

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



Market  
Engineering

# Network Security Sandbox Market Analysis

## APTs Create a “Must Have” Security Technology

**An Executive Brief**

**Frank Dickson**

**Research Director**

**Information & Network Security**

# Key Findings

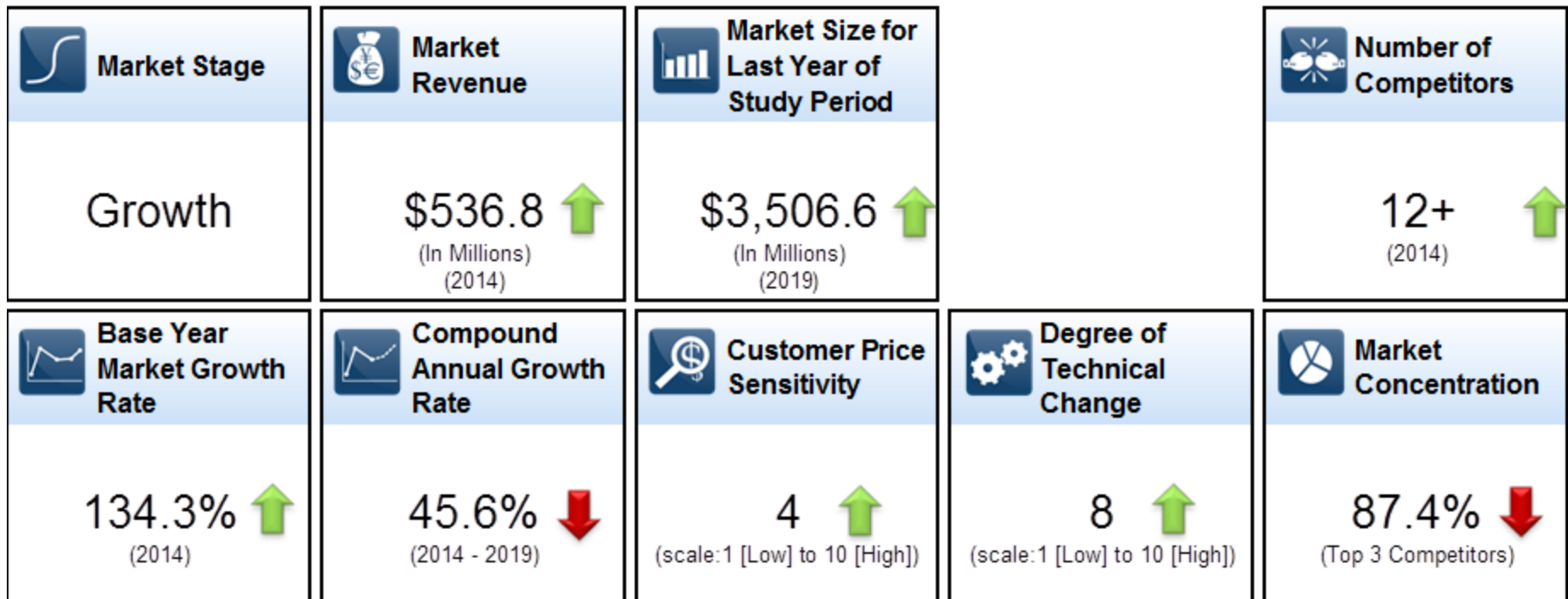
- Advanced persistent threats (APTs) are necessitating a behavioral approach to detecting malware. Instead of trying to detect malware based on what it is (signature based), behavioral malware detection relies on what the malware does.
- A network security sandbox is an analysis environment (often virtualized) in which a suspicious program is executed and the behavior of the program is observed, noted, and then analyzed in an automated manner.
  - This approach is more effective than just looking at the appearance of the executable, because sandboxing goes beyond just the mere appearance of the binary, and observes what the binary does; and, therefore, it is much more conclusive in determining if an executable is malicious.
- The network security sandbox market represented over half a billion dollars in revenue in 2014, the vast majority of which came from North America. By 2019, the market will grow to \$3.5 billion and see a broader geographic revenue distribution.
- The market is dominated by FireEye, comprising almost two-thirds of 2014 market revenue. The market is seeing flurry of new market entrants as vendors of security platforms augment their solutions with network security sandbox offerings.
- A combination of network security sandbox features and large market share puts FireEye in the position of clear market leadership.

Source: Frost & Sullivan

# Market Engineering Measurements

## Total Network Security Sandbox Market: Market Engineering Measurements, Global, 2014

### Market Overview



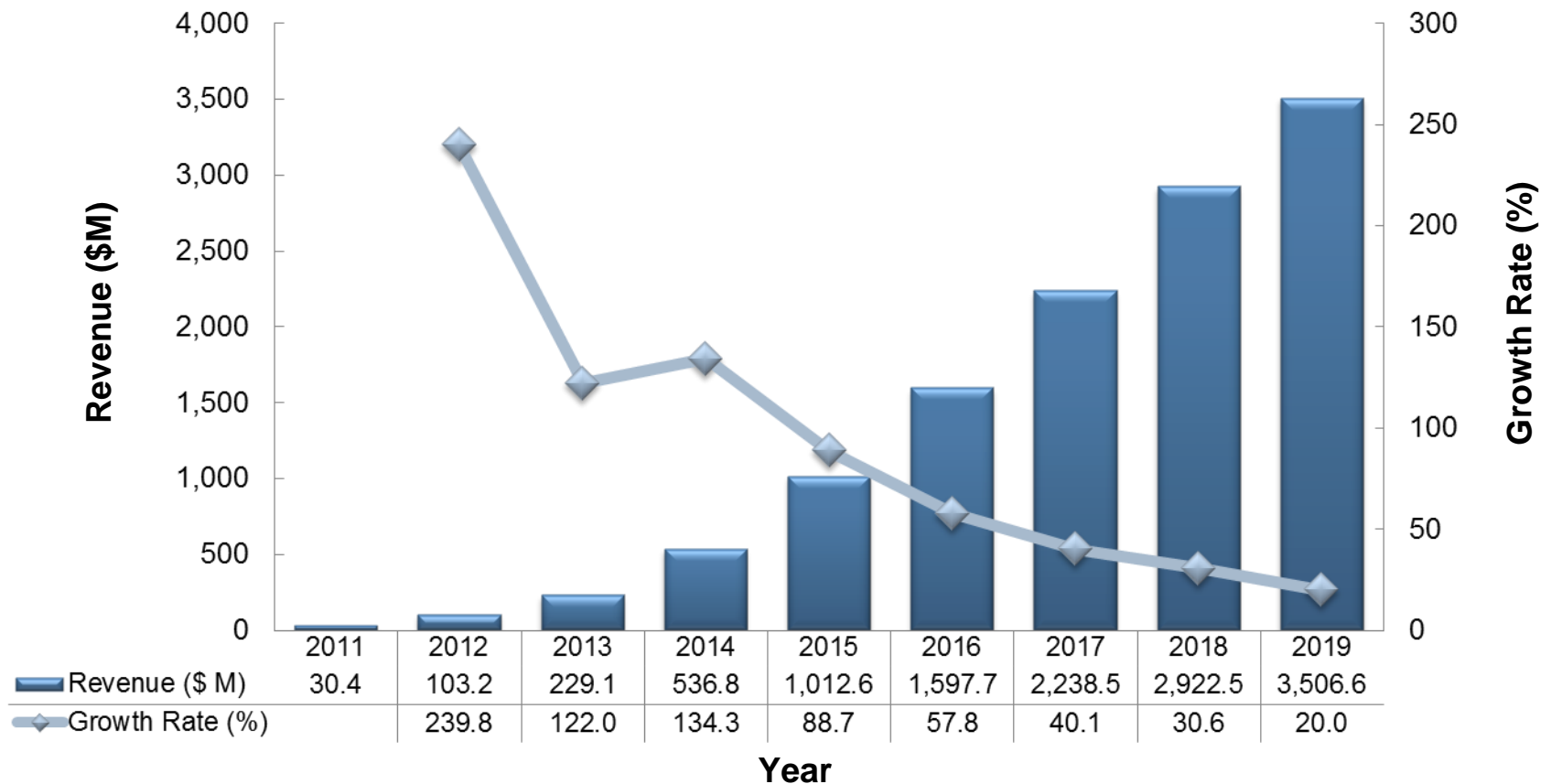
For complete study background and methodology, please see <http://www.frost.com/nfOf>.

Note: All figures are rounded. The base year is 2014. Source: Frost & Sullivan

# Revenue Forecast

The market promises strong growth throughout the forecast period.

**Total Network Security Sandbox Market: Revenue Forecast, Global, 2011–2019**

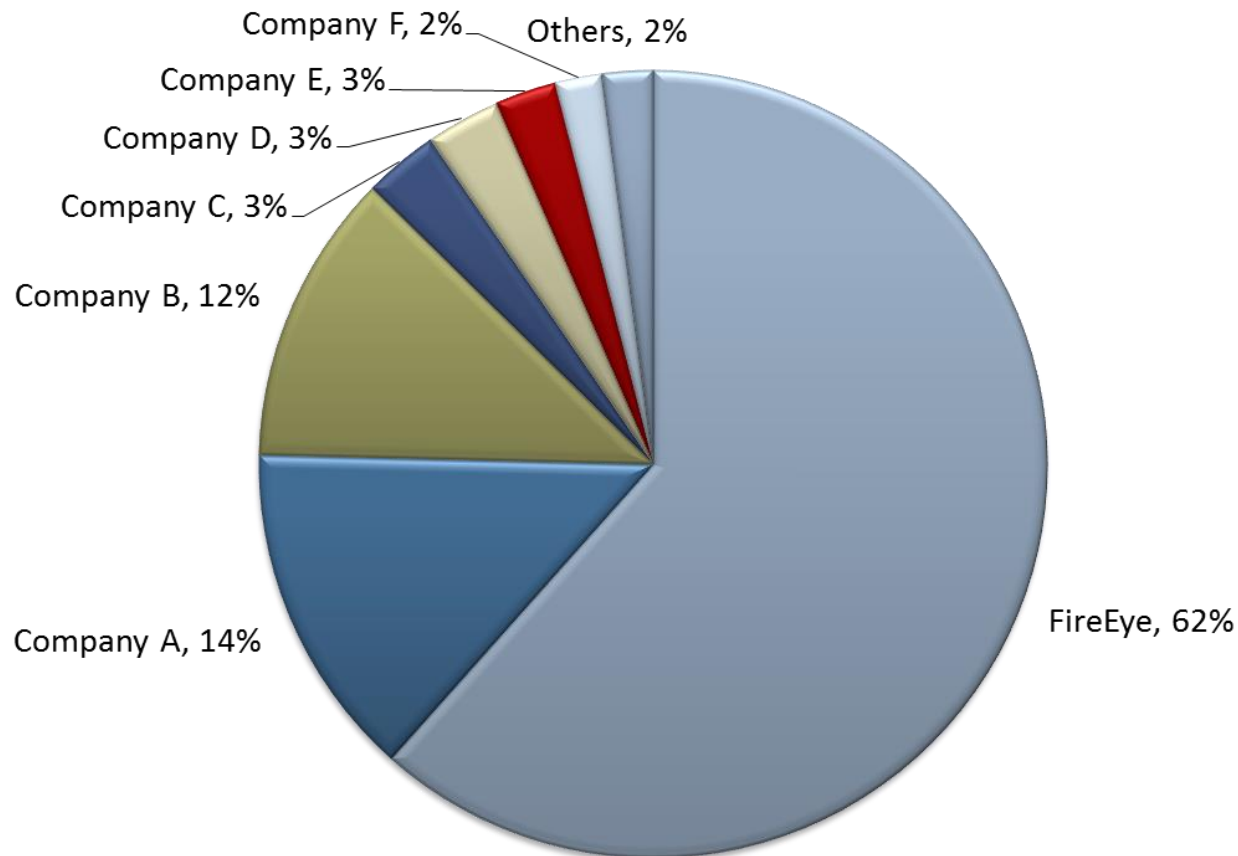


Note: All figures are rounded. The base year is 2014. Source: Frost & Sullivan

# Competitive Analysis—Market Share

**FireEye continues to capitalize on its first mover advantage.**

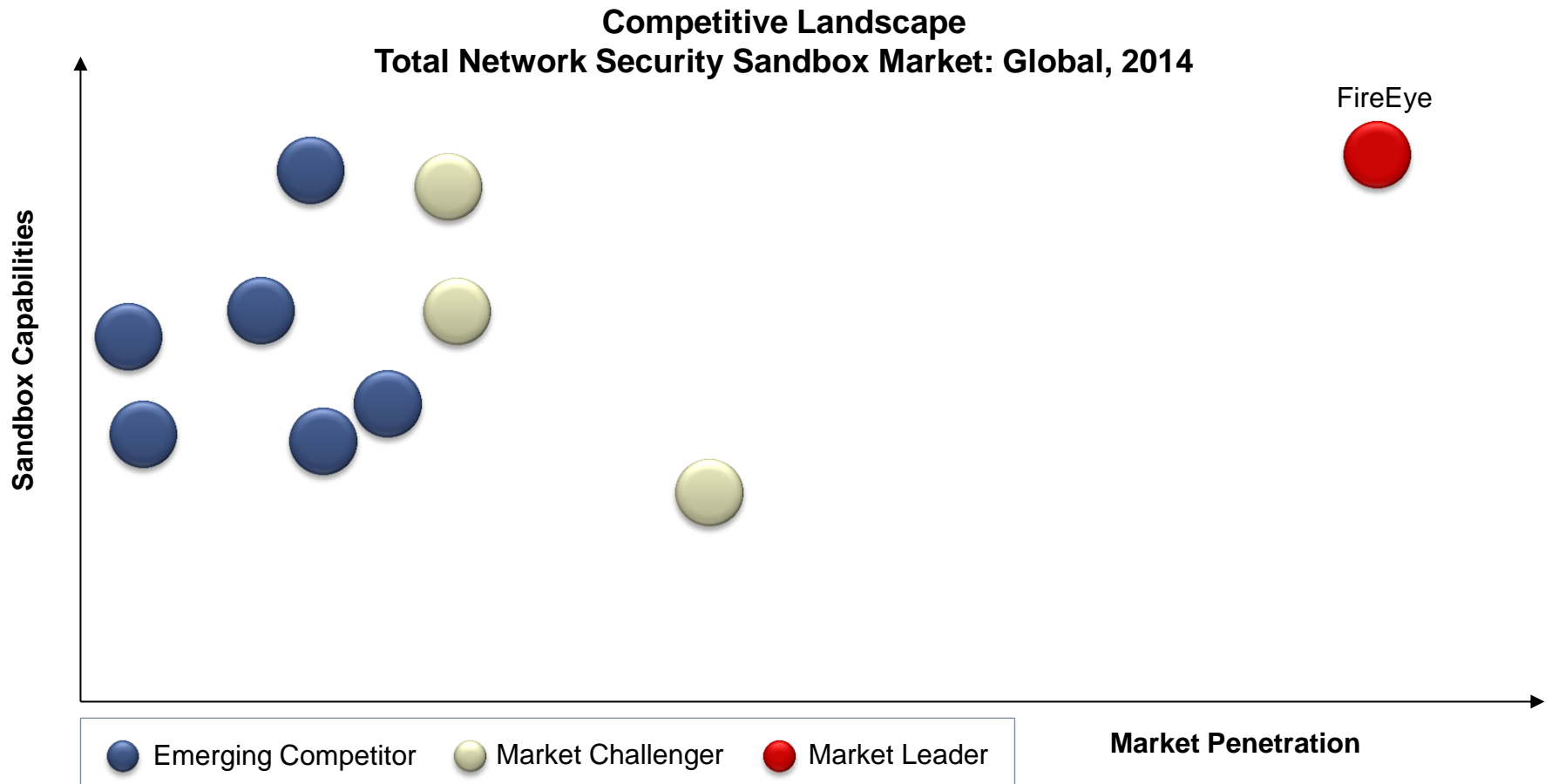
**Total Network Security Sandbox Market: Percent Revenue Breakdown, Global, 2014**



\*A list of companies included in "Others" can be found in the appendix  
Note: All figures are rounded. The base year is 2014. Source: Frost & Sullivan

# Competitive Landscape

FireEye is the clear market leader.



Source: Frost & Sullivan

# Market Engineering Methodology

One of Frost & Sullivan's core deliverables is its Market Engineering studies. They are based on our proprietary Market Engineering Methodology. This approach, developed across the 50 years of experience assessing global markets, applies engineering rigor to the often nebulous art of market forecasting and interpretation.

A detailed description of the methodology can be found [here](#).



Source: Frost & Sullivan

# About the Author



Frank Dickson  
*Research Director*

Frost & Sullivan  
North America  
Scottsdale, AZ

## Functional Expertise

- Over 18 years of research experience in the security, mobile, wireless, telecomm, multimedia, computing and semiconductor sectors.
  - Built client relationships with market leaders across many sectors
  - Launched two research practices; turned three research practices to profitability
  - Predicted Mega Trends that changed the nature of industries, such as
    - The impact of Windows95 on the PC industry
    - The migration of ASSPs to standard semiconductor devices that supported categories of applications
    - The use of Flash-based SSDs in portable computing devices

## Primary Research Domains

- Industry Principal on IT and Information Security market strategies, business opportunities, and technologies

## What I bring to the Team

- Over 20 years of experience in the TMT (Technology, Media, Telecomm) space
- Broad functional expertise including analysis, sales, consulting, and management
- An ever broadening portfolio of subject expertise and industry connections

## Career Highlights

- Delivered innovative research solutions as Vice President of Research, Mobile & Wireless with In-Stat (The NPD Group); Chief Research Officer with MultiMedia Intelligence; Principal Analyst, TMT with iSuppli; Vice President of Research, Multimedia with In-Stat (Reed Business Information); and Senior Analyst for the Semiconductor Industry
- Product Manager with SpeedFAM Corporation, a semiconductor and hard disk drive capital equipment provider

## Education

- Master of International Management with Distinction, Thunderbird School of Global Management, Glendale, AZ
- Master of Business Administration from Arizona State University, Tempe, AZ USA
- Bachelor of Science Cum Laude, Operations/Production Management from Arizona State University, Tempe, AZ

Source: Frost & Sullivan



# About Frost & Sullivan

## Information and Network Security Research Programs

Frost & Sullivan's Network Security Research and Consulting practice provides global industry analysis, custom consulting, growth consulting and market research & forecasts that help your firm grow.

### **Market Analysis: Information & Network Security**

- Advanced Persistent Threats (APT) Detection and Mitigation
- Distributed DoS (DDoS) Attack Mitigation
- Endpoint Protection and Security
- Network Forensics
- Identity & Access Management (IAM)
- Intrusion Detection and Prevention Systems
- Managed and Professional Security Services
- Network Access Control (NAC)
- Public Vulnerabilities
- SIEM and Log Management
- SSL Certificates
- Strong Authentication
- Unified Threat Management and Next-Gen FW
- Vulnerability Management
- Web and Email Content Filtering
- Web Application Firewall (WAF)

### **Strategic Analysis: Stratecast Secure Networking**

- Examination of market dynamics
- Creation and presentation of market dimensions
- Examination of market participants' strategic movements
- Creation and presentation of market growth recommendations
- Advanced Threat Detection and Mitigation
- Cloud Security
- Desktop Virtualization
- File Sharing and Synchronization
- Hardware-embedded Security
- Identity and Access Management (IAM)
- Identity Assurance and Strong Authentication
- Network Security Usability
- Secure Containerization and MDM
- Secure Software Development
- Software Defined Networking (SDN)
- Tokenization