



# Vectra company backgrounder

## Executive leadership

Hitesh Sheth, *president and CEO*

Oliver Tavakoli, *chief technology officer*

Howie Shohet, *chief financial officer*

Kevin Moore, *senior vice president of worldwide field operations*

Didi Dayton, *vice president of worldwide channels and alliances*

Jennifer Wang, *vice president of customer success*

Mike Banic, *vice president of marketing*

Kevin Kennedy, *vice president of product management*

Jason Kehl, *vice president of engineering*

Aaron Bean, *vice president of human resources*

Gerard Bauer, *vice president of EMEA sales*



Vectra® is the world leader in applying artificial intelligence to detect and respond to cyberattackers in real time while empowering security analysts to perform conclusive incident investigations and AI-assisted threat hunting.

Powered by AI, Vectra and its flagship Cognito® platform enable the world's most consequential enterprise organizations to automatically detect hidden cyberattacks and empower threat hunters to conduct conclusive incident investigations.

Comprehensive, enterprise-wide cyberattack detection and response are mandatory in today's vulnerable data environments and the stakes have never been higher. No other company comes close to Vectra in proactively hunting down cyberattackers and reducing business risk.

Our core team consists of threat researchers, white hats, data scientists, security engineers, and UI designers. We're passionate and committed to making a difference in a world where cybersecurity is a paramount concern, and we constantly push the boundaries of what's possible to drive the next-generation of security.

## What makes Vectra unique

Cognito Detect™ and its equally powerful AI counterparts, Cognito Recall™ and Cognito Stream™, are the cornerstones of the Cognito platform.

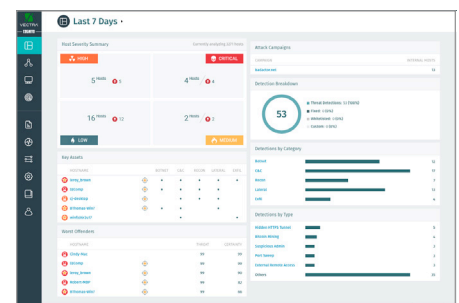
Cognito Detect automates the real-time detection of hidden attackers in cloud and data center workloads and user and internet-of-things devices while giving Cognito Recall a logical starting point to perform AI-assisted threat hunting and conclusive incident investigations.

Cognito Stream delivers enterprise-scale network metadata enriched with security insights in Zeek format to data lakes and security information and event management (SIEM) applications without the complexity, constant tuning and scale limitation of open-source Zeek.

The genesis of the Cognito platform is based on a simple principle for finding hidden threats: Use an authoritative source of data and seek out the fundamental threat behaviors that cybercriminals can't avoid when they carry out an attack.

To do this, the Cognito platform relies on the only source of truth during a cyberattack – network traffic. Only traffic on the wire – in cloud, data center and enterprise environments – reveals the truth with fidelity and independence. Low-fidelity perimeter security only shows what you've already seen, not the hidden attacks that were missed.

The Cognito platform delivers a far more efficient way of analyzing network traffic at scale. Instead of traditional payload inspection, it uses AI, machine learning and behavioral traffic analysis to expose the fundamental behaviors of attackers as they spy, spread, and steal in the network – even in encrypted traffic.



In real time, the Cognito platform detects, prioritizes, scores and correlates cyberattacks with compromised host devices

## Cutting-edge threat research

The Vectra Threat Labs™ operates at the precise intersection of security research and data science. Lab researchers take unexplained phenomena seen in customer networks and dig deeper to find the underlying reasons for the observed behavior.

Security industry experts in the Vectra Threat Labs each have over a decade of experience in reverse engineering, exploit development and incident response from security research organizations at IBM, eEye Digital Security, Juniper, ISS, and the U.S. Department of Defense.

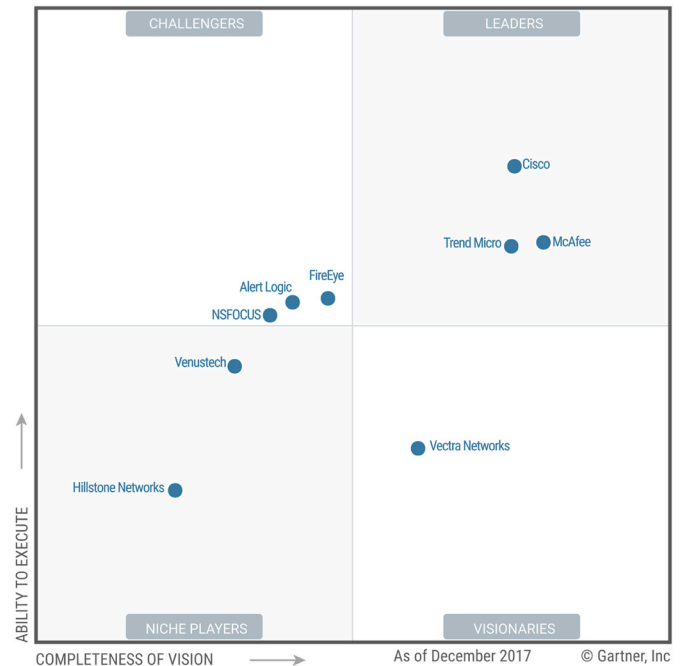
Vectra researchers identify, investigate and report on a wide range of cyberattacks, security vulnerabilities and threat behaviors that are largely unknown to the world. With data sets from the research team, data scientists develop the machine learning and behavioral analysis behind the AI in the Cognito platform.

Reports, bulletins and blogs issued by the Vectra Threat Labs zero-in on attackers' goals, place them in the context of the broader campaign that attackers wage, and provide insights into durable ways in which threats can be rapidly detected and mitigated.

Focusing on the underlying goals of attackers and thinking about the possible methods they use to achieve them lead to detection methods that are incredibly effective for extended periods of time. This ensures that the security posture of our customers is not a constant race against time.

## Vectra in the 2018 Gartner Magic Quadrant for IDPS

In January 2018, Gartner, Inc. positioned Vectra as the only visionary in the Magic Quadrant for Intrusion Detection and Prevention Systems (IDPS)\*. The Gartner report provides an extensive overview of the IDPS market and evaluates vendors based on completeness of vision and ability to execute.



Source: Gartner (January 2018)

\*Gartner, Inc., IDPS Magic Quadrant, Craig Lawson, January 10, 2018 GARTNER is a registered trademark and service mark of Gartner, Inc. and/or its affiliates in the U.S. and internationally, and is used herein with permission. All rights reserved. This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

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Bruce Armstrong, *operating partner, Khosla Ventures*

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