



# Cybersecurity Services Specialists – Provider Compendium 2024

November 2024: Complimentary Abstract / Table of Contents

Provider Compendium  
Cybersecurity



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- ▶ Digital Services
- ▶ Digital Workplace
- ▶ Employee Experience Management (EXM) Platforms
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- ▶ Insurance Technology (InsurTech)
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- ▶ Intelligent Document Processing
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- ▶ Life Sciences Commercial Technologies
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- ▶ Microsoft Business Application Services
- ▶ Modern Application Development (MAD)
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- ▶ Network Services and 5G
- ▶ Oracle Services
- ▶ Outsourcing Excellence
- ▶ Payer and Provider Business Process
- ▶ Payer and Provider Information Technology
- ▶ Payment Integrity Solutions
- ▶ 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
- ▶ Sustainability Technology and Services
- ▶ Talent Genius™
- ▶ Technology Skills and Talent
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# Introduction

As the world becomes more hyperconnected, cybersecurity increasingly becomes 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 providers offer targeted expertise, customized solutions, cost-effectiveness, and personalized attention to specific security needs, surpassing 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). 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:** Aujas Cybersecurity, Coalfire, CyberProof, GuidePoint Security, Inspira, iTrustXForce, NCC Group, Nuspire, Optiv, Orange Cyberdefense, Proficio, and Trustwave.

## Scope of this report

**Geography:** Global

**Industry:** All

**Services:** Cybersecurity services

# Overview and abbreviated summary of key messages

This compendium offers comprehensive, fact-based snapshots of 12 cybersecurity service providers, designated as “specialists,” showcasing their capabilities and offerings in application transformation services within the global market. Each profile presents a detailed overview of the provider’s vision and strategy, service scope, key IPs/solutions, partnerships, and case studies. This study enables service providers to benchmark their offerings and capabilities against competitors and supports current and prospective cybersecurity service buyers in evaluating providers based on the specific capabilities they require.

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

### Overview

- 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, cybersecurity is increasingly becoming a key focus for enterprises, compelling them to prioritize it
- Enterprises are increasingly turning to specialized cybersecurity service providers that 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

### Service provider characteristics

- Specialist providers in cybersecurity industry offer comprehensive service portfolios, including advanced threat detection, IAM, GRC, and cloud security, while incorporating innovative concepts like zero-trust and SASE.
- These providers continuously invest in R&D to stay ahead of market trends and emerging threats. Additionally, they maintain a strong local presence in key markets, allowing them to provide tailored security solutions that meet regional enterprise needs
- Providers 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

# The Cybersecurity Services Specialists Compendium 2024 report has 12 provider profiles

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## Provider 1 profile (page 1 of 5)

### Overview

**Vision**  
As a global provider of XYZ services, which include cyber services, the provider aims to provide comprehensive services to its clients and achieve its strategic outcomes. Its partnership ecosystem, along with the digital service partners globally, provides a comprehensive range of services in two formats – Cybersecurity-as-a-Service (CaaS) and Managed Security Services (MSS). These are underpinned by its proprietary framework, which includes risk-based techniques, as well as secure-by-design principles.

**Cybersecurity services revenue (2023)**

<US\$50 million	US\$50-250 million	US\$250-500 million
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## Provider 1 profile (page 2 of 5)

### Case studies

**CASE STUDY 1**  
Helped a multinational aerospace firm develop a digital control system for its energy and utilities.

**Business challenge**  
The client faced significant hurdles due to limited cross-team collaboration and escalating cybersecurity threats against its OT and IOT. Internal cybersecurity experience compounded these challenges, leading to operational downtime and posing risks to public safety.

**Solution**  
The provider introduced an approach, bolstering the client's security posture through the deployment of effective security tools and program management, automation, governance, risk compliance, and incident response. This included IT/IOT assessments, deployment of global framework, and protection solutions.

**Key benefits**

- Implemented standards, enhancing control measures and risk management
- Provided real-time risk management and safeguarded critical processes
- Implemented specialized solutions to improve visibility of client's OT and IoT environments, enabling proactive threat detection
- Supported continuous monitoring, threat identification, and breach response through attack surface management
- Streamlined communication and collaboration among teams, enhancing operational resilience
- Bolstered public safety measures, ensuring uninterrupted operations

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## Provider 1 profile (page 3 of 5)

### Offerings

**Proprietary digital solutions**

Solution name	Details of the solution
Solution 1	It is a digital trust platform
Solution 2	It is a platform that detects and mitigates security risk posture.
Solution 3	It is a platform that enables threat intelligence and automates Threat Intelligence (Threat Intel) processes.
Solution 4	It is a technology that automates threat intelligence processes.

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## Provider 1 profile (page 4 of 5)

### Partnerships

Partner name	Type of partnership
Partner 1	Strategic technology partner
Partner 2	Strategic technology partner
Partner 3	Strategic technology partner
Partner 4	Technology partner
Partner 5	Technology partner
Partner 6	Technology partner
Partner 7	Technology partner
Partner 8	Technology partner
Partner 9	Technology partner
Partner 10	Technology partner

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## iTRUSTXForce profile (page 5 of 5)

### Investments and recent activities

[REPRESENTATIVE LIST]

Themes	Details of the investment
<b>Acquisition/Investment</b>	<ul style="list-style-type: none"> <li>Invested in ABC to expand application security and SOC capabilities in Asia</li> <li>Invested in ABC for further IAM capabilities in the US</li> <li>Invested in ABC for integrated risk management</li> <li>Invested in ABC for application security</li> </ul>
<b>Talent</b>	<ul style="list-style-type: none"> <li>Established cybersecurity programs to establish the next-gen talent and SOC facilities</li> <li>Collaborated with XYZ University to undertake joint initiatives on cybersecurity</li> <li>Collaborated with XYZ University for cyber center of excellence / new age solution development</li> <li>Collaborated with XYZ for cyber center of excellence / new age solution development</li> <li>Collaborated with XYZ to support start-ups in the cybersecurity / AI space</li> </ul>

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# Research calendar

## Cybersecurity

	Published	Current release	Planned
Reports title	Release date		
Cloud Security Services – Provider Compendium 2024			Jan 2024
gen 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
Cisco – Review of Cisco Security's Product Launch at RSAC '24 and Cisco Live 2024			Aug 2024
Cybersecurity Services PEAK Matrix® Assessment 2024 – North America			Sep 2024
Cybersecurity Services Specialists PEAK Matrix® Assessment 2024			October 2024
Cybersecurity Services PEAK Matrix® Assessment 2024 – Europe			October 2024
<a href="#">Cybersecurity Services Specialists – Provider Compendium 2024</a>			November 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 Provider Compendium 2025			Q1 2025

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