

# The Best Security Defense? Self-Attack.

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**PRASAD PARTHASARATHI, Cisco Investments**  
Security





Channeling  
Inner  
**Blue & Red**







Sector  
**Summary**

Security  
**Journey**

Investment  
**Overview**

# Security Trends



Hybrid/Cloud  
Security



Identity &  
Zero Trust



Security Orchestration  
& Posture Assessment

Continuous Monitoring



# RSA Key Themes

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**Axonious** (Asset Discovery) winner followed by **Duality** (Homomorphic Encryption)



CISOs favoring **integrated architecture** over best of breed



**SDP** and **Zero Trust Architecture** continues to gain traction

# Investment Trends



Application Security

Blockchain

Cloud Security

Web Security

SecOps / IR /

Endpoint Security

Threat Intel

Digital Risk Management

Risk &  
Compliance

Security Consulting

Network &  
Infrastructure

Fraud & Transaction  
Security

MSSP

Messaging Security

Mobile Security

IoT

Data Security

Identity & Access  
Management

Security

# Significant Financing Rounds

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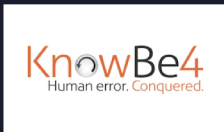
CDN / WAF - \$150M (Series E)



Modern App Security - \$65M (Series D)



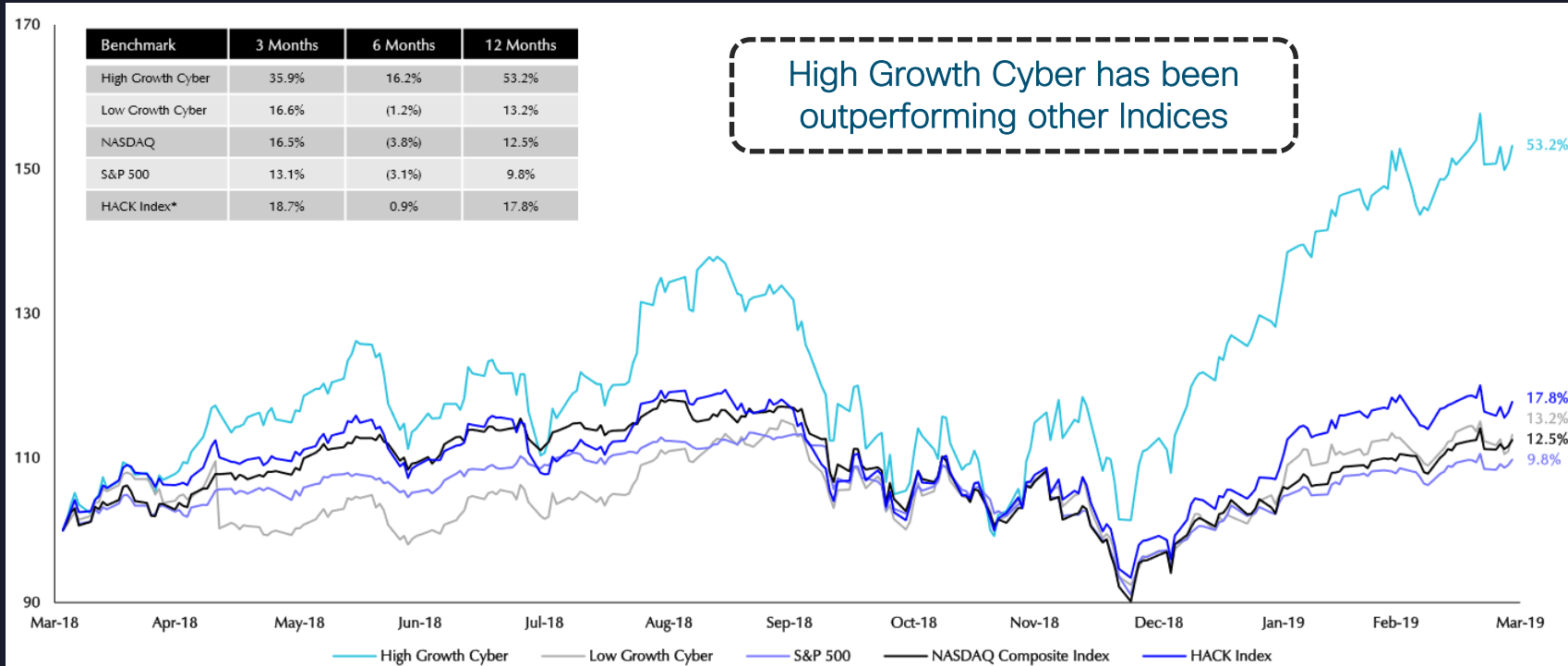
Datacenter Security - \$65M (Series E)



Anti Phishing - \$50M (Series C)



# Cyber Capital Market





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# Cisco Security Journey



Threat Centric DNA



Cloud Security



Hybrid Security



Identity/Zero Trust

2014

2015

2016

2017

2018

M&A +  
Organic

**SOURCEfire**

Open architecture,  
NGFW, PXGRID

**OpenDNS**

Integrated Threat  
Defense

**DUO**  
SECURITY

Investments

**esentire**  
**HYTRUST**  
Cloud Under Control  
**OpenDNS**

**elastica**  
**FLASHPOINT**

**VERODIN**  
Security Instrumentation

**illusive**

**SKYPORT**  
SYSTEMS

**GuardiCore**

**exabeam**  
**THREATQ**

**panaseer**  
**BehavioSec**





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# Emerging Sectors

API Security



Code Vulnerability



IaaS Compliance and Governance












Next-Gen Data Security



IoT Security



	Core		Adjacent / New Markets				
Network and Gateway		Security from the Cloud (Browser Isolation)*	Security for the Cloud	Wireless Security	Cloud Firewall	Infrastructure Visibility & Analytics (OSQuery)	
Endpoint and Mobile	EPP						
Sec. Monitoring / Ops	Incident Response	Security Orchestration (SOAR)	Threat Intel Platform (TIP) 	UEBA / NG SIEM 			
CWPP <sup>1</sup>		IaaS Security (Compliance & Posture)*	Code Vulnerability (Runtime)	Workload Identity (Zero Trust)	Authentication 	NG WAF / RASP*	Bot Management
Threat and Vulnerability	Vulnerability Assessment and Management 		Decoy Technology 	Risk Scoring 	Dark Web Intel 	Exfiltration	
Hybrid Cloud / Datacenter			Datacenter Security	Cloud Policy 			
IoT Security			Industrial Security (SCADA)	Device Classifier	Connected Car		
Data Security			Privacy & GDPR	Cloud Encryption			
Email Security	NG Email (Phishing, Cloud)						



# The Panaseer & Verodin Backstory



## Why We Invested?

- Continuous Risk Monitoring Platform
- Identifies critical gaps in Cisco customers' security posture

## Investors



## Why We Invested?

- Security Instrumentation Platform
- Quantifies response readiness in Cisco customers' security posture

## Investors



CROSSLINK CAPITAL





 CISCO  
**investments**