The Global Market for Industrial Cybersecurity Software & Services
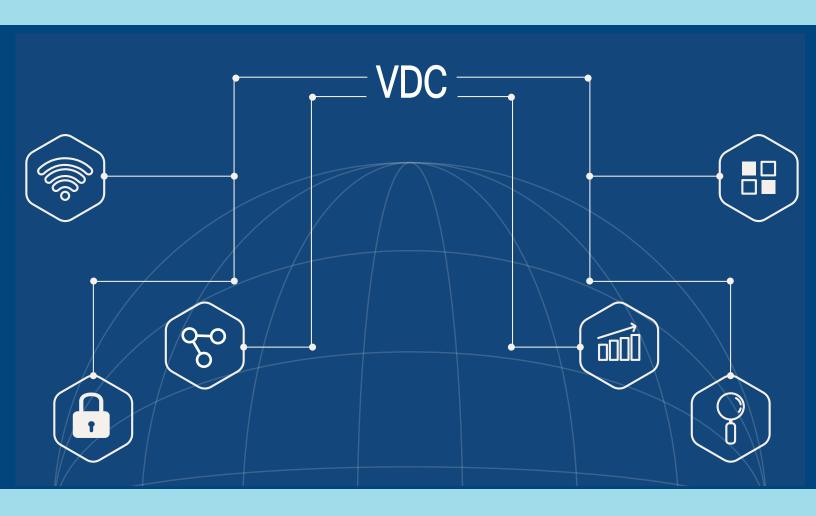
Estimates & Forecasts Through 2027

VDC

OVERVIEW

Nozomi Networks is an independent provider of industrial cybersecurity software and services that was founded in 2013. Headquartered in San Francisco, the company has received approximately $166M in venture funding, and its solutions have been deployed in thousands of installations worldwide. Nozomi Networks was the overall share leader for industrial cybersecurity software revenue in 2022.

PORTFOLIO

Nozomi Networks' flagship offering, Vantage, is a SaaS-based platform designed to unify network visibility and security of all IT, OT, and IoT assets from anywhere in the world. The Vantage platform delivers cloud-based management and analysis of all data from networks protected by its Guardian sensors. Guardian — first launched in 2016 to protect complex OT networks — consolidates asset discovery, network visualization, vulnerability assessment, and risk monitoring alongside anomaly and threat detection. Nozomi Networks has since extended the coverage of Guardian sensors to also cover IT and IoT devices deployed on OT networks. Nozomi's introduction of Nozomi Arc added an endpoint-based element to the company's portfolio. Nozomi Networks also enables customers to enhance their implementations in several ways, including via subscriptions for threat and asset intelligence and add-ons providing functionality for smart polling and remote data collection.

RECENT DEVELOPMENTS

In January 2023, Nozomi Networks unveiled Nozomi Arc, an OT and IoT endpoint security sensor designed to automate device discovery and visibility for any network endpoint. Data collected by Arc is used to analyze threats and correlate user activity without straining resources or compromising critical processes. Because it can transform any computer on the network into a security sensor, Nozomi Arc can dramatically improve an organization's overall security posture. The product's remote deployment capabilities are especially helpful for organizations with distributed operations or those without the personnel or expertise to manually deploy an endpoint-based solution.

Nozomi Networks introduced OnePass in November 2022. Nozomi OnePass is a hardware- and software-as-a-service model allowing customers to fund the entirety of their Nozomi investment as an annual subscription. In addition to ensuring that customers can easily exchange or remove sensors and other components as their deployment matures, OnePass also helps Nozomi accelerate sales because the budgetary requirements are easier for customers to navigate.

Nozomi Networks established or expanded several strategic relationships in 2022 and early 2023. These new or extended relationships include those with Siemens (announced May 2022), Telefónica (June 2022), Emerson (July 2022), and Mandiant (February 2023), among others. Nozomi Networks also announced the addition of nine new MSSP partners in August 2022. Nozomi's focus on expanding its vast partner network will remain among its primary success factors moving forward.

OUTLOOK

Nozomi Networks' ability to continually introduce new and innovative solutions such as Vantage, OnePass, and Arc has been a critical differentiator in the company's prolonged battle against Claroty, Dragos, and other challengers. With this market still relatively young and thus likely to remain extremely dynamic for the foreseeable future, Nozomi Networks must continue building on these innovations to protect its market share.

*This vendor profile is an extract from the VDC report, "2023 Industrial Cybersecurity Software & Services." For full details on the report, please visit the landing page on vdcresearch.com **here**.*

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ABOUT THE AUTHORS

Jared leads all of the Industrial Automation and Sensors practice's major research programs and custom research and consulting engagements. His major areas of coverage include sensors for process and automation control, industrial cybersecurity, data acquisition, and other topics related to the Industrial Internet of Things. Jared was previously a member of VDC's IoT & Embedded Technology team, where his coverage areas included embedded operating systems, and embedded systems security, among others. Prior to re-joining VDC, Jared managed market research Trillium Software, a supplier of enterprise data quality solutions. Jared received an MBA from Babson College in 2007, and graduated from Bentley College in 2002 with a BS in Information Design and Corporate Communication.

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Steve is a market research professional who brings his expertise to Embedded Software and The Internet of Things. He has more than two decades of experience in market research and product management for technology products and services. At VDC, Steve covers industry trends, market sizing, marketing strategy, and competitive analysis, for a variety of IoT-related technologies, including embedded systems, security, wireless communications, cloud platforms, and data analytics. Prior to joining VDC, he spent 10 years as Director of Consumer Imaging and Consumer Electronics Research at the market research firm Lyra Research. Previously, he worked in product management for electronic design companies that developed and licensed embedded digital imaging and audio products. Steve holds an MS degree from the Rochester Institute of Technology and a BA degree from the University of Vermont. He is also a Certified Information Systems Security Professional (CISSP).

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Chris leads VDC's syndicated research programs and consulting engagements focused on development and deployment solutions for intelligent systems. He has helped a wide variety of clients respond to and capitalize on the leading trends impacting next-generation industrial and device markets, such as security, the IoT, and engineering lifecycle management solutions. Chris has also led a range of proprietary consulting projects, including competitive analyses, strategic marketing initiative support, ecosystem development strategies, and vertical market opportunity assessments. Chris holds a B.A. in Business Economics and a B.A. in Public and Private Sector Organization from Brown University.

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ABOUT VDC RESEARCH

Founded in 1971, VDC Research provides in-depth insights to technology vendors, end users, and investors across the globe. As a market research and consulting firm, VDC's coverage of AutoID, enterprise mobility, industrial automation, and IoT and embedded technologies is among the most advanced in the industry, helping our clients make critical decisions with confidence. Offering syndicated reports and custom consultation, our methodologies consistently provide accurate forecasts and unmatched thought leadership for deeply technical markets. Located in Southborough, Massachusetts, VDC prides itself on its close personal relationships with clients, delivering an attention to detail and a unique perspective that is second to none.

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