

#VENDOR REPORT



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Welcome

Welcome to the third edition of the Softshell Vendor Report. This Report has been researched and developed over the past year by Softshell's team in Germany and the United States.

The global cybersecurity market is growing and changing at a rapid pace. A 2017 report by IDC estimates that worldwide spending on security technology could reach up to \$105 billion (USD) by 2020. Companies are racing to keep up with the growing number of threats and risks that they face every day. In order to do so, they must decide what solutions to invest in, which can be a challenge, given the amount of choices available.

Our goal for this Report is to present the complex international array of cybersecurity hardware and software solutions in a more transparent and simplified manner. By doing this, we aim to provide a solid basis for end customers, system integrators, and resellers alike to evaluate potential new vendors and technologies.

The Report and results are generated through:

- Market analysis
- Phone and web-based research
- Face-to-face interviews with vendors

Companies included in the Report have been given a Softshell Vendor Score. This score shows how well a company and its products are positioned to meet the needs of the DACH (Germany, Austria, Switzerland) market, and thus how likely it is that they will succeed in the region. We hope this score will be a helpful indicator when assessing which cybersecurity companies to work with in the German-speaking market.

About Softshell

Softshell is a value-added distributor of cybersecurity solutions, headquartered in Munich, Germany. We are unique amongst distributors in DACH, as we focus exclusively on cybersecurity vendors. While other distributors cover a broad scope of IT vendors and products, seeking to leverage existing channels, we target, select and focus.

Softshell is continuously working to update our Vendor Report, as the cybersecurity industry is a constantly changing and growing domain. If you have questions about the Softshell Vendor Report, the Softshell Vendor Score, or our rating system, please do not hesitate to contact us.

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SVS: n.a.

Company: 9STAR, Inc.

Tech Category: Cloud/VM Security, Compliance, IAM, MFA/Authentication Mgmt, SaaS

Website:

www.9starinc.com

Description: 9STAR's software solutions enable standards compliant secure federated identity management and single sign-on (SSO) access to enterprise and cloud applications while enhancing privacy, security and compliance.

Founded: 2002

Public/Private held Company:
Privately held

Size: 501-1,000

Address HQ: 3801 N. Capital of TX Hwy, Austin, TX 78746 USA

Phone HQ: +1 (888) 999 8934

Address DACH: -

Phone DACH: -

Email: sales@9starinc.com



SVS: n.a.

Company: A10 Networks, Inc.

Tech Category: DDOS Protection, Firewall, (Secure) Web Gateway/VPN

Website:

www.a10networks.com

Description: Our solutions enable enterprises, service providers, Web giants and government organizations to accelerate, secure and optimize the performance of their data center applications and networks. Our Advanced Core Operating System (ACOS®) platform is designed to deliver substantially greater performance and security relative to prior generation application networking products. Our software-based ACOS architecture provides the flexibility that enables us to expand our business with additional products to solve a growing array of networking and security challenges across cloud computing and mobility.

Founded: 2004

Public/Private held Company:
Public

Size: 501-1,000

Address HQ: 3 W. Plumeria Dr., San Jose, CA 95134 USA

Phone HQ: +1 (408) 325 8668

Address DACH: Barkhausenweg 11, D-22339 Hamburg, Deutschland

Phone DACH: +49 40 53 32 74 83

Email: isr@a10networks.com



SVS: 7.65

Company: Above Security
*A Hitachi Group Company

Tech Category: APTs/Advanced Threat Protection, Antivirus, Application Security, Application Testing, Backup/Recovery, Behavioral Analytics, Big Data Security, Cloud Computing/Storage, Cloud/VM Security, Compliance, Data Audit, Data Breach Prevention, Data Center/Secure Data Storage, DLP, Data Monitoring, Data Protection, Data Security, Email Security, Encryption, Endpoint Security, IAM*

Website:

www.abovesecurity.com

Description: Founded in 1999, Above Security – A Hitachi Group Company is a Global IT Security Service Provider who caters to small and medium size businesses as well as Fortune 500 companies in important, highly-regulated industries – such as financial services and government – where the need to process or store considerable quantities of confidential data is paramount.

Founded: 1999

Public/Private held Company:
Privately held

Size: 51-200

Address HQ: 955 Michèle-Bohec Blvd., Suite 244, Blainville (Québec) J7C 5J6, Canada

Phone HQ: +1 (450) 430 8166

Address DACH: Technopôle 5, CH-3960 Sierre, Schweiz

Phone DACH: +41 27 455 00 22*

Email: info@abovesecurity.com