MSSP Alert

Top 100 MSSPs™

2018 Edition

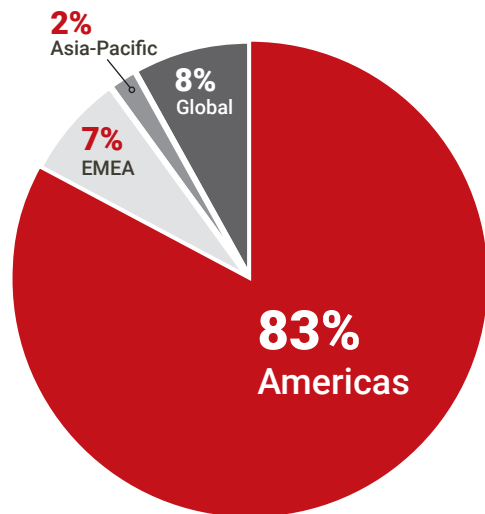**MSSP Alert**

Welcome to the Top 100 MSSPs™ 2018 Edition.
The research and rankings are based on aggregated, weighted data from six sources:

- MSSP Alert worldwide survey of MSSPs, conducted March – August 2018 (65%)
- Gartner Magic Quadrant MSSPs (7%)
- Forrester Wave MSSPs (7%)
- IDC MarketScape: Worldwide Managed Security Services (7%)
- Nelson Hall Managed Security Services Report (7%)
- Cybersecurity 500: MSSP Category (7%)

What Regions Do You Serve?

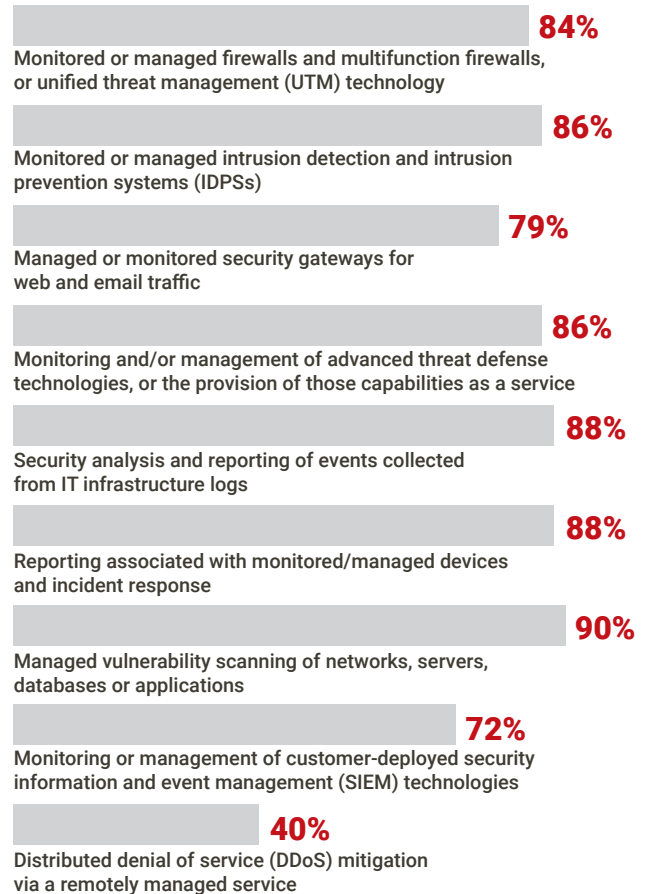**2%** Asia-Pacific
7% EMEA
8% Global
83% Americas

⌃ Most survey participants are headquartered in the United States (72%) and Canada (14%), though MSSP activities for each survey participant frequently extends beyond country borders.

Source: MSSP Alert Top 100 MSSPs Survey, 2018 Edition

Managed Security Services Offered

84% Monitored or managed firewalls and multifunction firewalls, or unified threat management (UTM) technology

86% Monitored or managed intrusion detection and intrusion prevention systems (IDPSs)

79% Managed or monitored security gateways for web and email traffic

86% Monitoring and/or management of advanced threat defense technologies, or the provision of those capabilities as a service

88% Security analysis and reporting of events collected from IT infrastructure logs

88% Reporting associated with monitored/managed devices and incident response

90% Managed vulnerability scanning of networks, servers, databases or applications

72% Monitoring or management of customer-deployed security information and event management (SIEM) technologies

40% Distributed denial of service (DDoS) mitigation via a remotely managed service

⌃ MSSP Alert adheres to Gartner's definition of an MSSP, broadly defined to include companies that offer one or more of the nine managed security services above. Bar chart represents percentage of MSSP Alert survey participants offering each service. Generally speaking, the overall percentage scores fell slightly in 2018 vs. 2017, likely because **a broader, more diverse range of MSPs and MSSPs participated in this year's survey.**

NEW: For the 2018 edition, MSSP Alert also carefully considered managed detection and response (MDR) services, leaning heavily on our editorial coverage to include MDR providers in our MSSP rankings.

Source: MSSP Alert Top 100 MSSPs Survey, 2018 Edition

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Top 5 Drivers for Managed Security Services

1
Increase in cyber crimes (ransomware, cryptocurrency mining malware, etc.) that **target companies of all sizes in all regions.**

2
Growing regulatory compliance and **data security laws.**

3
Cybersecurity **talent shortages** and budget limitations.

4
Rising acceptance of **cloud-based services.**

5
SMB customers now **expect every MSP to offer cybersecurity services.**

Source: MSSP Alert

MSSP Market Forecast

❯ The global managed security services market is expected to skyrocket to $101 billion in the next nine years, advancing at an eye-popping 1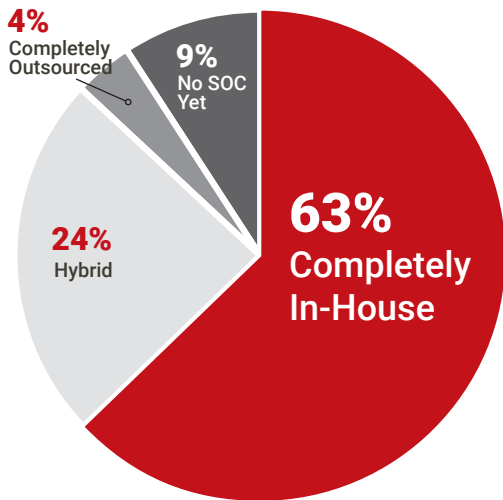8% compound annual growth rate, according to Persistence Market Research. The research is particularly upbeat, considering many other analyst firms expect 12 to 16% annual MSSP market growth over the next few years.
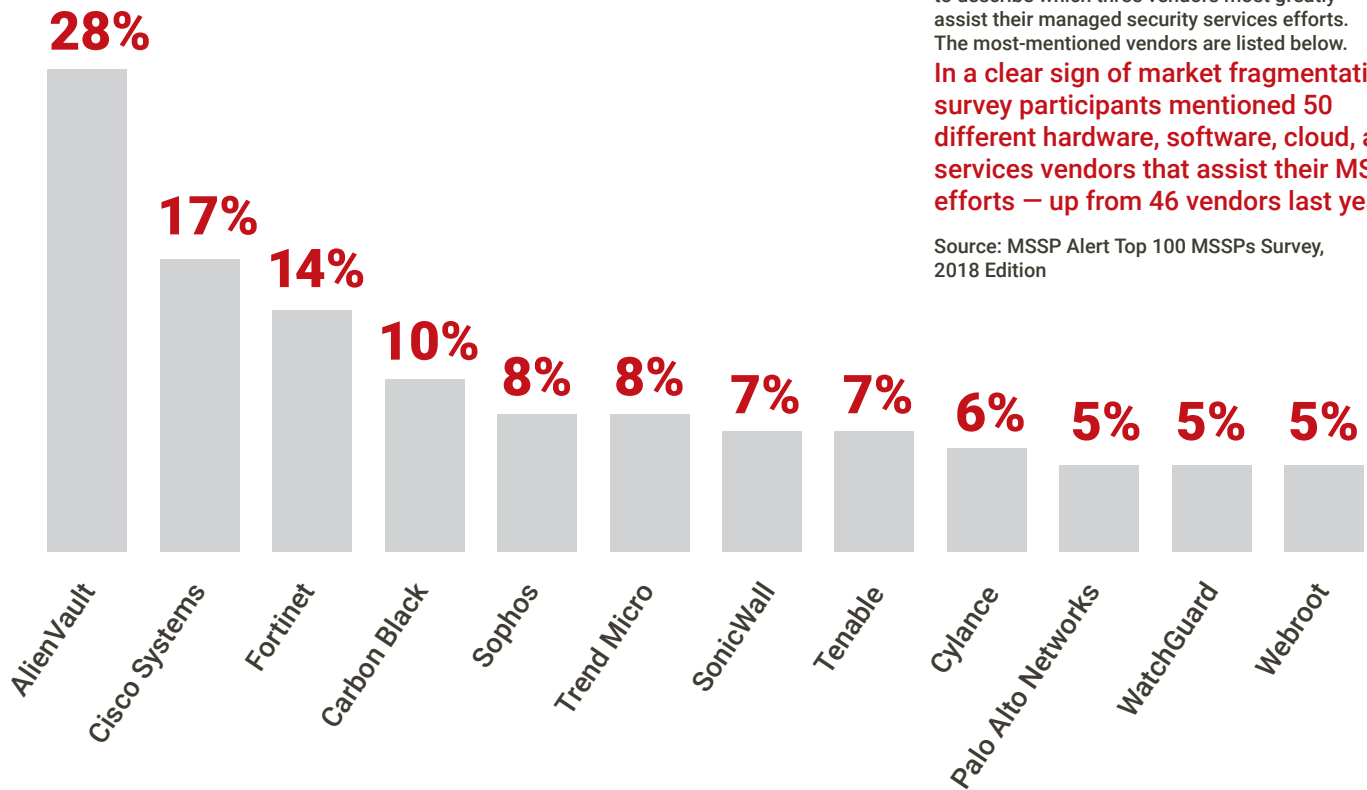
Source: Allied Market Research

$101 billion

$23 billion

2017

2026
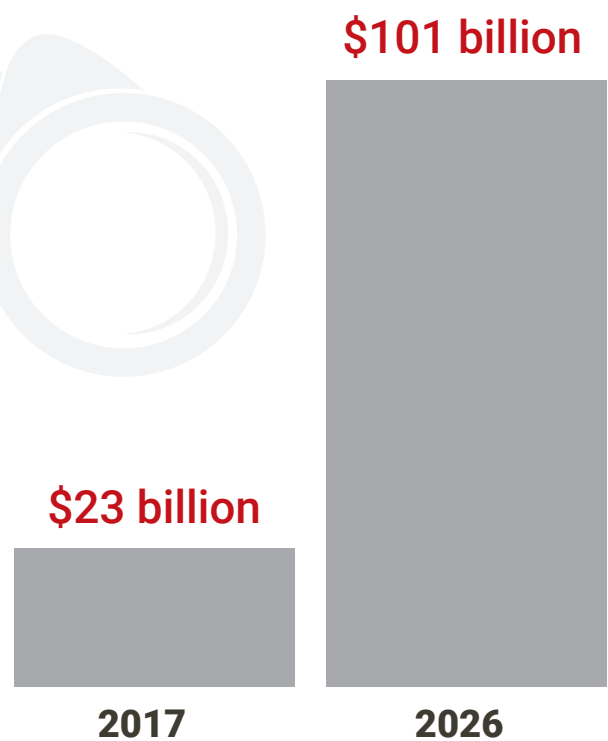
Security Operation Centers

How do you run and manage your security operations center?

63% Completely In-House

24% Hybrid

4% Completely Outsourced

9% No SOC Yet

◀ **The number of MSSPs running their SOCs completely in-house fell 11 points in 2018 vs. 2017.** Among the likely reasons: More vendors now offer outsourced SOCs to smaller, talent-starved MSPs. Still, the vast majority of large MSSPs continue to run the bulk of their SOCs in-house, while many midmarket MSSPs leverage a hybrid approach. MSSP Alert believes most traditional MSPs will partner with larger MSSPs our SOC providers — rather than build out full-blown managed security services on their own.

Source: MSSP Alert Top 100 MSSPs Survey, 2018 Edition

Top Cybersecurity Vendors Assisting MSSPs

Vendor	Percentage
AlienVault	28%
Cisco Systems	17%
Fortinet	14%
Carbon Black	10%
Sophos	8%
Trend Micro	8%
SonicWall	7%
Tenable	7%
Cylance	6%
Palo Alto Networks	5%
WatchGuard	5%
Webroot	5%

⌄ MSSP Alert survey participants were asked to describe which three vendors most greatly assist their managed security services efforts. The most-mentioned vendors are listed below. **In a clear sign of market fragmentation, survey participants mentioned 50 different hardware, software, cloud, and services vendors that assist their MSSP efforts — up from 46 vendors last year.**

Source: MSSP Alert Top 100 MSSPs Survey, 2018 Edition

Top 100 MSSPs Companies ranked 1-20

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2018 RANK	2017 RANK	COMPANY	WEBSITE	CITY/TOWN	STATE/PROVINCE	COUNTRY
1	2	IBM Managed Security Services	www.ibm.com/security/services/managed-security-services	Armonk	New York	USA
2	5	AT&T Managed Security Services	www.business.att.com/enterprise/Family/cybersecurity/threat-intellect	Dallas	Texas	USA
3	3	Verizon Managed Security Services	www.verizon.com/about/news/verizon-managed-service-data-protection	New York	New York	USA
4	1	Secureworks	www.secureworks.com	Atlanta	Georgia	USA
5	6	Trustwave	www.trustwave.com	Chicago	Illinois	USA
6	7	CenturyLink Managed Security Services	www.centurylink.com/business/enterprise/managed-services/managed-security.html	Monroe	Louisiana	USA
7	55	Herjavec Group	www.herjavecgroup.com	Toronto	Ontario	Canada
8	9	Alert Logic	www.alertlogic.com	Houston	Texas	USA
9	8	Wipro	www.wipro.com	Bangalore		India
10	NR	NTT Security	www.nttsecurity.com	Chiyoda-ku	Tokyo	Japan
11	4	BT	www.globalservices.bt.com/us/en/products/cyber-security	Irving	Texas	USA
12	11	DXC Technology	www.dxc.technology/security	Tysons	Virginia	USA
13	14	ATOS	https://atos.net/en	Paris		France
14	33	Infosys	www.infosys.com	Bangalore	Karnataka	India
15	NR	CIPHER Security LLC	www.cipher.com	Miami	Florida	USA
16	56	Kudelski Security	www.kudelskisecurity.com	Vaud		Switzerland
17	19	Accenture	www.accenture.com	Chicago	Illinois	USA
18	NR	Kroll	www.kroll.com/en-us/what-we-do/cyber-security	New York	New York	USA
19	20	Digital Defense	www.digitaldefense.com	San Antonio	Texas	USA
20	21	Optiv	www.optiv.com	Denver	Colorado	USA

NR=Not Ranked

2018 RANK	2017 RANK	COMPANY	WEBSITE	CITY/TOWN	STATE/PROVINCE	COUNTRY
21	22	Proficio	www.proficio.com	Carlsbad	California	USA
22	NR	ISH Tecnologia	www.ish.com.br	Vitoria		Brazil
23	NR	CyberInt	www.cyberint.com	Petach Tiqva		Israel
24	23	Deloitte	www2.deloitte.com/us/en.html	New York	New York	USA
25	10	Symantec Managed Security Services	www.symantec.com/services/cyber-security-services/managed-security-services	Mountain View	California	USA
26	27	Cisco Systems Inc.	www.cisco.com	San Jose	California	USA
27	25	N-Dimension	www.n-dimension.com	Richmond Hill	Ontario	Canada
28	NR	ControlScan Inc.	www.controlscan.com	Alpharetta	Georgia	USA
29	NR	CyberProof	www.cyberproof.com	Tel Aviv		Israel
30	NR	Foresite	www.Foresite.com	Overland Park	Kansas	USA
31	31	Security On-Demand	www.securityondemand.com	San Diego	California	USA
32	47	Delta Risk	www.deltarisk.com	San Antonio	Texas	USA
33	49	eSentire	www.esentire.com	Cambridge	Ontario	Canada
34	34	Presidio	www.presidio.com	New York	New York	USA
35	NR	InteliSecure Inc.	www.intelisecure.com	Greenwood Village	Colorado	USA
36	35	MKACyber	www.mkacyber.io	Fairfax	Virginia	USA
37	NR	Fujitsu	www.fujitsu.com	Kawasaki		Japan
38	17	Booz Allen Hamilton	www.boozallen.com/expertise/cyber.html	McLean	Virginia	USA
39	NR	Expel	www.expel.io	Herndon	Virginia	USA
40	41	Anitian	www.anitian.com	Portland	Oregon	USA

NR=Not Ranked

2018 RANK	2017 RANK	COMPANY	WEBSITE	CITY/TOWN	STATE/PROVINCE	COUNTRY
41	42	Masergy	www.masergy.com	Plano	Texas	USA
42	32	KPMG	advisory.kpmg.us/kpmg-cyber.html	New York	New York	USA
43	85	JLS Technology USA	www.jlstech.com	Newark	New Jersey	USA
44	NR	Critical Start Inc.	www.criticalstart.com	Plano	Texas	USA
45	NR	Nuspire Networks	www.nuspire.com	Commerce	Michigan	USA
46	NR	Shatter I.T	www.shatterit.com	Buffalo	New York	USA
47	NR	Solutions Granted Inc.	www.solutionsgranted.com	Woodbridge	Virginia	USA
48	13	BAE Systems Managed Security Services	www.baesystems.com/en-us/capability/managed-security-services	Arlington	Virginia	USA
49	53	Raytheon Cyber	www.raytheoncyber.com	Waltham	Massachusetts	USA
50	28	PwC	www.pwc.com/us/en/cybersecurity.html	McLean	Virginia	USA
51	26	EY	www.ey.com	London		England
52	43	Innove	http://innove.com	Boerne	Texas	USA
53	NR	MASS	www.mass.co.uk	Lincoln	Lincolnshire	England
54	46	Sword & Shield	www.swordshield.com	Knoxville	Tennessee	USA
55	44	Sungard AS	www.sungardas.com/en	Wayne	Pennsylvania	USA
56	15	HCL	www.hcltech.com	Noida		India
57	74	Xantrion	www.xantrion.com	Oakland	California	USA
58	48	HP Enterprise	www.hpe.com/us/en/home.html	Palo Alto	California	USA
59	NR	Focal Point Solutions Group	www.focalpointsg.com	Parrish	Florida	USA
60	NR	Thrive	www.thrivenetworks.com	Foxborough	Massachusetts	USA

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61	62	Infogressive	www.Infogressive.com	Lincoln	Nebraska	USA
62	60	Konica Minolta Business Solutions USA Inc.	kmbs.konicaminolta.us	Ramsey	New Jersey	USA
63	52	Quann	www.quannsecurity.com	Singapore		Singapore
64	66	Continuum Managed Services	www.continuum.net	Boston	Massachusetts	USA
65	30	Capgemini	www.capgemini.com	New York	New York	USA
66	12	Orange Business Services	www.orange-business.com/en/security	Paris		France
67	NR	Root9b	www.root9b.com	Colorado Springs	Colorado	USA
68	50	GM Security Technologies	www.gmsectec.com	Rio Piedras	Puerto Rico	Puerto Rico
69	NR	Braintrace	www.braintrace.com	Salt Lake City	Utah	USA
70	NR	VirtualArmour	www.virtualarmour.com	Centennial	Colorado	USA
71	61	Abacode	www.Abacode.com	Tampa	Florida	USA
72	78	DataPath	www.datapathcyber.com	Duluth	Georgia	USA
73	NR	Cyberstone	www.cyberstonesecurity.com	Albany	New York	USA
74	NR	ISSQUARED Inc.	www.issquaredinc.com	Westlake Village	California	USA
75	NR	Focus Audits	www.focusaudits.com	Thonotosassa	Florida	USA
76	65	Choice Solutions LLC	www.choicesolutions.com	Overland Park	Kansas	USA
77	96	AccountabilIT	www.accountabilit.com	Scottsdale	Arizona	USA
78	NR	Terra Verde	www.terraverdeservices.com	Phoenix	Arizona	USA
79	NR	GoSecure	https://gosecure.net	Montreal	Quebec	Canada
80	NR	ADT Cybersecurity	www.datashieldprotect.com	Salt Lake City	Utah	USA

2018 RANK	2017 RANK	COMPANY	WEBSITE	CITY/TOWN	STATE/PROVINCE	COUNTRY
81	NR	Loop Secure	www.loopsec.com.au	Melbourne	Victoria	Australia
82	NR	Cybriant	www.cybriant.com	Alpharetta	Georgia	USA
83	NR	NDSE (Network Data Security Experts)	www.ndse.net	Richmond	Virginia	USA
84	72	Secuvant, LLC	www.secuvant.com	Salt Lake City	Utah	USA
85	NR	CyFlare LLC	www.cyflare.com	Victor	New York	USA
86	70	EDTS Cyber, LLC	www.EDTScyber.com	Augusta	Georgia	USA
87	NR	Securely Yours LLC	www.securelyyoursllc.com	Bloomfield Hills	Michigan	USA
88	NR	Collabrance	www.collabrance.com	Cedar Rapids	Iowa	USA
89	68	Fortify 24x7	www.fortify24x7.com	Point Roberts	Washington	USA
90	84	Ascent Innovations LLC	www.ascentinfosec.com	Schaumburg	Illinois	USA
91	NR	EveryCloud Technologies LLC	www.everycloudtech.com	San Jose	California	USA
92	NR	MegaplanIT	www.megaplanit.com	Scottsdale	Arizona	USA
93	80	BLOKWORX	www.blokworx.com	Reno	Nevada	USA
94	NR	JMARK Business Solutions Inc.	www.JMARK.com	Springfield	Missouri	USA
95	NR	Rehmann	www.rehmann.com	Troy	Michigan	USA
96	NR	Kyber Security	www.kybersecure.com	Fairfield	Connecticut	USA
97	NR	Brite	www.britecomputers.com	Victor	New York	USA
98	86	True Digital Security	www.truedigitalsecurity.com	Tulsa	Oklahoma	USA
99	NR	Switchfast Technologies	www.switchfast.com	Chicago	Illinois	USA
100	NR	CompuPartners	www.compupartners.com	Tempe	Arizona	USA

Engaging with MSSP Alert

MSSP Alert, from After Nines Inc., is the global voice for managed security services providers.

MSSP Alert's exclusive content empowers MSSPs, security-minded MSPs and the IT channel ecosystem (VARs, IT consulting firms, ISVs and CSPs) to build or partner their way to managed security success. The ultimate goal for MSSP Alert's audience: Safeguard customer assets.

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