



CLAROTY
Clarity for OT Networks

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Claroty Extends Leadership Position in Industrial Cybersecurity in 2017

Triple-Digit Business Growth, Strategic Partnerships, Product Updates and Industry Accolades are Highlights as Claroty Strengthens its Global Market Position

NEW YORK – February 28, 2018 – [Claroty](#), the leader in operational technology (OT) network protection, today announced business highlights from its second year of operations since its public launch as a company. Notable achievements include year-over-year bookings growth of over 300% as well as nearly tripling the number of customers protected by Claroty technology.

Other Claroty milestones include a major upgrade to the award-winning Claroty Platform, announcement of multiple strategic partnerships, and the addition of several key executives, including naming security industry icon [Dave DeWalt](#) as the Chairman of its Board of Directors. DeWalt, former Executive Chairman of FireEye and CEO of McAfee, brings a substantial track record of identifying innovative, high-growth security companies and fueling their market dominance.

Significant Year-Over-Year Growth

Claroty achieved year-over-year bookings growth of 327%, primarily driven by new business from direct sales and contributions from several new channel partnerships. This also resulted in 357% year-over-year growth in Claroty's customer base. The company now has production installations across six continents in nine vertical markets, including oil and gas, electric utilities, manufacturing, chemical, pharmaceutical, water, food and beverage, and mining.

"I am very pleased with the company's performance through the last year. The rate at which businesses globally are adopting the Claroty Platform to secure their ICS networks has exceeded our expectations," said Amir Zilberstein, Claroty Co-founder and CEO. "With a very robust sales pipeline, our recent [S4x18 ICS Detection Challenge](#) win, and the release of the new [Security Posture Assessment](#) product, I believe we are extraordinarily well-positioned to deliver even stronger results in 2018."

Remote Access Management and Threat Detection Enhancements Introduced

Claroty's momentum was bolstered by the release of a major upgrade to its flagship Claroty Platform during 2017. The upgrade included the availability of [Secure Remote Access](#), a core element of the platform which enables OT asset owners to control, manage and audit remote access to critical industrial systems, and eliminates a critical attack pathway.

In addition, the upgrade release included several enhancements to the company's Continuous Threat Detection product, including more granular contextual alerts, a redesigned user interface, and enhanced network insights which enable asset owners to continuously monitor their systems for new vulnerabilities and prioritize patch management activities.

The company also announced the successful certification of the Claroty Platform with the widely used RSA® NetWitness® Suite. After extensive collaboration and testing by Claroty and RSA, the solutions can share information to assist security teams with forensic analysis and incident response related to abnormal and malicious behavior in critical infrastructure and other OT networks.

Channel Partnerships Fuel Global Expansion

Throughout 2017, Claroty established strategic partnerships with several global leaders in industrial automation and cybersecurity. These relationships helped the company accelerate sales performance and expand into new international markets. New partners include:

- Rockwell Automation – the world's largest company dedicated to industrial automation and information
- Schneider Electric – a €25 billion global specialist in energy management and automation
- Dimension Data – an \$8 billion global technology integrator and managed services provider
- Kudelski Security – a Swiss cybersecurity solution provider with over 300 employees in Europe and the United States
- Leidos – a Fortune 500® science and technology solutions and services leader

Executive Appointments

Claroty continues to attract world-class talent and made several key appointments to its executive team in 2017. In addition to naming DeWalt Chairman of the Board of Directors, other appointments included:

- Yuval Tzeiri – Chief Operating Officer. Prior to joining Claroty, Tzeiri was Vice President of Global Information Technology & Innovation at Amdocs, a \$4 billion software and services provider.
- Yaron Paryanty – Vice President of Product Management. Paryanty previously held a variety of engineering and product management roles at CyberArk, the global leader in privileged account security.
- Yuval Ofir – Vice President of Research and Development. Ofir previously held a variety of senior R&D positions at multiple cybersecurity companies and the Israel Defense Forces.
- Ramse Rogers – Senior Director of Channel Sales. Prior to joining Claroty, Rogers held similar positions with Securonix and Optiv.

Industry Accolades

Claroty's OT cybersecurity platform received broad industry recognition for innovation throughout 2017. Among the awards and accolades were:

- Cybersecurity Excellence Awards – Winner in the ICS/SCADA Security category
- American Security Today 2017 'ASTORS' Homeland Security Awards – Platinum Award Winner in the Best Cyber Critical Infrastructure Solution category
- Cyber Defense Magazine 2017 InfoSec Awards – Leader in the ICS/SCADA Security category
- RSA Conference Innovation Sandbox Contest – Finalist

- CRN – Named Claroty to several lists, including 10 Coolest IoT Startups of 2017, 15 Coolest Industrial IoT Companies, and The Most Innovative Security Products Of 2017

About Claroty

Headquartered in New York and launched as the second startup from the famed Team8 foundry, Claroty combines elite management and research teams and deep technical expertise from both IT and OT disciplines, with backing from premier investors such as Bessemer Venture Partners and Innovation Endeavors. With an unmatched understanding of ICS, SCADA and other essential OT/IIoT systems, the Claroty team is building an unparalleled suite of integrated products addressing the full spectrum of cybersecurity protection, control, detection and response requirements. For more information, visit www.claroty.com.

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