

FROST & SULLIVAN

*PERIMETER81*

**2022**  
**ENABLING**  
**TECHNOLOGY**  
**LEADER**

*EUROPEAN NETWORK*  
*CYBERSECURITY INDUSTRY*

## Best Practices Criteria for World-Class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each award category before determining the final award recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. Perimeter 81 excels in many of the criteria in the network cybersecurity 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

### *Internet- and Cloud-based Cybersecurity Solutions*

Founded in 2018 and headquartered in Tel Aviv, Israel, Perimeter 81 is a developer and provider of internet- and cloud-based network cybersecurity software solutions. The company’s platform is a

*“Hardware-free, Perimeter 81’s SaaS platform delivers essential cybersecurity solutions easily adopted across the enterprise. The cloud- and internet-based platform is manageable from a single console and agent. The company runs the network for unlimited platform capabilities, quick feature rollouts, and rapid security threat responses.”*

**- Elizabeth Whynott,  
Best Practices Research Analyst**

comprehensive cybersecurity solution. It includes Secure Access Service Edge (SASE), zero-trust network access, firewall as a service (FWaaS), secure web gateway, software-defined perimeter, and virtual private network (VPN). As remote work environments become the new normal, ensuring off-premise network security is vital, making Perimeter 81’s platform an ideal solution for any enterprise.

In 2019, Frost & Sullivan recognized Perimeter 81 for its commitment to innovation and commercialization success and remains impressed with the company’s continuing innovation and sustained leadership.

### *Rapid Technology Innovation Driven by Client Needs across Industries*

Backed by world-class cybersecurity, networking, and software-as-a-service (SaaS) experts, Perimeter 81 developed comprehensive cybersecurity solutions over the last four years. The company refined its holistic approach to network cybersecurity, continuously building its platform.

As the new corporate network expands to remote, international, and multiple-site operations, on-premise cybersecurity is becoming inadequate. Hardware-free, Perimeter 81's SaaS platform delivers essential cybersecurity solutions easily adopted across the enterprise. The cloud- and internet-based platform is manageable from a single console and agent. The company runs the network for unlimited platform capabilities, quick feature rollouts, and rapid security threat responses. By providing a consolidated solution, Perimeter 81 offers its customers a hassle free, wholesome network experience, where they can manage and scale from one unified platform.

With its foundational cybersecurity solution in place, Perimeter 81 assembled a comprehensive platform portfolio purpose-built to bridge industry gaps. Its cybersecurity platform includes:

- **SASE:** Software-defined edge network, providing visibility over the cloud and user-focused authentication.
- **Zero-trust Network Access:** Network protection with identity-based access rules, two-factor authentication, traffic encryption, and monitoring. Supports multiple encryption protocols and allows segmentation of the network to narrow individual, user, and group accessibility through enforced authentication. Integrates with on-premise and cloud resources and services to provide complete visibility of the connected network.
- **FWaaS:** Integrates network resources, users, and environments for better traffic management and ensures only authorized users connect to resources on the cloud. Gives information technology (IT) teams granular visibility and enables them to change and scale policies as needed.
- **Secure Web Gateway:** Web filtering for web-based threat protection. Provides administrators control over Internet site accessibility (i.e., blocked, warned, allowed) based on user- or group-specific rules. Safeguards users' devices and networks from web-based threats like data breaches.
- **Software-defined Perimeter:** Enables IT teams to build a secure wall around the entire network with encrypted traffic tunnels and tunnel use enforcement before access. Includes a built-in micro-segmentation utility to protect sensitive resources and create custom access policies based on user, device, location, and other attributes for complete data protection.
- **VPN Alternative:** An always-on cloud-based VPN alternative for greater flexibility to encrypt various VPN protocols simultaneously for different resources and users.

Clients leverage Perimeter81's cybersecurity platform across business verticals, achieving broader organizational objectives in various industries.

The company's current focus is on developing its behavioral analytics capabilities. These analytics provide in-depth user traffic visibility, extending enterprises' cybersecurity capabilities. Additionally, as cybersecurity needs grow, the complexity gap in addressing threats will require integrating various

security services and solutions. Perimeter 81 aims to unify network cybersecurity solutions into one consolidated platform.

Perimeter 81's network cybersecurity solution scales to fit enterprises' specific needs. It offers the flexibility, agility, and configurability to support fluid, timely decision-making, delivering the necessary tools and technology infrastructure for clients to succeed.

Unlike most competitors' vertical point solutions, its broad approach to the market uniquely targets remote access, Internet security, and interconnectivity use cases for on-premise and cloud cybersecurity across the enterprise.

Frost & Sullivan's research identifies Perimeter 81 as a leading partner, leveraging cutting-edge methodologies to advance the network cybersecurity market.

### ***Roadmap to Success: Customer-centric, Continuous, Proactive***

With its customer-centric corporate philosophy, Perimeter 81 operates on the central tenet that its success depends on customer satisfaction. This philosophy permeates the company's daily practices. For example, it maintains client relationships during the entire service lifecycle, ensuring its solutions continue to operate as intended and building stability and resiliency for its clients.

Perimeter 81's development and sales teams also attend quarterly business reviews and check-ins to gather client feedback, feature and product requests, and new use-case ideas. The company consolidates and assesses this information to identify solutions with the most significant potential market impact and utilization, enabling it to design its product roadmap.

*"Unlike most competitors' vertical point solutions, its broad approach to the market uniquely targets remote access, Internet security, and interconnectivity use cases for on-premise and cloud cybersecurity across the enterprise."*

***- Elizabeth Whynott,  
Best Practices Research Analyst***

Perimeter 81 believes strong customer relationships are essential to understanding their pain points and the industry's dynamic challenges. It continuously evolves its zero-trust cybersecurity network solutions to align with customer and market trends. This foundational approach establishes ongoing trust for long-lasting customer relationships throughout the service lifecycle.

The company serves clients spanning various industries, including healthcare, finance, retail and e-commerce, insurance, education, and government. It helps more than 2,500 clients and 50 data centers worldwide for fast and safe edge networking. Moreover, Perimeter 81 provides exceptional 24/7 customer service through its dedicated team of client success experts, ensuring its customers' networks are always secure. Customers request support via e-mail, service tickets, telephone, Slack, and WhatsApp. Furthermore, the company offers clients essential resources, including white papers, videos, webinars, and product walkthroughs, enabling clients to set up and monitor their network quickly and easily.

### ***A Promising Outlook for 2022 and Beyond***

Since its inception, Perimeter 81's sterling reputation and customer-centric framework led to its coveted preferred partner status. Over the years, it added a range of new clients to its established base. The company has been in a hyper-growth stage for the past few years, with a double-digit year-over-year customer, team, product, and revenue growth. Additionally, Perimeter 81 has raised \$165 million from investors, venture capital groups, and partners. It will use the funding to continue to deliver an innovative product portfolio, grow its customer base, and expand its team.

Frost & Sullivan believes the company is well-positioned to drive the network cybersecurity space into its next growth phase, capturing market share and sustaining its leadership in the coming years.

### ***End-to-end Purchase Support and Unmatched Price/Performance Value***

Perimeter 81 goes to great lengths to ensure a seamless product integration. The company's Customer Success Engineers meet with clients first to assess their unique needs. At this stage, the team aims to understand clients' security demands, existing infrastructure, current security measures (e.g., identity providers and log-in collection mechanisms), and security policies. Perimeter 81 then helps clients identify the security capabilities that best meet their requirements and get the most out of the platform. Finally, the company builds and deploys a tailored security solution; implementation takes less than 20 minutes, ensuring clients have quick and comprehensive coverage. Perimeter 81 initiates regular enhancements to its security solutions post-deployment for continuous optimal performance. Additionally, the company's transparent and inclusive pricing means clients know the exact services they receive, including the platform, implementation, onboarding, training, and follow-up support.

## **Conclusion**

---

Technology integration is a critical success factor for the network cybersecurity industry. Yet, with many options available, market stakeholders need to leverage the most appropriate and best technology-based solutions to optimize their market impact. With its cybersecurity platform, Perimeter 81 delivers Secure Access Service Edge, zero-trust network access, firewall as a service, secure web gateway, software-defined perimeter, and virtual private network capabilities for comprehensive network security. The company stands out from competitors based on its commitment to innovation, creativity, and ability to launch new solutions with far-reaching impact and application. With over 2,500 global clients, enterprises across various industries, including healthcare, finance, retail and e-commerce, insurance, education, and government agencies, utilize Perimeter 81's platform. The company pairs its technology focus with customer-centric values, thus earning a solid reputation in the network cybersecurity market.

With its strong overall performance, Perimeter 81 earns Frost & Sullivan's 2022 European Enabling Technology Leadership Award in the network cybersecurity 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.](#)

### 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)**

