantee. Our passion for customer satisfaction drives the Company’s mission and guides our corporate culture and core values. **Financially**

Independent and Strategically Focused: We are the only company in the security management space that is controlled by its founders. This financial independence allows us to focus on building long-term partnerships with existing customers rather than on external investors’ short term objectives.

Funding

0 investors have funded *AlgoSec*.

Date	Round Name	Amount (\$USD)
Jan, 2018	Private Equity	\$36M

Executive Team



Yuval Baron
Chairman and CEO &
CCSO



Avishai Wool
CTO & Co-Founder



Allgress

<https://allgress.com>

KNOWN FOR

Allgress is a full featured GRC without the cost and complexity!

Description

Founded in 2008, Allgress helps enterprise security and risk professionals solve the problem of how to assess, understand and manage corporate risk. Its founders and management team are committed to providing CISOs with the ability to make effective investment decisions that align security and compliance programs with top business priorities, communicate the value of those decisions to senior executives, and manage risk, fines, and brand damage.

Allgress Business Risk Intelligence solutions converge disparate risk silos across global enterprise networks and automate governance, risk and compliance (IT GRC) management processes. Powered by the patented Allgress Business Risk Intelligence engine, the company's products, solutions and CISO reporting tools provide customers with heat maps and compliance assessment reports that reveal a comprehensive, immediate and intuitive picture of their organizations' security and compliance risk posture. Allgress provides operational efficiency. Its solutions allow users to assess once and manage and report on many industry and government regulations. Allgress deploys faster than competing solutions and provides rapid ROI.

Funding

0 investors have funded Allgress.

Date	Round Name	Amount (\$USD)
Apr, 2020	Debt Financing	\$0.4M
Jan, 2021	Debt Financing	\$0.5M

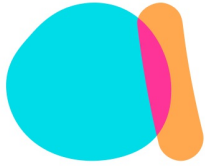
Executive Team



Gordon Shevlin
Founder & CEO



Jeff Bennett
Founder & President
& COO



anecdotes A.I Ltd

<http://anecdotes.ai>

KNOWN FOR

Anecdotes, founded in 2019 and headquartered in Palo Alto, California, is a compliance solutions provider.

Description

We strive to bring real innovation and leverage technology to redefine the foundation of the compliance ecosystem. Our mission of bringing a cloud-first state of mind to this ecosystem will improve B2B processes across the globe. **The values that hold us true and to account:**

- ▶ **Credibility:** We believe that real data serves as the foundation for trust and partnership.
- ▶ **Clarity:** Everything can, and should be, self-explanatory and provide a clear course of action, from compliance requirements to using our product.
- ▶ **Technology Multiplies Ideas:** We want you to generate creative ideas and take advantage of technology to constantly automate and scale your execution.
- ▶ **Enjoy Smart Compliance:** We enjoy creating an environment where everyone can actually enjoy compliance. Really.

Funding

2 investors have funded *anecdotes A.I Ltd.*

▶ [Gliilot Capital Partners](#)

▶ [Aleph](#)

Date	Round Name	Amount (\$USD)
Feb, 2021	Venture - Series Unknown	\$5M

Executive Team



Yair Kuznitsov
Chief Executive Officer



Eitan Adler
Chief Technology Officer



Apptega

<http://www.apptega.com>

KNOWN FOR

Apptega helps companies build, manage and report on their cybersecurity programs.

Description

With a multitude of industry innovations and awards, count on us to ensure cybersecurity and compliance success! We're passionate about helping businesses implement effective cybersecurity and compliance programs with an easy-to-use platform. Our customers span all industries, including Fortune 500 enterprises and Managed Security Service Providers (MSSPs), who are meeting the challenges of cybersecurity and compliance more efficiently and cost-effectively than any other approach. We thrive at delivering simple user experiences and award-winning technology paired with outstanding customer service to make it easy to build, manage and report great cybersecurity.

Executive Team



Armistead Whitney
CEO



Jay Ferro
CIO



BigID

<http://www.bigid.com>

KNOWN FOR

Founded in 2016, BigID uses advanced machine learning and identity intelligence to help enterprises better protect their customer and employee data at the petabyte scale.

Description

BigID aims to transform how enterprise protect and manage the privacy of personal data. Organizations are facing record breaches of personal information and proliferating global privacy regulations like the EU GDPR with fines reaching 4% of annual revenue. Today enterprises lack dedicated purpose built technology to help them track and govern their customer data at scale. By bringing data science to data privacy, BigID aims to give enterprises the software to safeguard and steward the most important asset organizations manage: their customer data. BigID has offices in the US and Israel and is founded by security industry veterans spanning the identity, data security, big data and governance markets.

Funding

12 investors have funded *BigID*.

- › Scale Venture Partners
- › Glynn Capital Management
- › Salesforce
- › ClearSky
- › SAP.iO Fund
- › Splunk
- › Advent International
- › Boldstart Ventures
- › Bessemer Venture Partners
- › Comcast Ventures
- › Information Venture Partners
- › ServiceNow

Date	Round Name	Amount (\$USD)
Feb, 2016	Private Equity	\$2.1M
Jan, 2018	Series A	\$14.1M
Jun, 2018	Series B	\$30M
Jul, 2019	Series C	\$50M
Sep, 2019	Funding Round	\$96M
Dec, 2020	Series D	\$100M

Executive Team



Dimitri Sirota
Co-Founder & CEO



Nimrod Vax
Co-Founder & CPO



BitSight

<https://www.bitsight.com/>



KNOWN FOR

BitSight offers the most widely adopted security ratings solution with a mission to change the way the world addresses cyber risk.

Description

Organizations are often in the dark when it comes to understanding the actual security performance of critical third parties or even assessing the impact of their own security programs and policies. This is due to a lack of objective metrics and tools that help measure and mitigate cyber risk across the business ecosystem.

In 2011, BitSight pioneered the security ratings market, founding the company with a solitary mission: to transform how organizations evaluate risk and security performance by employing the outside-in model used by credit rating agencies. BitSight is honored to be supported by the top scientists of the National Science Foundation, which provides financial backing to scientific and engineering efforts of national importance.

Funding

9 investors have funded *BitSight*.

- › [GGV Capital](#)
- › [Flybridge Capital Partners](#)
- › [Commonwealth Capital Ventures](#)
- › [Globespan Capital Partners](#)
- › [Moody's Investors Service](#)
- › [Warburg Pincus](#)
- › [National Science Foundation](#)
- › [Menlo Ventures](#)
- › [Comcast Ventures](#)

Date	Round Name	Amount (\$USD)
Apr, 2011	Funding Round	\$1.4M
May, 2013	Private Equity	\$22.1M
Jun, 2013	Series A	\$24M
Jun, 2015	Series B	\$23M
Sep, 2016	Series C	\$40M
Jun, 2018	Series D	\$60M
Sep, 2021	Funding Round	\$250M

Acquisitions

BitSight has made **3** acquisition(s):

Company Name	Amount (\$USD Millions)	Date of Acquisition
Streamforce	N/A	
VisibleRisk	N/A	
Anubisnetworks	N/A	

Executive Team



Stephen Boyer
Founder & CTO



Nagarjuna Venna
CPO & Co-Founder



Collibra

<https://www.collibra.com/>

KNOWN FOR

Unlike traditional data governance solutions, Collibra is a cross-organizational platform that breaks down the traditional data silos, freeing the data so all users have access.

Description

Collibra is true data governance. It's a cross-organizational data governance platform that delivers openness and freedom. It breaks down traditional data silos and opens up organizational data so all users can find the data they need, collaborate on it, and easily understand its meaning. Most of all, Collibra enables all data citizens to trust the data. Trust in the data is what unlocks its full potential to drive competitive advantage. Who wouldn't want that? After all, it's your data. Collibra is the company behind the data governance platform for all data citizens. They build and sell the software and operating models, and provide professional services to speed their customers' journeys to true data governance. They also run Collibra University, host the Collibra Community for our customers, hold the annual Data Citizens Conference and on-going Data Citizen City Tours in cities around the world. Collibra brings true data governance to your business through local offices in North America and Europe, and via partners in Asia, the Middle East, and South America.

Funding

12 investors have funded *Collibra*.

- › [Brustart](#)
- › [Dawn Capital](#)
- › [Battery Ventures](#)
- › [CapitalG \(formerly Google Capital\)](#)
- › [Newion](#)
- › [Sofina](#)
- › [Bi3 Solutions](#)
- › [Index Ventures](#)
- › [ICONIQ Capital](#)
- › [Durable Capital Partners](#)
- › [Sequoia Capital](#)
- › [Tiger Global Management](#)

Date	Round Name	Amount (\$USD)
Jan, 2009	Funding Round	\$1.7M
Apr, 2012	Series A	\$1.3M
Sep, 2015	Series B	\$23M
Jan, 2017	Series C	\$50M
Dec, 2017	Series D	\$58M
Jan, 2019	Funding Round	\$100M
Apr, 2020	Funding Round	\$112.5M

Apr, 2020	Funding Round	\$112M
Nov, 2021	Series G	\$250M

Acquisitions

Collibra has made **1** acquisition(s):

Company Name	Amount (\$USD Millions)	Date of Acquisition
OwIDQ	N/A	

Executive Team



Felix Van de Maele
CEO & Co-Founder



Stan Christiaens
Co-Founder & CTO



Description

Cura Software Solutions

<http://www.curasoftware.com>

KNOWN FOR

Cura's solutions are built upon the Cura Software GRC Platform, a common infrastructure for organizations to manage governance.

CURA Software Solutions is a leading provider of Governance, Risk, Compliance and Risk-based Audit software solutions, implemented across more than 350 enterprise customers globally. Our solutions offer a clear picture of governance, risk and compliance across the organization which leads to better decision-making and risk management. CURA, a global GRC company, was founded in the year 2002 to provide smart software solutions designed to enable businesses to rapidly achieve the bottom-line benefits of GRC, linked to performance management. Since 2002, CURA has achieved its true global status by expanding operations in South Africa, Australia, India, Malaysia, USA and other parts of the world. CURA is known for its fast implementation, simple configurability and true enterprise architecture, in turn, reducing implementation and support turnaround times. Our innovative technologies put the power of configuration in the hands of our customers, which is why CURA is used by Global and Mid-sized enterprises around the world. In today's fast-paced global economy, with emerging threats and increasing regulations, organizations are finding that better management of Governance, Risk & Compliance (GRC) information is leading to better-run businesses. The substantial overlap across multiple areas of GRC means that a coordinated approach can help an organization maximize results while reducing overall costs. To help its customers institute this coordinated approach, CURA Software developed a powerful and flexible GRC platform that serves as the foundation for a strong governance, risk and compliance management program. CURA's Enterprise Risk Management (ERM) software solutions enable organizations to better manage risk and take advantage of opportunities relating to business objectives and goals. CURA provides a powerful and flexible framework for managing risk, allowing organizations to identify, analyze, evaluate and treat both risks and opportunities in order to protect the corporate brand, create value for shareholders, owners, employees, customers and regulators.



CyberSaint Security

<https://www.cybersaint.io>

KNOWN FOR

Effortlessly & proactively adopt the NIST cybersecurity framework (CSF), DFARS, ISO, GDPR, HIPAA, SOC2 or ANY compliance framework

Description

Cybersaint®, Inc. is a cybersecurity software company based in Boston, Massachusetts. It was founded by industry leaders with extensive experience in information security. The company's mission is to empower organizations to adopt cybersecurity frameworks that enable measurement, enhance communication and improve cyber resiliency.

Funding

0 investors have funded *CyberSaint Security*.

Date	Round Name	Amount (\$USD)
Apr, 2020	Debt Financing	\$0.2M

Executive Team



George Wrenn
Founder



Padraic O'Reilly
Co-Founder & Chief
Data Officer



Cyturus Technologies

<http://cyturus.com>

KNOWN FOR

Cyturus delivers a risk reduction platform to measure the cybersecurity maturity of an organization across the entire business enterprise and provide visibility into the areas offering the greatest potential reduction in business risk.

Description

Cyturus started as a cyber risk consulting firm. We architected solutions for our Fortune 5000 clients that were simple, elegant and are still in use today. Over five years ago we realized the Compliance and Cyber Risk management industry could do better than static reports, spreadsheets and complicated solutions. We leveraged our years of experience in technology and cyber risk management and created ARM, the C2MA process and CRT to automate and simplify both the maturation process and the assessment metrics. Our passion is cyber risk quantification and our promise is to help simplify cyber risk management.

Executive Team



Robert Hill
Chief Executive Officer



Lou Carli
Chief Revenue Officer



Diligent was acquired by **Insight Partners**

Diligent

<http://www.diligent.com>

KNOWN FOR

Headquartered in New York City, New York, Diligent is a software as a service company that enables board members of corporations, government organisations and not-for-profit groups to share and collaborate information for board meetings.

Description

At Diligent, we believe in a world where transformational leaders can build more successful, equitable and sustainable organizations. Our holistic view of governance, risk and compliance (GRC) enables transparency and connectivity across an organization – sparking the insights that the most influential organizations need to make better decisions. **Our GRC platform supports leaders by:**

- ▶ Providing visibility into governance, risk, compliance and ESG across their organizations
- ▶ Automating workflows to increase efficiency and scalability
- ▶ Keeping their businesses compliant with regulatory standards
- ▶ Delivering real-time insights and reports through robust storyboards for data-driven strategic decision making

Funding

3 investors have funded *Diligent*.

- ▶ [Clearlake Capital Group](#)
- ▶ [Blackstone Group Global](#)
- ▶ [Insight Venture Partners](#)

Date	Round Name	Amount (\$USD)
Jan, 2022	Venture - Series Unknown	\$2.3M

Executive Team



Brian Stafford

Chief Executive Officer



Amanda Carty

Chief Marketing Officer



Fusion Risk Management

<http://www.fusionrm.com>

KNOWN FOR

Fusion Risk Management provides cloud-based continuity risk management software, contingency planning solutions, and consulting services.

Description

Our focus is operational resilience – encompassing business continuity, risk management, IT risk, and crisis and incident management. Fusion seeks to help companies anticipate, prepare, respond, and learn in any situation by equipping them with the software solutions they need to be successful. We empower organizations by allowing them to make data-driven decisions so that leaders can proactively manage what's to come. And with Vista Equity Partners, we have the resources to continue expanding in all areas of the growing market.

Funding

2 investors have funded *Fusion Risk Management*.

› [Vista Equity Partners](#) › [Southwest Land Title Insurance Company](#)

Date	Round Name	Amount (\$USD)
May, 2014	Series A	\$10.4M
Jun, 2018	Series B	\$41M

Executive Team



Michael Campbell
Chief Executive Officer



Terese Fernandez
Chief Marketing Officer



Galvanize was acquired by **Diligent**

Description

We don't just make technology—we provide the tools that strengthen individuals and entire organizations, so they can achieve great things and change the world in the process.

Galvanize

<http://www.wegalvanize.com>

KNOWN FOR

Founded in 1987, Galvanize is a privately owned software as a service company that builds security, risk management, compliance and audit software for the governance, risk management, and compliance (GRC) markets.

Our values strengthen us:

- ▶ **Customer Intensity:** We relentlessly pursue the evangelism of our customers, because we want them to be as excited about our vision for the future as we are. Everyone who touches Galvanize becomes a part of our community.
- ▶ **Disruptive Innovation:** We lead through ambiguity—embracing what we don't know—because when we encounter the unexpected, we grow the most. By experimenting and failing, we find new ways to push Galvanize forward toward our mission.
- ▶ **Authenticity:** We share openly of ourselves, celebrate what matters, work through our frustrations, and geek out over our passions. We speak out, even when it's easier to stay quiet (we call it “putting the moose on the table.”) Above all, we let ourselves shine, communicate from the heart, and listen.

Executive Team



Laurie Schultz
President & CEO



Keith Cerny
Chief People Officer

Description

Infinite Blue provides a comprehensive low-code development platform and enterprise applications for the BC/DR industry. Infinite Blue is trusted by independent software vendors and enterprises across the globe. Infinite Blue Platform is at the heart of countless business applications running in a wide variety of industries worldwide. Infinite Blue Platform is a low-code platform designed to make it fast and easy to build, deploy, and manage enterprise-class business applications. Applications built on Infinite Blue Platform can be hosted on-premises or in a public or private cloud. Infinite Blue customers use the platform to build custom applications quickly, and to extend existing applications, customizing them to meet their needs. Infinite Blue also provides automated Software as a Service (SaaS) tools and professional services for building and maintaining effective business continuity and disaster recovery plans that streamline and simplify continuity, resiliency, and risk management programs. As an organization's needs grow, the solution evolves to increase resiliency, mitigate risk, and adhere to deadlines. No other solution provider offers robust scalability and adaptability to meet customer needs in one solution.

Executive Team



Frank Shultz
Chairman & Chief
Executive Officer



Jennifer Kurtz
Chief Technology Officer



JupiterOne

<http://jupiterone.com>

KNOWN FOR

Cloud security operations software built to streamline day to day security operations and make compliance a byproduct of your cloud security operations.

Description

Enabling Agile Security and Compliance for Digital Organizations

JupiterOne was built based on the lessons learned and the technology developed as security practitioners. This experience enabled us to build a strong security program anchored in compliance in governance in record time.

Our Story: LifeOmic was founded in late 2016. Our mission was to transform healthcare through the power of Precision Medicine and cloud. Because of the nature of the data the platform would analyze and store, we knew that security and compliance would be critical...and heavily regulated. When we looked at the market for security solutions, tools existed. Proliferated may be an even better word to describe it. There is a niche tool for nearly every security process or control. As we spoke with potential solutions providers, every solution was complementary to the other.

Don't let complexity get in the way: Complexity is the enemy of your business's ability to scale. Unfortunately for security operations, it seemed like complexity was going to be our reality. The more we looked at the problem, though, the more we realized simplicity in security is possible. With automation and security-as-code, our small team could build a solution that was simple and, more importantly, secure. It was a grand experiment, but it seemed appropriate in the context of what we are trying to do for the healthcare industry. Within 3 months, we were able to achieve base compliance. 6 months after that, we received a much deeper regulated certification. When we think back to that week the auditors came, it's hard not to laugh. Within a day and a half, they had all of the information they needed when the whole week was blocked off. "Would you like us to come back tomorrow? Do you have any questions for us?" The outcome of our approach was a surprise to even the toughest security judges. The result reinforced what our team saw throughout the process: the security and compliance industry has shifted its focus from why to how. That change has resulted into an overly complex and disjointed marketplace. Other organizations needed to see the trail we were blazing at LifeOmic.

Precision Security for All: Compliance is important. Security is critical. We want other technology organizations and digital teams to experience security and compliance the way we have: simplified and scalable. JupiterOne provides continuous instrumentation and monitoring of cloud environments and controls. It provides automated reporting and evidence collection for compliance. You can easily visualize relationships in your digital environment to understand what exactly is going on. You can ask simple questions and get robust responses. All businesses want to grow. Traditionally, security and compliance are a handcuff on resources. They are the bottleneck. At JupiterOne, we've seen firsthand that doesn't have to be the case. When done right, security can be a key to unlocking unprecedented scale, without sacrifice. It's an opportunity to redistribute the hundreds' of hours spent providing evidence of compliance, maintaining your policies or

updating your asset inventory towards really matters to your business: growth. By having a single source of truth in JupiterOne, you don't need to worry about being in the news when the next breach happens. You'll have caught the exposure early on.

Funding

3 investors have funded *JupiterOne*.

- › [Cisco Investments](#)
- › [Sapphire Ventures](#)
- › [Bain Capital](#)

Date	Round Name	Amount (\$USD)
May, 2021	Series B	\$30M



LockPath was acquired by **NAVEX Global**

LockPath

<http://www.lockpath.com>

KNOWN FOR

Lockpath offers the industry leading GRC software platform, Keylight, to enable your organization to integrate all of its risk management processes.

Description

Lockpath® was created by GRC experts who recognized the need for intuitive GRC software that was flexible and scalable to serve ever-changing and expanding organizations. In addition to the company's founders, Lockpath's executive team comprises top industry professionals in the fields of software development, accounting and consulting, cybersecurity, financial services, market development and other industries. Lockpath employs dozens of talented professionals and has several open positions.

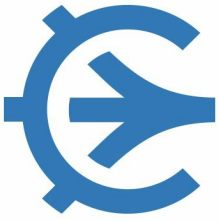
Lockpath serves a client base of global organizations ranging from small and midsize companies to Fortune 10 enterprises across industries. Along with their ecosystem of technology and channel partners, Lockpath provides unparalleled customer satisfaction from initial project discovery discussions to ongoing customer support. The company's efforts are supported by seasoned investor groups and recognized by industry analysts.

Funding

4 investors have funded *LockPath*.

- › [Webb Investment Network](#)
- › [El Dorado Ventures](#)
- › [Vesbridge Partners](#)
- › [SV Angel](#)

Date	Round Name	Amount (\$USD)
Apr, 2011	Series A	\$1.1M
Jul, 2012	Series B	\$6M



LogicGate

<https://www.logicgate.com/>

KNOWN FOR

The LogicGate platform empowers businesses to build agile enterprise process applications that deliver workflow automation and process efficiency.

Description

At LogicGate, we believe flexible, easy-to-use enterprise technology can change the trajectory of organizations and the lives of their employees. We do more than create software—we create peace of mind.

What We Do: The LogicGate Risk Cloud™ is an agile GRC cloud solution that combines powerful functionality with intuitive design to enhance enterprise GRC programs. By putting process owners directly in the driver's seat with a no-code app builder, pre-built templates and the ability to quickly create workflows tailored to their needs, organizations can efficiently operationalize their GRC activities without requiring support from consultants or corporate IT.

Origin Story: Our founders first met in the consulting world, where they honed their expertise and united behind the idea that there could be a better way to do GRC. It wasn't long before they took this idea from vision to reality. Watch the video below to learn more about how our founding trio of Matt Kunkel, Jon Siegler, and Dan Campbell got LogicGate off the ground.

Who We Are: We are a diverse group of visionaries and boundary-pushers on a mission to challenge complacency in GRC. Our roots can be traced to GRC consulting, where our founders and customer success team spent many collective years witnessing the pains of regulatory, risk, and compliance professionals up-close. No matter the title beside our name, we are a group of people who strive to constantly evolve and challenge the status quo—just like our product.

Funding

8 investors have funded *LogicGate*.

- › [Jump Capital](#)
- › [Sandalphon Capital](#)
- › [Chicago Ventures](#)
- › [Greenspring Associates](#)
- › [OCA Ventures](#)
- › [Connetic Ventures](#)
- › [Silicon Valley Bank](#)
- › [Project Solutions Group](#)

Date	Round Name	Amount (\$USD)
Nov, 2016	Funding Round	\$1.9M
Jul, 2018	Series A	\$7.5M
Dec, 2019	Venture - Series Unknown	\$24.8M

Apr, 2020	Debt Financing	\$1M
Jul, 2021	Series C	\$113M

Acquisitions

LogicGate has made **1** acquisition(s):

Company Name	Amount (\$USD Millions)	Date of Acquisition
Capria Solutions	N/A	

Executive Team



Matt Kunkel
Co-Founder & CEO



Jon Siegler
Co-Founder & Chief
Product Officer



LogicManager

<http://www.logicmanager.com>

KNOWN FOR

Started in 2005 and based out of Boston, Massachusetts, LogicManager is a technology company that offers a risk management platform as well as GRC solutions.

Description

Here at LogicManager, we provide powerful risk management software with comprehensive solutions that supply organizations with focused and improved risk management processes. Our software allows you to centralize your risk management program into an all-in-one hub while streamlining your processes with a range of automated tools that allow for better risk identification, monitoring, and reporting. Additionally, we pair customers with our team of expert thought leaders and risk management consultants to get your business to go exactly where you want it to go. With a range of personalized training sessions and best practice consulting services, our team can make your hard work easier and deliver results to both protect and optimize your business.

Funding

0 investors have funded *LogicManager*.

Date	Round Name	Amount (\$USD)
Apr, 2020	Debt Financing	\$1M

Executive Team



**Steven
Minsky**
CEO



MetricStream

<http://www.metricstream.com>

KNOWN FOR

Founded in 1999, Metric Stream provides Governance, Risk and Compliance (GRC) software solutions. The company is based in Palo Alto, CA.

Description

MetricStream is simplifying Governance, Risk, and Compliance (GRC) for modern and digital enterprises. Our market-leading enterprise and cloud Apps for GRC enable organizations to strengthen risk management, regulatory compliance, vendor governance, and quality management while driving business performance.

The MetricStream GRC Journey methodology integrates GRC technologies and programs across business, IT, and security functions as we enable organizations to realize the vision of Pervasive GRC. Rich content from GRCIntelligence.com and thriving communities like ComplianceOnline.com, as well as MetricStream Special Interest Groups (mSIGs) support the ongoing success of our customers through real-time content feeds and best practices embedded in our Apps.

Leading companies across industry verticals are benefiting from MetricStream's simple and modular approach to GRC that is transforming risk management in a business environment that is increasingly mobile, social, global, and virtual. We have been consistently rated as a market leader by leading analysts, and have received several awards and recognitions for product innovation and customer success.

Funding

5 investors have funded *MetricStream*.

- › [Sageview Capital](#)
- › [Montage Capital](#)
- › [Vision Capital Advisors](#)
- › [Goldman Sachs](#)
- › [Kaiser Permanente Ventures](#)

Date	Round Name	Amount (\$USD)
Sep, 2006	Venture - Series Unknown	\$14.1M
Mar, 2009	Debt Financing	\$2.5M
Apr, 2013	Venture - Series Unknown	\$48.5M
Aug, 2014	Series D	\$60M
Sep, 2014	Series C	\$60M
Sep, 2014	Series A	\$60M

Mar, 2017	Private Equity	\$40.4M
Oct, 2017	Private Equity	\$25M
Nov, 2017	Private Equity	\$65M

Acquisitions

MetricStream has made **2** acquisition(s):

Company Name	Amount (\$USD Millions)	Date of Acquisition
TBD Networks	N/A	
Zaplet	N/A	

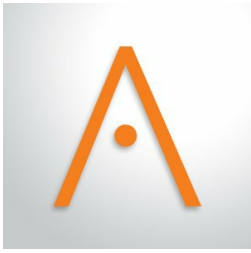
Executive Team



Gunjan Sinha
Executive Chairman



Mikael Hagstroem
President & CEO



NAVEX Global

<http://www.navexglobal.com>

KNOWN FOR

We provide a system that automates processes, operationalizes big data, and provides real-time risk information to make your compliance program truly exceptional.

Description

NAVEX Global was formed in 2012 by the joining of four GRC industry leaders with histories leading back as far as 1981. With the acquisition of a fifth solution in 2015, NAVEX Global now provides the world's most comprehensive risk and compliance software platform. We started with the observation that ethical companies outperform in the market. People work harder and stay longer at companies that are committed to their values. Strong reputations are insulated by ethical cultures. And bottom lines are bolstered through the efficiency that comes from a trusting workforce and the loyalty of a trusting customer base. Doing the right things right is just good for business. That concept is at the core of our corporate code of conduct as well as each of our solutions that help our customers do the right things with more confidence.

Acquisitions

NAVEX Global has made **7** acquisition(s):

Company Name	Amount (\$USD Millions)	Date of Acquisition
CSRware	N/A	
WhistleB	N/A	
LockPath	N/A	
Expolink	N/A	
The Network	N/A	
Policy Technologies International, Inc.	N/A	
Global Compliance Services, Inc.	N/A	

Executive Team



Bob Conlin
President & CEO



Susan Beermann
Chief Marketing Officer



Description

Netwrix empowers information security and governance professionals to reclaim control over sensitive, regulated and business-critical data, regardless of where it resides. Over 10,000 organizations worldwide rely on Netwrix solutions to secure sensitive data, realize the full business value of enterprise content, pass compliance audits with less effort and expense, and increase the productivity of IT teams and knowledge workers.

Netwrix

<https://www.netwrix.com/>

KNOWN FOR

A provider of visibility and governance platform for on-premises, hybrid and cloud IT environments.

Acquisitions

Netwrix has made **2** acquisition(s):

Company Name	Amount (\$USD Millions)	Date of Acquisition
STEALTHbits Technologies	N/A	
Concept Searching	N/A	

Executive Team



Steve Dickson
CEO



Brian Helwig
Chief Financial Officer



OneTrust

<http://www.onetrust.com>

KNOWN FOR

Founded in 2016, The OneTrust platform is powered by the OneTrust Athena AI and robotic automation engine, and capabilities include OneTrustPrivacy-PrivacyManagement Software; OneTrust DataDiscovery-AI-Powered Discovery and Classification; OneTrust DataGovernance-DataIntelligence Software; OneTrustVendorpedia-Third-Party Risk Exchange; OneTrustGRC-Integrated Risk Management Software; OneTrustEthics-Ethics and Compliance Software; OneTrustPreferenceChoice-Consent and Preference Management Software; and OneTrust ESG – Environmental, Social & Governance Software.

Description

OneTrust is the largest and most widely used technology platform to operationalize privacy, security and third-party risk management. According to The Forrester New Wave™: GDPR and Privacy Management Software, Q4 2018, OneTrust "leads the pack for vision and execution." Additionally, Fast Company named OneTrust as one of 2019's World's Most Innovative Companies. More than 2,500 customers, both big and small and across 100 countries, use OneTrust to implement their privacy, security and third-party risk programs, automatically generating the specific record keeping needed to demonstrate compliance with privacy regulations including the EU GDPR, California Consumer Privacy Act (CCPA), Brazil LGPD, and hundreds of the world's privacy laws.

OneTrust is co-headquartered in Atlanta, GA and in London, UK, and has additional offices in Bangalore, Melbourne, Munich and Hong Kong. Our fast-growing team of privacy and technology experts surpasses 700 employees worldwide. Backed and co-chaired by the founders of Manhattan Associates (NASDAQ: MANH) and AirWatch (\$1.54B acq. by VMware), the OneTrust leadership team has experience building scalable, enterprise software platforms. OneTrust is guided by an external advisory board of renowned privacy experts, as well as an in-house global privacy and legal research team.

Funding

3 investors have funded *OneTrust*.

- › [Insight Venture Partners](#)
- › [Technology Crossover Ventures \(TCV\)](#)
- › [Coatue Management](#)

Date	Round Name	Amount (\$USD)
Jul, 2019	Series A	\$200M
Feb, 2020	Series B	\$210M
Dec, 2020	Series C	\$300M
Apr, 2021	Funding Round	\$210M

Acquisitions

OneTrust has made **9** acquisition(s):

Company Name	Amount (\$USD Millions)	Date of Acquisition
Tugboat Logic	N/A	
Convercent	N/A	
Shared Assessments	N/A	
Docuvision	N/A	
Redacted	N/A	
Integris Software	N/A	
Privacy Core e-learning	N/A	
DataGuidance	N/A	
Optanon	N/A	

Executive Team



Kabir Barday
CEO



John Marshall
Co-Chairman



Onspring

<http://www.onspring.com>

KNOWN FOR

Onspring delivers flexible, no-code GRC software and Business Process Management solutions that you can easily configure to your organization's needs.

Description

Onspring Technologies was founded in 2010 with a simple idea: To empower business people to innovate and solve problems for themselves. We believe that enterprise software should be truly easy to administer and use. It shouldn't frustrate you. It shouldn't slow you down. Your software should enable you to do your best work with speed, accuracy and confidence. So we built a platform to make this possible.

Today, Onspring is the no-code platform of choice for governance, risk and compliance (GRC) teams and business operations experts across multiple industries. We focus on performance and usability in everything we do so our clients can stay focused on analysis, action and value-creation.

Funding

0 investors have funded *Onspring*.

Date	Round Name	Amount (\$USD)
Apr, 2020	Debt Financing	\$0.4M

Executive Team



Chris Pantaenius
Co-Founder & CEO



Chad Kreimendahl
Co-Founder & CTO



Prevalent was acquired by **iMedX**

Description

Prevalent is a leader in third-party risk management. We help global organizations manage and monitor the security threats and risks associated with vendors, suppliers and other third parties. Our solutions help reduce risk and cyber exposure to global organizations of all sizes, across industries.

We offer the industry's only purpose-built, unified platform for third-party risk management. The platform integrates a powerful combination of automated assessments, continuous monitoring, and evidence sharing for collaboration between enterprises and vendors. No other product on the market combines all three components, providing the best solution for a highly functioning, effective third-party risk program.

Prevalent

<http://www.prevalent.net>

KNOWN FOR

Prevalent takes the pain out of third-party risk management (TPRM).

Funding

2 investors have funded *Prevalent*.

› [Spring Mountain Capital](#)

› [Fulcrum Equity Partners](#)

Date	Round Name	Amount (\$USD)
Jun, 2014	Private Equity	\$4M
Jan, 2016	Series B	\$8M
Oct, 2016	Series C	\$60M

Acquisitions

Prevalent has made **1** acquisition(s):

Company Name	Amount (\$USD Millions)	Date of Acquisition
3GRC	N/A	

Executive Team



Kevin Hickey
Chief Executive Officer



Brendan Evers
Chief Revenue Officer



ProcessUnity

<http://www.processunity.com>

KNOWN FOR

ProcessUnity is a leading provider of cloud-based Governance, Risk and Compliance software that provides optimal performance for enterprises of all sizes.

Description

Good governance, risk and compliance (GRC) management practices are good for business. Unfortunately, most organizations today continue to struggle to implement effective and efficient programs. Why? Small- to mid-size organizations can't justify the big-ticket costs for software and services, so they stick with the spreadsheets they've been using for years. Larger organizations aspire to create that "single system of record" for their GRC programs, which usually results in long implementation times, never-ending professional services engagements and applications that just never seem to have all of the features and functions they should.

ProcessUnity is changing GRC – making good governance, risk and compliance practices and tools available to organizations of all sizes...at a reasonable price. Our team grew up in GRC: some of us ran risk and compliance programs, some of us developed and implemented GRC software. Throughout our careers, we have all seen what works and what doesn't. We put our collective experience together and built next-generation technology that is changing the market.

Funding

3 investors have funded *ProcessUnity*.

- › [Long Ridge Equity Partners](#)
- › [Southwest Land Title Insurance Company](#)
- › [Rose Park Advisors](#)

Date	Round Name	Amount (\$USD)
Mar, 2005	Series A	\$2.5M
Dec, 2008	Private Equity	\$0.8M
Jan, 2009	Series B	\$0.4M
Aug, 2011	Debt Financing	\$0.9M
Mar, 2013	Series C	\$5M
Sep, 2014	Debt Financing	\$3M
Jun, 2015	Debt Financing	\$3M
Feb, 2016	Private Equity	\$6M

Executive Team



TODD STONE
Chairman & CEO



SEAN CRONIN
President



GameSquare Esports Inc.

Description

Reciprocity was founded by Ken Lynch in 2009. Its vision: to help companies with goals that are good for society, such as improving customer privacy or our environment.

Reciprocity has been achieving this by engaging compliance departments to work more easily with their internal stakeholders and show the world that their company's internal household is in order.

We achieve this by consumerizing our enterprise software, making it more engaging, rewarding, and user friendly. Our tools are built to help individuals better understand the greater context of their work and motivate them with the feedback that ensures that they execute well. We connect societal concerns, like privacy or environmental laws, to internal governance structures and we integrate them into an individual's everyday workflow.

Our Mission: Reciprocity's mission is to turn corporate compliance from a cost center into a valuable strategic asset. We make compliance and risk officers more nimble with lightweight software designed for hot growing companies. Our Governance, Risk, and Compliance (GRC) Software encourages compliance, risk, and audit managers to act more nimbly and stand toe-to-toe with the fast paced world of business.

Reciprocity (ZenGRC)

<https://reciprocitylabs.com>

KNOWN FOR

Reciprocity's ZenGRC platform is the first user-friendly GRC software that makes compliance easy, without compromising innovation.

Funding

0 investors have funded *Reciprocity (ZenGRC)*.

Date	Round Name	Amount (\$USD)
Apr, 2020	Debt Financing	\$1M

Executive Team



Ken
Founder & CEO



Rob
Executive Vice
President of Sales



Resolver was acquired by **Klass Capital**

Resolver

<https://www.resolver.com/>

KNOWN FOR

RiskVision is now part of the Resolver Family! With an expected 27% increase in cyber security breaches for 2018, it's too risky to take a chance.

Description

Klass Capital acquires PPM 2000, a software company specializing in corporate security; merging it with a second acquisition, a company called Resolver specializing in Risk, Audit, and Compliance software. The new company, totalling 70 employees, is integrated as Resolver with headquarters in Toronto and its Corporate Security Center of Excellence in Edmonton.

Our mission is simple. We will transform how your organization thinks about Risk. Our cloud-based software protects over 1,000 of the world's largest organizations' employees, customers, supply chain, brand and shareholders. Resolver acquires RiskVision, providing customers with software products for information security. The acquisition moves Resolver to over 225 employees with two additional offices in Sunnyvale CA, and Hyderabad India.

Funding

1 investor has funded *Resolver*.

› [Klass Capital](#)

Date	Round Name	Amount (\$USD)
Mar, 2016	Private Equity	\$4M
Jun, 2017	Private Equity	\$20M

Executive Team



Will Anderson
Chief Executive Officer



Mike Wertman
Chief Technology Officer
& Chief Information
Security Officer



RiskLens

<http://www.risklens.com>

KNOWN FOR

Established in 2011, RiskLens is headquartered in Spokane, Washington. They are a provider of cyber risk management software.

Description

The leading provider of cyber risk management software, RiskLens empowers business executives, risk officers and CISOs to manage their organization's cyber risk from the business perspective by quantifying it in financial terms. RiskLens is the only cyber risk management software purpose-built on FAIR, the international standard quantitative model for cybersecurity and operational risk. Our goal is to revolutionize and become the standard way in which large enterprises and government organizations measure, manage and articulate information and operational risk.

Funding

4 investors have funded *RiskLens*.

- › [Osage Venture Partners](#)
- › [Paladin Capital Group](#)
- › [Dell](#)
- › [MassMutual Ventures](#)

Date	Round Name	Amount (\$USD)
Mar, 2014	Private Equity	\$1M
Jul, 2015	Private Equity	\$0.6M
May, 2017	Series A	\$5M
Apr, 2019	Series B	\$20.6M

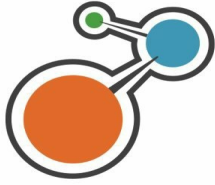
Executive Team



Nicola (Nick) Sanna
President & CEO



Dave Sutor
Chief Financial Officer



Riskconnect

<http://www.riskconnect.com>

KNOWN FOR

Founded in 2007, Riskconnect is a provider of an enterprise-class technology platform for the risk management industry. They are based in Kennesaw, Georgia.

Description

Riskconnect delivers more than powerful risk management technology. With unrivaled industry and technical knowledge, our talented professionals deliver innovative, world-class solutions that maximize your investment in technology. Riskconnect was founded in 2007 with the mission of giving organizations a better way to manage risk. The progressive founders pioneered the concept of integrating operational and strategic risk at a time when few organizations had even considered that idea. The technology quickly attracted attention for its user experience, winning awards and gaining widespread adoption. Following years of rapid growth, the company was acquired in 2017 by private equity firm, Thoma Bravo. Riskconnect acquired ClearSight in 2018, bringing along its more than 50 years of RMIS history.

Today, Riskconnect is continuing the tradition of innovation. We are the leading integrated risk management software solution provider and the largest RMIS solution provider in the world. Our unique risk-correlation technology is used by more than 900 customers worldwide to gain previously unattainable insights for better business outcomes. Riskconnect has more than 500 risk management experts in the Americas, Europe, and Asia.

Funding

2 investors have funded *Riskconnect*.

› [Thoma Bravo](#)

› [TA Associates](#)

Date	Round Name	Amount (\$USD)
Jun, 2013	Private Equity	\$10M

Executive Team



Jim Wetekamp
Chief Executive Officer



Teri McEvily
Chief Financial Officer



Description

**RiskWatch
International**
<http://www.riskwatch.com>

KNOWN FOR

RiskWatch strives to be a company that makes the world a better place by making it more secure

We are committed to exceptional customer service and to providing state-of-the-art risk assessment and compliance solutions that are easy to use, affordable and offer exceptional value to our clients. RiskWatch believes that you can't manage security and compliance risk effectively if you can't measure it. Our unique approach provides advanced risk assessment and protection against the dynamic, ever-evolving threat landscape. In 1993, RiskWatch began developing specialized, easy-to-use, risk and compliance assessment software that could be used by clients all over the world for physical security, information security, hospital security, FFIEC, HIPAA compliance, GDPR compliance and more. The software was developed in accordance with federal guidelines and a variety of US Federal agencies, such as Veteran Affairs, the Department of Justice, The US Department of Defense, and the National Security Agency. Since then, RiskWatch has been used by State governments in all 50 states and internationally in Belgium, Canada, Dubai, Japan, Malta, Mexico, Romania, Saudi Arabia, South Africa, Sweden, Switzerland, Thailand, and Turkey. From multi-national corporations to community banks, RiskWatch's risk assessment software became one of the most adaptable and widely used security risk assessment software platforms in the world.



Description

We empower you to embrace digital transformation and take pride in helping you manage digital risk. RSA helps organizations manage risk in the digital era—uniting stakeholders, integrating technologies and transforming risk into reward.

Executive Team



Rohit Ghai
President



Chris Dentiste
CFO

RSA

<https://www.rsa.com/>

KNOWN FOR

RSA, The Security Division of EMC, is the premier provider of security solutions for business acceleration.

SAI Global was acquired by **Intertek Group plc**

SAI Global

<http://www.saiglobal.com>

KNOWN FOR

SAI Global is a risk management, standards compliance, and information business.

Description

We have a history rich in the development of innovative business solutions, and today this tradition of innovation continues with industry-leading products and solutions in our core business areas. We focus our innovative efforts on risk management software, standards aggregation, regulatory content, ethics and compliance learning, risk assessments, certification, testing and audits. SAI Global is a recognized leading provider of integrated risk management solutions, assurance, and property services. We help organizations protect their brands by proactively managing risk to achieve business excellence, growth, sustainability, and trust.

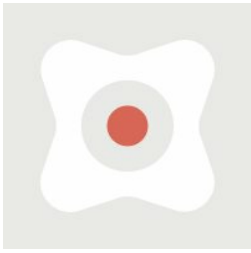
Executive Team



Peter Granat
CEO



Kim Jenkins
Chief Operating Officer



Securiti.ai

<https://www.securiti.ai/>



KNOWN FOR

Securiti.ai is built by proven leaders in data protection, cybersecurity, risk assessment and machine learning.

Description

SECURITI is based in Silicon Valley, California. It is built by proven leaders in data protection, cybersecurity, risk assessment and machine learning from Elastica (merged with BlueCoat for \$280M and joint company acq for \$4.7B), Symantec and Cisco. Previously SECURITI team ran the Cloud Security business of Symantec and grew it to become the fastest growing business across all Symantec products for 8 quarters in a row. SECURITI team has experience in supporting thousands of enterprise customers. SECURITI is backed by marquee Silicon Valley VCs, Mayfield Fund and General Catalyst and others, with \$31M in funding. It has 130 employees and growing fast. It is advised by public company CEOs and executives in cybersecurity, privacy, data management and identity software and services. SECURITI is led by CEO Rehan Jalil, a Top 25 Disruptor enterprise CEO of 2015 and Ernst & Young Entrepreneur of the Year finalist for 2010. SECURITI's first product suite, PRIVACI.ai is a leader in AI-Powered PrivacyOps.

Funding

4 investors have funded *Securiti.ai*.

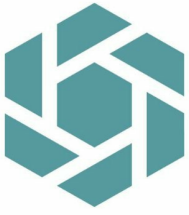
- › [Mayfield Fund](#)
- › [General Catalyst](#)
- › [Cisco Investments](#)
- › [Workday Ventures](#)

Date	Round Name	Amount (\$USD)
Aug, 2019	Series A	\$31M
Jan, 2020	Series B	\$50M

Executive Team



**Rehan
Jalil**
Founder



SecurityScorecard

<http://www.securityscorecard.com>

KNOWN FOR

SecurityScorecard provides the most accurate security ratings & continuous risk monitoring for vendor and third party risk management.

Description

SecurityScorecard is the global leader in cybersecurity ratings and the only service with over two million companies continuously rated. SecurityScorecard's patented rating technology is used by over 1,000 organizations for self-monitoring, third-party risk management, board reporting, and cyber insurance underwriting; making all organizations more resilient by allowing them to easily find and fix cybersecurity risks across their externally facing digital footprint. SecurityScorecard is the only provider of instant risk ratings that automatically map to vendor cybersecurity questionnaire responses - providing a true 360-degree view of risk.

Funding

9 investors have funded *SecurityScorecard*.

- › Atlas Ventures
- › Boldstart Ventures
- › Evolution Equity Partners
- › Moody's Investors Service
- › Silver Lake Partners
- › Sequoia Capital
- › Two Sigma Ventures
- › Intel Capital
- › Google Ventures (GV)

Date	Round Name	Amount (\$USD)
Nov, 2013	Angel/Seed	\$0.9M
Jan, 2014	Funding Round	\$2.2M
Feb, 2015	Series A	\$13.7M
Apr, 2016	Series B	\$20M
Aug, 2017	Series C	\$27.5M
Jun, 2019	Series D	\$50M
Mar, 2021	Series E	\$180M

Executive Team



Sam Kassoumeh
COO & Co-Founder



Bill Hogan
Chief Revenue Officer



ServiceNow was acquired by **Rego Consulting Corporation**

Description

ServiceNow delivers digital workflows that create great experiences and unlock productivity. This is the future of work. Experience the power of the Now Platform.

Who We Are: ServiceNow believes in the power of technology to reduce the complexity in our jobs and make work, work better for people.

What We Do: We transform old, manual ways of working into modern digital workflows. Employees and customers get what they need, when they need it—fast, simple, easy.

ServiceNow

<https://www.servicenow.com>

KNOWN FOR

ServiceNow's cloud platform streamlines how work gets done. Our enterprise automation solutions create great employee and customer experiences.

Funding

7 investors have funded *ServiceNow*.

- › [Sequoia Capital](#)
- › [JMI Equity](#)
- › [RBC Capital Markets](#)
- › [Barclays PLC](#)
- › [Greylock Partners](#)
- › [Citi](#)
- › [Morgan Stanley](#)

Date	Round Name	Amount (\$USD)
Jul, 2005	Series A	\$2.5M
Dec, 2006	Series B	\$5M
Apr, 2009	Unspecified	\$6M
Dec, 2009	Private Equity	\$41.4M
Apr, 2012	Unspecified	\$11M
May, 2012	Unspecified	\$17.9M
Jun, 2012	Stock Issuance/Offering	\$162M
May, 2017	Debt Financing	\$750M

Executive Team



John Donahoe
President & CEO



Chris Bedi
Chief Information Officer



SureCloud

<http://www.surecloud.com>

KNOWN FOR

Simplify your complex processes using SureCloud's GRC, cybersecurity, risk, compliance, and GDPR software - automating and streamlining your approaches.

Description

SureCloud is a provider of cloud-based, Integrated Risk Management products and Cybersecurity services, which reinvent the way you manage risk.

SureCloud connects the dots with Integrated Risk Management solutions enabling you to make better decisions and achieve your desired business outcomes. SureCloud is underpinned by a highly configurable technology platform, which is simple, intuitive and flexible. Unlike other GRC Platform providers, SureCloud is adaptable enough to fit your current business processes without forcing you to make concessions during implementation; meaning you get immediate and sustained value from the outset.

SureCloud has been recognized in the 2019 Gartner Magic Quadrant for Integrated Risk Management Solutions.

SureCloud also offers a wide range of Cybersecurity testing and assurance services, where we stay with you throughout the entire test life-cycle from scoping through to vulnerability discovery and remediation. Certified by the National Cyber Security Centre (NCSC) & CREST and delivered using the innovative Pentest-as-a-Service (underpinned by a highly configurable technology platform), SureCloud acts as an extension of your in-house security team and ensures you have everything you need to improve your risk posture.

Executive Team



Richard Hibbert
CEO & Co-Founder



Nick Rafferty
COO & Co-Founder



TechDemocracy

<http://www.techdemocracy.com>

KNOWN FOR

TechDemocracy, established in 2000 and based in Piscataway, NJ, is a Cyber Security Services and Products company.

TechDemocracy offers global cyber risk assurance solutions rooted in cyber advisory, managed, and implementation services.

Description

TechDemocracy is a solution-agnostic, security-focused firm, committed to providing customized identity security services to businesses across the globe. As a leading provider of cybersecurity solutions, TechDemocracy's expertise and knowledge comes from over a decade of hands-on experience, with over 150 global engagements. TechDemocracy's team of security experts have developed customized security solutions, addressing specific challenges faced by each of our clients. Our experts also analyze the ever-evolving cyber threat landscape to incorporate the latest technology into our services. TechDemocracy has successfully implemented services that include Identity Access Management, Governance Risk and Compliance as well as Threat Management. Our clientele is based across varied industries such as healthcare, financial, insurance, retail, federal government, and more. Our proprietary framework, Intellicta, has been designed specifically keeping in mind adaptability and can be customized to meet every entity's security and business requirements. **Informed:**

- ▶ Risk Visibility
- ▶ Compliance Adherence
- ▶ Predictive Analysis

Secured:

- ▶ Security Architecture and Implementation
- ▶ Identity and Access Management
- ▶ Infrastructure Security
- ▶ Application and Data Security

Governed:

- ▶ Monitoring Services
- ▶ Compliance Management and Escalation
- ▶ Risk Scoring
- ▶ Risk Awareness and Agile Threat Prevention

Resilient:

- ▶ Network Security Testing and Vulnerability Scans
- ▶ Application Security Testing
- ▶ Attack and Penetration Testing
- ▶ Forensics and Readiness Evaluation

Funding

0 investors have funded *TechDemocracy*.

Date	Round Name	Amount (\$USD)
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Apr, 2020	Debt Financing	\$2M
Feb, 2021	Debt Financing	\$2M



TrustMAPP

<http://trustmapp.com>

KNOWN FOR

Headquartered in Minneapolis, Minnesota, TrustMAPP is a cybersecurity company and performance management platform provider.

Description

TrustMAPP delivers continuous Cybersecurity Performance Management, giving CISOs a real-time view of the effectiveness of their cybersecurity program. TrustMAPP tells you where you are, where you're going, and what it will take to get there. From a single source of data, an organization's security posture is visible based on stakeholder perspectives: CISO, C-Suite, and Board. TrustMAPP gives organizations the ability to manage security as a business, quantifying and prioritizing remediation actions and costs.

Executive Team



Chad Boeckmann

Founder & CEO



David Radloff

CFO



Varonis

<https://www.varonis.com/>

KNOWN FOR

Varonis is a pioneer in data security and analytics, fighting a different battle than conventional cybersecurity companies.

Description

We're fighting a different battle than conventional cybersecurity companies, relentlessly focused on securing data. Data assets are the most valuable – and vulnerable – components of the global economy. Along with employees, data is at the heart of almost every organization, yet conventional cybersecurity solutions, by themselves, have failed to protect it.

On average, 20% of an organization's data is accessible to every employee. Seventy percent of attacks take months or years to discover. But not for our customers. Our customers always know where their most valuable data is – on premises or in the cloud. Only the right people have access to only the right data. With real-time awareness of how employees use data, our clients flag and stop malicious behavior in its tracks.

We arm our customers with an industry-leading platform that is built to protect the world's most valuable and most vulnerable data. Varonis starts at the heart – with data – so our customers are prepared to defend their data against attacks from inside and out. Our platform eliminates repetitive, manual clean-up projects and automates manual data protection routines, so we bring security and cost-savings together – maybe for the first time in cybersecurity history.

Data continues to grow. More breaches are expected. The world is hybrid, and the cloud complicates data protection. Executive boards have gotten the message and drive action. New regulations provide more pressure. There's never been a better time for technology that protects data first, not last.

Funding

4 investors have funded *Varonis*.

- › [Pitango Venture Capital](#)
- › [Evergreen Venture Partners](#)
- › [Accel](#)
- › [EMC Corporation](#)

Date	Round Name	Amount (\$USD)
May, 2006	Series B	\$10.1M
Apr, 2007	Series C	\$7M
Dec, 2008	Series D	\$15M
Mar, 2011	Funding Round	\$2.5M
Feb, 2012	Venture - Series Unknown	\$1M

May, 2020

Debt
Financing

\$220M

Acquisitions

Varonis has made **1** acquisition(s):

Company Name	Amount (\$USD Millions)	Date of Acquisition
Polyrize	N/A	

Executive Team



Yaki Faitelson

CEO & President & Co-
Founder & Chairman of
the Board



Guy Melamed

Chief Financial Officer &
Chief Operating Officer



WireWheel

<http://www.wirewheel.io>

KNOWN FOR

WireWheel delivers a modern, cloud-based Data Privacy & Protection Platform to drive faster and more efficient compliance with global privacy regulations.

Description

Our team came together with different critical backgrounds and saw the need for a new way for companies to show that they are doing the right thing with people's data. We are passionate about helping organizations around the world show that they really protect the privacy of their customer's personal data.

The WireWheel team is comprised of privacy experts, data scientists, cloud ninjas, PhDs, policy wonks and others who care deeply about data, privacy and building trust in the digital era. We designed the WireWheel Data Privacy and Protection Platform with a deep, first-hand understanding of what it takes to align privacy and data protection teams with software development, data science, security teams and outside advisors to modernize the compliance process.

Funding

1 investor has funded *WireWheel*.

› [PSP Growth](#)

Date	Round Name	Amount (\$USD)
Oct, 2018	Series A	\$10M
Apr, 2020	Debt Financing	\$0.4M
Feb, 2021	Series B	\$20M

Executive Team



Justin Antonipillai
Founder & CEO



Amol Deshpande
Co-Founder & Chief Scientist