

F R O S T & S U L L I V A N

# BEST PRACTICES AWARDS

**2019 INDIAN WAF & ANTI DDOS VENDOR  
OF THE YEAR AWARD**



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*2019* BEST PRACTICES  
AWARD

INDIAN WAF AND ANTI DDOS  
VENDOR OF THE YEAR AWARD

# 2019 INDIAN WAF & ANTI DDoS VENDOR OF THE YEAR AWARD



## AWARD DESCRIPTION

The Frost & Sullivan Award for “WAF and Anti DDoS Vendor of the Year” is conferred to the OEM vendor that offers both WAF and Anti DDoS solution to Indian customers and has capabilities of attack detection and has shown exemplary growth and performance in 2018 in India. The winner of the 2019 award has proven excellence in revenue and revenue growth, market share, portfolio diversity

for WAF and Anti-DDoS Solution, technology roadmap and vision as well as a well-defined go-to-market strategy. This award takes into consideration the vendor’s 360 degree approach toward better addressing the needs of Indian enterprises from a WAF and Anti DDoS perspective, much ahead of the industry standard, which makes it a true winner.

## RESEARCH METHODOLOGY

The award recipient was judged on the basis of several parameters, which involved in-depth primary interviews with various industry participants and secondary research conducted by Frost & Sullivan analysts. To incorporate the end-user perspective,

the data was then presented to an elite panel of jury members comprising some of the most prominent CIOs/CTOs from the industry. Frost & Sullivan then presented the award to the company that achieved the number one industry rank.

## MEASUREMENT CRITERIA

In addition to the methodology described above, specific criteria were followed to ascertain the final competitor ranking in the industry. The award winner excelled in one or more of the following criteria:

- Revenue and Market Share
- Revenue Growth
- Portfolio Diversity for WAF and Anti-DDoS Solution
- Technology Roadmap and Vision
- Key Achievements and Deals
- Go-to-Market Strategy



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## AWARD RECIPIENT: RADWARE LTD.

In today's context, enterprises often fear an attack through the web and they understand that just having a network firewall in place won't suffice the need. Being a prominent player in the web security market, Radware has been a company of choice for several Indian enterprises that lack the expertise to stop an OSI Layer 7 attack.

AppWall, the WAF product from Radware, safeguards enterprises from web attacks and offers OWASP Top-10 coverage. The product provides continuous security delivery by machine learning, provides bot management, is PCI compliant and offers protection from zero-day attacks by combining both negative (signature based) and positive security models. The company uses a single WAF technology across on-premise and cloud based solutions that integrates with Radware DDoS solution.

Radware's DDoS solution (DefensePro) protects enterprises from DDoS attacks for on-premise, hybrid and cloud environments. It integrates on-premise detection and DDoS mitigation solutions with cloud-based scrubbing services to provide end-to-end protection against multi-vector network and application attacks, and reduces TCO by eliminating the need to allocate resources or managing point solutions.

India has always been an important market for Radware within APAC. This is a testament of the fact that the company has opened a scrubbing center in the country. The security vendor works closely with several Tier I System Integrators with an aim to position its WAF and DDoS product strongly among enterprises. While 70% of the company's revenue is accounted from large enterprises the adoption of its cloud based offerings have seen stronger traction within SMBs. Radware has been successful in materializing large customer deals in the IT/ITeS, BFSI and Government sector in 2018. NIC, CERT-IN and ERNET are few of the Government bodies that the company has been working closely with to help them with advanced technology capabilities. Frost & Sullivan strongly believes the acquisition of ShieldSquare would indeed be a feather in the cap for Radware in the Cloud Security space.

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## HIGHLIGHTS FOR RADWARE IN 2018 IN INDIA

- Strong Double digit growth in WAF
- Triple digit growth in Anti DDoS solution
- Focus on Tier#1 partners and Global System Integrators
- Plans to expand security specific relationship with specific Tier#2 partners
- 70% revenue from large enterprises
- Year on Year success in BFSI, IT/ITeS and Government verticals
- One of the few OEMs in the segment who has a 24x7 TAC in India
- Strong focus on customer support and satisfaction
- 60% of its manpower is into engineering services
- Investment on Bot Mitigation and Management through acquisition of ShieldSquare
- Use of next-gen technologies like device fingerprinting, and Machine Learning based behavioral algorithms.
- Introduction of new intelligence feed – ERT Active Attackers Feed
- Introduction of Cloud WAF Service for Azure
- New Cloud WAF Application Analytics
- Increased customer control & improved user experience

With the aforementioned data points, Frost & Sullivan awards Radware Ltd as the **2019 Frost & Sullivan WAF & Anti DDoS Vendor of the Year.**