



Cybersecurity Services Specialists PEAK Matrix[®] Assessment 2024

October 2024: Complimentary Abstract / Table of Contents

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- ▶ Oracle Services
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- ▶ Payer and Provider Information Technology
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- ▶ Price Genius – AMS Solution and Pricing Tool
- ▶ Pricing Analytics as a Service
- ▶ Process Intelligence
- ▶ Process Orchestration
- ▶ Procurement and Supply Chain
- ▶ Recruitment
- ▶ Retail and CPG
- ▶ Retirement Technologies
- ▶ Revenue Cycle Management
- ▶ Rewards and Recognition
- ▶ SAP Services
- ▶ Service Optimization Technologies
- ▶ Software Product Engineering Services
- ▶ Supply Chain Management (SCM) Services
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For more information on this and other research published by Everest Group, please contact us:

Kumar Avijit, Vice President

Shivraj Borade, Senior Analyst

Arjun Chauhan, Senior Analyst

Prabhjot Kaur, Senior Analyst

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Introduction

As the world becomes more hyperconnected, cybersecurity is increasingly becoming a key focus for enterprises, compelling them to prioritize it. With the ever-evolving threat landscape, changing regulations and compliance requirements, growing adoption of cloud services, remote work leading to a shrinking enterprise perimeter, and rapid digital transformation initiatives, businesses face a wide range of digital risks. As enterprises work to protect their brand reputation, maintain client trust, adhere to regulations, and ensure data security and privacy, the demand for advanced and effective security solutions is higher than ever.

Amid this growing complexity, enterprises are increasingly turning to specialized cybersecurity service providers. These specialist players offer targeted expertise, customized solutions, cost effectiveness, and personalized attention to specific security needs, all of which surpass the capabilities of broader, more generalized security firms.

By partnering with these specialists, organizations can navigate the intricate demands of modern cybersecurity – addressing challenges such as integration, efficiency, and the need for agile responses to emerging threats.

This approach enables enterprises to build strong, adaptable security postures that align with their unique needs and strategic objectives.

In this research, we present an assessment and detailed profiles of 12 cybersecurity Service Providers (SPs) featured on Cybersecurity Services Specialists PEAK Matrix® Assessment 2024. The assessment is based on Everest Group's annual Request for Information (RFI) process for the calendar year 2024, interactions with leading cybersecurity SPs, client reference checks, and an ongoing analysis of the cybersecurity services market.

This report includes the profiles of the following 12 leading cybersecurity services specialist providers featured on the Cybersecurity Services PEAK Matrix® Assessment 2024:

- **Leaders:** Coalfire, Inspira, Optiv, and Orange Cyberdefense
- **Major Contenders:** Aujas Cybersecurity, CyberProof, GuidePoint Security, NCC Group, and Trustwave
- **Aspirants:** iTrustXForce, Nuspire, and Proficio

Scope of this report

Geography: Global

Industry: All

Services: Cybersecurity services

Overview and abbreviated summary of key messages

In this research, we present an assessment and detailed profiles of 12 cybersecurity Service Providers (SPs) featured on Cybersecurity Services Specialists PEAK Matrix® Assessment 2024. The assessment is based on Everest Group's annual Request for Information (RFI) process for the calendar year 2024, interactions with leading cybersecurity SPs, client reference checks, and an ongoing analysis of the cybersecurity services market..

Some of the findings in this report, among others, are:

Cybersecurity Services Specialists PEAK Matrix®

- This report includes the profiles of the following 12 leading cybersecurity services specialist providers featured on the Cybersecurity Services Specialists PEAK Matrix® Assessment 2024:
 - Leaders: Coalfire, Inspira, Optiv, and Orange Cyberdefense
 - Major Contenders: Aujas Cybersecurity, CyberProof, GuidePoint Security, NCC Group, and Trustwave
 - Aspirants: iTrustXForce, Nuspire, and Proficio

Service provider characteristics

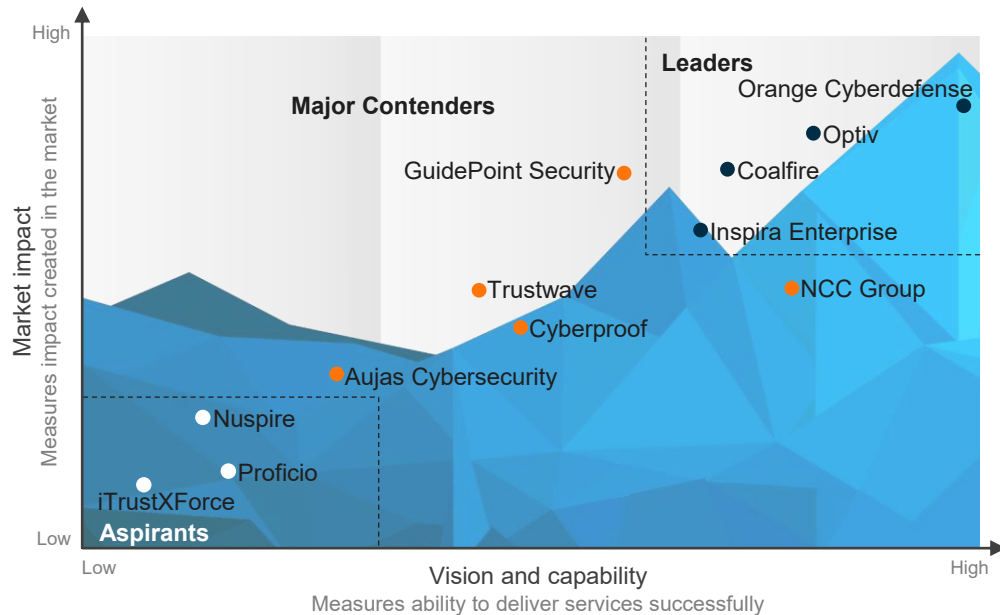
- Leaders in the security industry offer comprehensive service portfolios, including advanced threat detection, IAM, GRC, and cloud security, while incorporating innovative concepts like zero-trust and SASE. They continuously invest in R&D to stay ahead of market trends and emerging threats. They form strategic alliances and engage in joint initiatives with key vendors. Additionally, they maintain a strong local presence in key markets, allowing them to provide tailored security solutions that meet regional enterprise needs
- Major contenders are investing in developing internal IPs, tools, and platforms to close capability gaps, positioning themselves as strong challengers to industry leaders. They have built strong partnerships with security technology vendors and achieved relevant specializations and certifications, although they have received fewer awards and recognitions
- Aspirants are heavily investing in developing in-house tools and accelerators to offer more tailored services, but they are still working to establish themselves as strategic partners and deliver high value to clients. Their market impact is limited, focusing on smaller clients and a narrow range of cybersecurity services. They also have a limited partnership ecosystem and are in the early stages of securing higher-level accreditations and qualifications

This study offers four distinct chapters providing a deep dive into key aspects of cybersecurity services market; below are three charts to illustrate the depth of the report

Everest Group PEAK Matrix® Assessment 2024

Everest Group Cybersecurity Services Specialists PEAK Matrix® Assessment 2024^{1,2}

● Leaders ● Major Contenders ○ Aspirants ☆ Star Performers



1 Assessments for NCC Group, Nuspire, Optiv, Proficio, and Trustwave exclude provider inputs and are based on Everest Group's proprietary Transaction Intelligence (TI) database, provider public disclosures, and Everest Group's interactions with buyers
 2 Analysis for Trustwave is based on capabilities before its acquisition by MC² Security Fund in 2024; analysis for Nuspire is based on capabilities before its acquisition by PDI Technologies in 2024
 Source: Everest Group (2024)

Capability assessment

Illustrative example

Measure of capability: ○ Low ● High

Providers	Market impact				Vision and capability				
	Market adoption	Portfolio mix	Value delivered	Overall	Vision and strategy	Scope of services offered	Innovation and investments	Delivery footprint	Overall
Provider 1	●	●	●	●	●	●	●	●	●
Provider 2	●	○	●	●	●	○	●	○	●
Provider 3	●	●	●	●	●	●	●	●	●
Provider 4	○	○	●	●	○	○	●	●	●
Provider 5	●	●	●	●	●	●	●	●	●
Provider 6	○	○	●	○	●	○	○	●	○

Everest Group's remarks on providers

Illustrative example

Measure of capability: ○ Low ● High

Market impact				Vision and capability				
Market adoption	Portfolio mix	Value delivered	Overall	Vision and strategy	Scope of services offered	Innovation and investments	Delivery footprint	Overall
○	●	●	●	●	○	○	○	●

Strengths

- Enterprises seeking comprehensive cybersecurity services can consider Provider 1 for its extensive portfolio supported by its unique market system architecture
- Enterprises seeking a provider with a vast partnership network can consider Provider 1 as it partners with 450+ technology providers to provide best-fit solutions

Limitations

- Enterprises from the small and medium-sized business (SMB) segment should carefully assess from Provider 1 given its strong focus on catering to large enterprises
- Enterprises outside of North America should run due diligence on Provider 1's services due to its limited market presence in those regions

Research calendar

Cybersecurity

Published **Current release** Planned

Reports title	Release date
Cloud Security Services – Provider Compendium 2024	January 2024
Generative AI Adoption in Cybersecurity	May 2024
Security – Review of Google Next '24 Product Launch	May 2024
Operational Technology (OT) Security Products – Provider Compendium 2024	July 2024
Microsoft Security – Review of Microsoft Security's Product Launch at RSAC '24	July 2024
Security Products: Review of Cisco's Security Product Announcements at RSAC 2024 and Cisco Live 2024	August 2024
Cybersecurity Services PEAK Matrix® Assessment 2024 – North America	September 2024
Cybersecurity Services Specialists PEAK Matrix® Assessment 2024	October 2024
Cybersecurity Services PEAK Matrix® Assessment 2024 – Europe	Q4 2024
Cybersecurity Services Specialists Compendium 2024	Q4 2024
Cybersecurity Services Provider Compendium 2024 – North America	Q4 2024
Cybersecurity Services Provider Compendium 2024 – Europe	Q4 2024
Managed Detection and Response (MDR) Services PEAK Matrix® Assessment 2024	Q4 2024
Managed Detection and Response (MDR) Services Compendium 2024	Q1 2025

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Dallas (Headquarters)
info@everestgrp.com
+1-214-451-3000

Bangalore
india@everestgrp.com
+91-80-61463500

Delhi
india@everestgrp.com
+91-124-496-1000

London
unitedkingdom@everestgrp.com
+44-207-129-1318

Toronto
canada@everestgrp.com
+1-214-451-3000

Website
everestgrp.com

Blog
everestgrp.com/blog

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