



HFS Hot Vendor:

SecurityHQ

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Introduction

The HFS Hot Vendors are an exclusive group of emerging players, each with a differentiated value proposition for the HFS OneOffice or HFS OneEcosystem. HFS analysts speak with numerous exciting startups and emerging players.

We designate a select group as HFS Hot Vendors based on their offerings' distinctiveness, ecosystem robustness, client impact, financial position, and the impact in our OneOffice and/or OneEcosystem Frameworks. The HFS Hot Vendors may not (at the time of writing) have the scale and size to be featured in our Top 10 reports, but they have the vision and strategy to impact and disrupt the market.

Advanced managed security service provider putting people at the forefront of its strategy

Author: Ralph Aboujaoude Diaz

SecurityHQ is a global managed security service provider (MSSP) that supports its partners and customers in detecting, monitoring, and responding to cyber threats on a real-time and continuous basis.

SecurityHQ combines in-depth security expertise with cutting-edge technology and processes. The company helps its customers protect their IT virtual assets, cloud, and traditional infrastructures continuously, at a fraction of the cost it would take to build an in-house security operation center (SOC). SecurityHQ owns and operates out of six SOCs spread across the United Kingdom, the Middle East, the Americas, India, and Australia. The SOCs combine threat intelligence capabilities and deep domain expertise to analyze and contextualize security events and ultimately produce actionable insights for their customers.

At the core, its people are the strong foundation of SecurityHQ. The company's philosophy is that technology is a critical enabler but certainly not the only one. With a team of more than 280 qualified and experienced specialists, SecurityHQ believes that the right combination of tools, skills, people, and processes is essential to tackle modern security threats proactively and effectively.

SecurityHQ's success is largely due to its unified security management platform, the SecurityHQ

Response platform. The platform allows clients to orchestrate security operations, enable collaboration, prioritize incidents, visualize risks, and facilitate integration with IT service management (ITSM), security information and event management (SIEM), and security orchestration, automation, and response (SOAR) platforms. The SecurityHQ Response provides modern standards around data-driven documentation and interactive visualization so that information can be presented quickly and intuitively to SOC teams and customers.

SecurityHQ won the IBM Beacon Award in 2021 for Outstanding Security Solution, recognizing innovators, creators, and thinkers using next-generation technology like hybrid cloud and artificial intelligence to power innovative solutions for partners and their customers.

In due diligence interviews, customers highlighted the client-centered and tailored services SecurityHQ consistently offers and its ability to deliver true capabilities at scale, thanks to its ongoing investment in people, process, and technology. They also praised SecurityHQ's ability to improve its services with minimal disruption and modernize operational processes with best-in-class technology. One thing in particular that stood out is the availability and responsiveness of operational teams and top-level executives.

HFS' take

HFS designated SecurityHQ as an HFS OneOffice™ Hot Vendor because of its distinctive approach to managed security services, which allows the seamless linking of its core platform and data with its employees, customers, and partner experiences. With a relentless focus on anticipating customer needs and improving processes, security experts in SecurityHQ constantly assess emerging risks customers face in their respective markets, allowing them to proactively collaborate with an extensive partner ecosystem to enable the right solutions and quickly recalibrate back-office processes to stay ahead of the changing threat landscape.

Engineers built SecurityHQ from the ground up, and the people who started SecurityHQ are still running the business today, a strong indication of their collective confidence in SecurityHQ's business fundamentals and growth prospects and, more importantly, their commitment to

shaping the future of the company.

The focus of SecurityHQ's Research and Development in the last few years has been on improving insights through personalization and advanced analytics and increasing collaboration through mobile and social interactions. The company significantly invested in the SecurityHQ Response mobile app to enable incident handling from the customer's mobile device and desktop, anywhere, anytime. It also enables customers to collaborate in real-time with SOC teams, sharing incident data and coordinating response plans.

SecurityHQ's vision is to expand its services globally with an aggressive push into the US market and penetration of new markets, such as Latin America. The company is also looking at continuous expansion in its current markets, EMEA (Europe, Middle East, and Africa) and APAC (Asia Pacific). The company is aiming to expand its SOCs in the next two years.

Vendor factsheet

- **Founded:** 2003
- **Key executives:** Feras Tappuni (CEO), Chris Cheyne (SOC Director & CTO), Sanket Khanolkar (COO), Radmila Blazheska (CMO)
- **Funding:** SecurityHQ is privately owned and self-funded through revenue and debt financing
- **Clients:** 150+ clients

Solution portfolio: From endpoint protection to digital risk and threat monitoring, SecurityHQ offers a wide range of services that fall under the following categories:

- **Managed Detection & Response Services:** Including Managed Detection & Response (MDR), Extended Detection & Response (XDR), Network Detection & Response (NDR), Endpoint Detection & Response (EDR), Managed Azure Sentinel, Digital Forensics & Incident Response
- **Managed Security Services:** Including Managed Firewall (FW), Managed Endpoint

Protection (EPP), Managed Email Gateway (EG), Managed Data Security, Managed Digital Risk & Threat Monitoring

- **Cyber Risk Management Services:** Including Penetration Testing (PT), Vulnerability Management as a Service, CISO as a Service, Security Controls Assessment

Industry coverage: Growing industry presence in several verticals, including transport, energy, manufacturing, media, communication, government, finance, healthcare, legal, retail, education, technology, public sector

Technology partnerships: IBM, Microsoft, CrowdStrike, SentinelOne, Cortex, Bitdefender, Radar, Cloudflare, Firemon, Qlik, Qualys, Invicti Security, Darktrace, Digital Shadows, VirusTotal (Google)

Service provider partners: Threatscape, VISO Cyber Security, ActivEdge Technologies, BSE, BTAS, Bytes, Data3, Datrix, LAN3, Phoenix, TBM, NetMonastery



About HFS

Insight. Inspiration. Impact.

HFS is a unique analyst organization that combines deep visionary expertise with rapid demand side analysis of the Global 2000. Its outlook for the future is admired across the global technology and business operations industries.

Its analysts are respected for their no-nonsense insights based on demand side data and engagements with industry practitioners.

HFS Research introduced the world to terms such as "RPA" (Robotic Process Automation) in 2012 and more recently, the HFS OneOffice™. The HFS mission is to provide visionary insight into the major innovations impacting business operations such as Automation, Artificial Intelligence, Blockchain, Internet of Things, Digital Business Models and Smart Analytics.

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