SKOPENOW

2025 COMPANY OF THE YEAR

Driving impact across the customer value chain

RECOGNIZED FOR BEST PRACTICES IN THE GLOBAL OPEN-SOURCE INTELLIGENCE SOLUTIONS INDUSTRY

FROST & SULLIVAN

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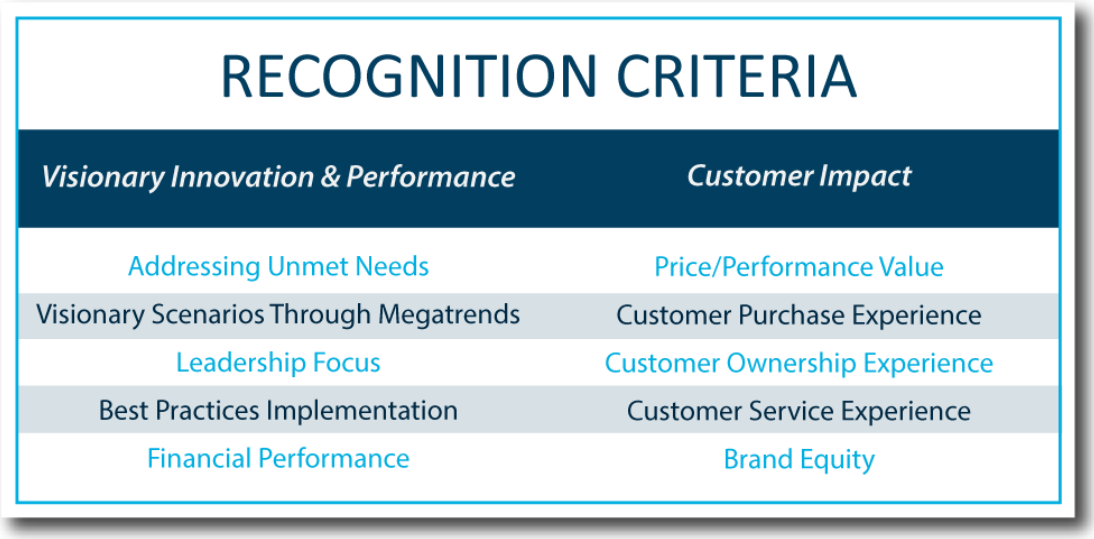
Best Practices Criteria for World-class Performance

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



The Strategic Imperative 8: Factors Creating Pressure on Growth

- **Innovative Business Models:** A new revenue model that defines how a company creates and capitalizes economic value, typically impacting its value proposition, product offering, operational strategies, and brand positioning
- **Customer Value Chain Compression:** Customer value chain compression is a result of advanced technologies, internet platforms, and other direct-to-consumer models that reduce friction and the number of steps in customer journeys
- **Transformative Megatrends:** Global forces that define the future world with their far-reaching impact on business, societies, economies, cultures, and personal lives
- **Disruptive Technologies:** New, disruptive technologies that are displacing the old and significantly altering the way consumers, industries, or businesses operate
- **Internal Challenges:** The internal organizational behaviors that prevent a company from making the required changes
- **Competitive Intensity:** A new wave of competition from start-ups and digital business models that challenge the standing conventions of the past, compelling established industries to rethink their competitive stance
- **Geopolitical Chaos:** Chaos and disorder arising from political tension, natural disasters, and social unrest that impacts global trade, collaboration, and business security
- **Industry Convergence:** Collaboration between previously disparate industries to deliver on whitespace cross-industry growth opportunities



The Transformation of the Open-Source Intelligence Industry

Open-source intelligence (OSINT) refers to the process of gathering and analyzing publicly available information from sources such as news articles, social media, government reports, and the dark web to inform decision-making. Unlike classified intelligence, OSINT relies on publicly available data, making it a valuable tool for organizations seeking actionable insights without resorting to intrusive methods. OSINT plays a crucial role in security operations by enabling businesses, law enforcement agencies, and government entities to proactively detect and mitigate threats. By integrating OSINT into their intelligence workflows, security teams can identify vulnerabilities, monitor emerging threats, and respond to incidents more effectively.

In modern security operations, OSINT is widely used for cyber threat intelligence, due diligence, fraud detection, and geopolitical risk analysis. Security teams leverage OSINT to investigate threat actors, identify leaked credentials, and detect phishing campaigns before they cause incidents. Companies conducting due diligence use OSINT to assess potential business partners, detect financial risks, and uncover reputational threats. Law enforcement agencies utilize OSINT to investigate criminal activities, understand illicit activities, and evaluate extremist groups. As digital threats continue to evolve, the ability to efficiently collect and analyze open-source data has become an essential component of robust security strategies, helping organizations stay ahead of risks in an increasingly complex landscape.

The OSINT space has undergone significant transformation due to technological advancements, data availability changes, and an evolving threat landscape impacting customers across industries.

Some of the key aspects of this transformation include:

- **Integration of Automation and Artificial Intelligence (AI):** Machine learning and natural language processing (NLP) allow for the rapid analysis of large volumes of data, helping to extract valuable insights and detect patterns that would be difficult to identify manually.
- **Expansion of Data Sources:** Traditional sources like news articles and public records are now supplemented by social media, the dark web, and geospatial intelligence (GEOINT).
- **Privacy and Responsible Data Usage:** With the increased power of OSINT tools and publicly available data sources, ethical and legal challenges have emerged. Governments and organizations are enforcing stricter regulations on data collection, such as the EU's General Data Protection Regulation (GDPR) and the California Consumer Privacy Act (CCPA). Ethical concerns regarding privacy and surveillance are also shaping discussions around responsible OSINT practices.

Recognizing Leadership in the OSINT Industry

Founded in 2016 and headquartered in New York City, Skopenow is a leading provider of comprehensive threat intelligence and open-source intelligence (OSINT) solutions. Its OSINT investigation platform is

utilized by over 1,500 organizations worldwide, including 20% of the Fortune 500, numerous government and law enforcement agencies, leading insurance carriers, law firms, and global security teams.

Skopenow has developed a powerful OSINT platform designed to automate and optimize digital investigations by rapidly collecting and analyzing vast amounts of publicly available data. Its comprehensive OSINT portfolio enables organizations to efficiently gather intelligence from social media, websites, and other online sources while ensuring accuracy and compliance. Throughout investigations that require in-depth digital footprint analysis, Skopenow enhances investigative workflows with advanced identity resolution, AI-driven risk assessment, and network mapping. Additionally, the platform safeguards the integrity of investigations by maintaining data security and ensuring ethical OSINT practices, allowing analysts to conduct research efficiently while adhering to regulatory standards. Skopenow's solutions are tailored to provide real-time intelligence, threat, and risk detection, while providing security teams with complete anonymity during internet investigations. Skopenow distinguishes itself by delivering modern, automated, data-rich OSINT insights through a single, integrated platform. The company emphasizes diverse data coverage, customizable alert filters to reduce false positives, AI-driven analytics for pattern and threat identification, and intuitive user interfaces. This approach contrasts with legacy tools that often deliver limited data feeds, excessive alerting, outdated analytics, and complex interfaces.

Carving Out a Strong Reputation in an Evolving Market

Skopenow's platform is ideal for teams within federal government, and state and local law enforcement investigations, in addition to corporate security, risk management, and executive protection. Skopenow's primary objective with its OSINT platform is to automate and enhance digital investigations by efficiently collecting, analyzing, and visualizing publicly available data, offering security teams actionable insights for incident mitigation or investigation completion. The goal is to help organizations, law enforcement, and businesses make informed decisions regarding security, fraud, risk, and identity verification.

With the ongoing development of OSINT platforms and the rapid increase in digital threats each year, investigation teams require tools that can help them access relevant data, reduce the manual labor involved with data analysis, and provide transparency around the data collection process. Because open-source data aggregation and analysis could prompt concerns relating to personal data usage and privacy rights, investigative teams require an OSINT tool that offers highly transparent privacy guidance and controls that can withstand judicial scrutiny. As such, Skopenow ensures that insights reported within its platform fully comply with privacy laws in each country or region in which it operates.

The Skopenow OSINT solution is a fully integrated suite of online research and security products. It is divided into four different parts:

- **Workbench:** This identity resolution tool can instantly and anonymously build comprehensive intelligence reports on people, businesses, and other organizations. Workbench aggregates vast quantities of public data, including social media, web articles, public records, digital marketplaces, and dark web data, returning the most relevant and accurate findings based on given search criteria. Leveraging artificial intelligence, natural language processing, computer vision, and

behavioral analytics, Workbench ensures accurate and insightful data extraction and scoring of objects and indicators to expedite review and facilitate better resolution.

- **Link Analysis:** This investigation tool generates visual and interactive maps to identify and contextualize millions of shared data points between hundreds of individuals and businesses, helping investigators discover and understand hidden relationships from varied datasets.
- **Grid:** A map-based visualization that includes real-time feeds of information, and persistent alerts that ingest crime data, social media, traffic cams, satellite imagery, news, and other intelligence-rich sources to build a robust real-time situational awareness dashboard. Grid filters out the noise and surfaces insights based on keywords, sentiment, behaviors, events, and geofences, providing visibility into the people, assets, and activity surrounding an area or connected to a topic of interest. When relevant new data emerges, users receive automatic alerts containing insights on possible risks to infrastructure, personnel, and operations.
- **Pre-Check:** As a comprehensive due-diligence solution, Pre-Check automatically identifies risk factors at scale based on user-defined criteria, optimizing threat detection and mitigation. Its scoring system identifies high-risk people and businesses, flagging behaviors and connections across digital footprints. Pre-Check is particularly effective when searching for risks or undisclosed connections among large groups of entities.

> *"Skopenow stands out because of its automation, accuracy, and scalability, making it a powerful tool for investigators who need real-time, actionable intelligence without manual data collection efforts. Skopenow streamlines and enhances the risk evaluation and due diligence process by delivering comprehensive insights."*
>
> ***- Dolores Alemán***
> ***Research Analyst, Security***

Skopenow stands out because of its automation, accuracy, and scalability, making it a powerful tool for investigators who need real-time, actionable intelligence without manual data collection efforts. Skopenow streamlines and enhances the risk evaluation and due diligence process by delivering comprehensive insights. By integrating Skopenow's API into existing systems, its functionality extends further. Organizations can ensure that assessments are conducted systematically and automatically within their existing workflows—without the need for additional resources or platform switching.

Skopenow has built its loyal customer base by delivering exceptional customer support, ensuring prompt issue resolution, and maintaining proactive engagement through regular check-ins to understand evolving needs. The company continuously enhances its OSINT platform by incorporating customer feedback and releasing updates that improve functionality and value. Offering tailored training, educational webinars, customer newsletters, and resources ensures its partners maximize the platform's potential, while Skopenow's focus on compliance and ethical practices fosters trust. These efforts, combined with a commitment to building long-term partnerships, drive satisfaction and loyalty.

Maintaining Leadership with Continuous Growth

> *"Skopenow is a disruptive leader in the OSINT market, maintaining a strong competitive position through its continuous innovation in automated intelligence gathering and analysis. As one of the few companies that has built its platform from the ground up, Skopenow's OSINT portfolio empowers investigators with powerful analytics, network mapping, and automated reporting, streamlining intelligence workflows."*
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Since its inception, Skopenow has remained agile in addressing emerging OSINT intelligence challenges by continuously enhancing its automated intelligence capabilities and expanding its data analysis capacity. The company prioritizes innovation by integrating cutting-edge AI-driven tools with existing investigative workflows, ensuring seamless compatibility with traditional systems.

With a strong and growing customer base, Skopenow continues to see increasing demand for its advanced OSINT solutions as organizations seek more comprehensive investigative tools to enhance operational efficiency and address emerging threats. Companies are using OSINT tools to assist with due diligence investigations by analyzing financial records, articles, websites, regulatory filings, and social media activity. OSINT solutions also allow organizations to understand geopolitical risks, emerging cyber threats, and reputational risks by collecting real-time information from multiple sources. By continuously evolving its platform and expanding its intelligence capabilities, Skopenow is well-positioned to shape the future of the OSINT solutions market, solidifying its leadership in the threat intelligence space for years to come.

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Conclusion

With the rise of digital communication and online information, the digital investigations landscape has expanded to include a vast array of publicly available information and datasets. As criminal activity and security threats rise, organizations cannot afford to overlook open-source intelligence as critical data points for their investigations. Skopenow's OSINT platform offers automated intelligence-gathering tools that provide critical access to public data, enabling investigators to analyze identities, assess risks, and evaluate threat at scales. Without replacing legacy systems, Skopenow seamlessly integrates with existing investigative workflows, delivering advanced analytics and automation to streamline casework while reducing manual effort. Leveraging its in-house research and development expertise alongside input from law enforcement and enterprise security professionals, the company demonstrates a customer-focused approach, strengthening its position as a leader in OSINT solutions and driving innovation.

With its strong overall performance, Skopenow earns Frost & Sullivan's 2025 Global Company of the Year recognition in the open-source intelligence solutions industry.

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

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

Best Practices Recognition Analysis

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

Visionary Innovation & Performance

Addressing Unmet Needs: Customers' unmet or under-served needs are unearthed and addressed to create growth opportunities across the entire value chain

Visionary Scenarios Through Megatrends: Long-range scenarios are incorporated into the innovation strategy by leveraging mega trends and cutting-edge technologies, thereby accelerating the transformational growth journey

Leadership Focus: The company focuses on building a leadership position in core markets to create stiff barriers to entry for new competitors and enhance its future growth potential

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

Financial Performance: Strong overall business performance is achieved by striking the optimal balance between investing in revenue growth and maximizing operating margin

Customer Impact

Price/Performance Value: Products or services offer the best ROI and superior value compared to similar market offerings

Customer Purchase Experience: Purchase experience with minimal friction and high transparency assures customers that they are buying the optimal solution to address both their needs and constraints

Customer Ownership Excellence: Products and solutions evolve continuously in sync with the customers' own growth journeys, engendering pride of ownership and enhanced customer experience

Customer Service Experience: Customer service is readily accessible and stress-free, and delivered with high quality, high availability, and fast response time

Brand Equity: Customers perceive the brand positively and exhibit high brand loyalty, which is regularly measured and confirmed through a high Net Promoter Score®

Best Practices Recognition Analytics Methodology

Inspire the World to Support True Leaders

This long-term process spans 12 months, beginning with the prioritization of the sector. It involves a rigorous approach that includes comprehensive scanning and analytics to identify key best practice trends. A dedicated team of analysts, advisors, coaches, and experts collaborates closely, ensuring thorough review and input. The goal is to maximize the company's long-term value by leveraging unique perspectives to support each Best Practice Recognition and identify meaningful transformation and impact.

		VALUE IMPACT	
STEP		WHAT	WHY
1	**Opportunity Universe**	Identify Sectors with the Greatest Impact on the Global Economy	Value to Economic Development
2	**Transformational Model**	Analyze Strategic Imperatives That Drive Transformation	Understand and Create a Winning Strategy
3	**Ecosystem**	Map Critical Value Chains	Comprehensive Community that Shapes the Sector
4	**Growth Generator**	Data Foundation That Provides Decision Support System	Spark Opportunities and Accelerate Decision-making
5	**Growth Opportunities**	Identify Opportunities Generated by Companies	Drive the Transformation of the Industry
6	**Frost Radar**	Benchmark Companies on Future Growth Potential	Identify Most Powerful Companies to Action
7	**Best Practices**	Identify Companies Achieving Best Practices in All Critical Perspectives	Inspire the World
8	**Companies to Action**	Tell Your Story to the World (BICEP*)	Ecosystem Community Supporting Future Success

*Board of Directors, Investors, Customers, Employees, Partners

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 Generator™

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

Learn more.

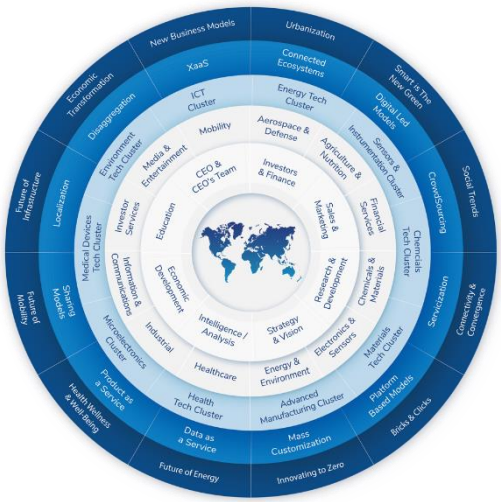


Key Impacts:

- **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:

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