

## THE RISE OF ENTERPRISE-CLASS

# CYBERSECURITY VENDORS

Enterprises now look for security solutions that reduce complexity with integrated architectures and provide leading threat intelligence.

### CYBERSECURITY VENDOR CONSOLIDATION

Moving to a one-stop-shop enterprise-class security vendor approach eliminates vendor sprawl.



62%

are actively consolidating their cybersecurity vendors.

### TOP PERCEIVED VALUE OF CONSOLIDATING VENDORS



43%

cited operational efficiencies realized by their security and IT teams.



47%

believe well-resourced vendors can fund R&D initiatives that yield a greater innovation to address the evolving threat landscape.

### AN ARCHITECTURAL APPROACH GUIDES CONSOLIDATION



are actively building a security architecture that integrates multiple individual products.



#### What makes a security platform anyways?

38%

say a cybersecurity platform is a set of cybersecurity controls that span applications, hosts, and the network to coordinate threat prevention, detection, and response.

### KEY ATTRIBUTES FOR ENTERPRISE-CLASS CYBERSECURITY VENDORS



Cybersecurity expertise specific to my industry



Cybersecurity products and services portfolio which aligns with strategic IT initiatives



Committed to reducing operational complexity lowering our cost of ownership



Provides products designed for enterprise scale, integration, and business process requirements

### TOP ENTERPRISE-CLASS CYBERSECURITY VENDORS

Cisco has the early lead in enterprise-class security vendor mindshare.



CISCO

56%

IBM Security

44%

Microsoft

40%

Symantec  
(including Blue Coat)

36%

McAfee  
(formerly Intel Security)

34%

### TOP 5 VENDORS THAT PROVIDE THE BEST CYBERSECURITY INTELLIGENCE



CISCO

47%

IBM Security

28%

Microsoft

27%

Symantec  
(including Blue Coat)

24%

McAfee  
(formerly Intel Security)

20%

Cisco is building truly effective security solutions that are simple, open and automated. Drawing on unparalleled network presence as well as the industry's broadest and deepest technology and talent, Cisco delivers ultimate visibility and responsiveness to detect more threats and remediate them faster. With Cisco Security, companies are poised to securely take advantage of a new world of digital business opportunities.

LEARN MORE

<http://www.cisco.com/go/securityportfolio>

