



FROST & SULLIVAN
INSTITUTE

Frost & Sullivan Institute
**Enlightened Growth Leadership Awards - Emerging
Companies**

Companies Driving a Sustainable Future, 2023.



Congratulations!

Frost & Sullivan Institute, in partnership with Frost & Sullivan, is proud to present Wiz Inc. with the Enlightened Growth Leadership Award for Emerging Companies¹, 2023.

Frost & Sullivan's global team of growth pipeline experts continuously identifies and evaluates growth opportunities across multiple industries, technologies, and regions of the world. As the world emerges into a new norm, it is becoming increasingly important for companies to leverage opportunities to shed old ways of thinking, build value chains that leave no stakeholders behind, and create foundations for stable growth to thrive in these new environments. We globally identify startups that exhibit a proactive approach in leveraging their business practices to drive 'innovation to zero'. These companies prioritize addressing global priorities through the development of groundbreaking products and services. This approach involves deep strategic deliberation around best practices and the development of core analytics across the entire value chain of specific products and services. Against the backdrop of these analytics, Frost & Sullivan Institute, in partnership with Frost & Sullivan, recognizes Wiz Inc. for its valuable achievement.

Frost & Sullivan strictly reserves this recognition to companies at the innovation to zero and growth forefront in their respective industries. These companies demonstrate proactivity in utilizing business practices to 'innovate to zero' while also leveraging technology and innovation to cover a previously unserved market segment.

Moreover, this recognition is the result of many individuals (employees, customers, partners, and investors), making critical decisions every single day to support the organization and meaningfully contribute to its own future in a sustainable and socially responsible way. Frost & Sullivan in partnership with Frost & Sullivan Institute enthusiastically acknowledges and celebrates their contributions. Once again, congratulations on your accomplishments, and we wish you great success in the future.

Sincerely,

David Frigstad

Chairman, Frost & Sullivan and Executive Director, Frost & Sullivan Institute

¹ Emerging Companies: For the purpose of this award, we define Emerging Companies as companies that are 3-5 years in the market and have products/services focused on innovating global challenges to zero.



Best Practices Criteria for World-Class Performance

Frost & Sullivan Institute leverages Frost & Sullivan's rigorous analytical process to evaluate multiple nominees for each award category before determining the final award recipient. The process involves a detailed evaluation of best practices criteria for each nominated company.



Introduction

In the face of the numerous challenges that our planet encounters, emerging companies find themselves navigating through a dynamic and constantly evolving business landscape. Moreover, these challenges also present opportunities for innovation and technology leverage to achieve long-term competitiveness and healthy growth within a reasonable period. By innovating to zero on global priorities, emerging companies can stay competitive and make a meaningful difference in the world. To succeed, emerging companies must differentiate themselves from competitors by filling market gaps and embracing disruptive technologies. By surpassing existing standards and fostering innovation, they can pave the way for a sustainable future.

About the Company

Wiz Inc. is a cloud-based service provider startup based in the United States. Wiz Inc. has secured \$300 million worth of funding to be valued at \$10 billion, becoming the fastest start-up to reach this valuation. The company leverages innovations in cloud computing to provide exemplary services in digital security. Backed by major investors like Blackstone Inc., Index Ventures, and Advent International, Wiz Inc. has secured 35% of Fortune 100 companies as its clients. It has further managed to collaborate with institutions like Google, Azure, and Oracle Cloud Infrastructure to integrate its services with existing cloud-computing service providers.



Award Justification

- **'Innovating to Zero' on Global Priorities**

Wiz Inc. bases its products on enabling companies to work in secure cloud environments. The company offers Cloud Security Posture Management (CSPM) which continuously detects and remediates misconfigurations from build time to runtime across the cloud. It also provides Cloud Detection and Response (CDR) which detects, investigates, and responds to cloud threats and collects samples, workload logs, and other forensics from cloud workloads. Furthermore, its Cloud Native Application Protection Platform (CNAPP) scans the entire cloud environment, provides context and prioritization on the most pressing risks and enables secure practices across the development pipeline and runtime. Additionally, it offers Cloud Infrastructure Entitlement Management (CIEM) to analyze cloud entitlement and auto-generate least privilege policies across the cloud to help teams visualize, detect, prioritize, and remediate identity (IAM) risks. Wiz Inc. also offers services like Integrated Data Exposure Protection, Agentless Cloud Native Vulnerability Management, automated compliance against industry standards like HIPPP and GDPR, as well as frameworks tailor-made for the client. Wiz Inc.'s product and service offerings are helping businesses innovate to zero: zero non-compliance, zero misconfigurations, zero security breaches, and zero vulnerabilities.

"Wiz Inc. has challenged traditional cybersecurity practitioners' siloed threat detection practices to a more holistic approach. To date, the company has secured more than 5 million cloud workloads, scanning 230 billion files a day for threats and misconfigurations."

**-Abhash Raj Subedi, Research Analyst,
Frost & Sullivan Institute**

Wiz Inc. has challenged traditional cybersecurity practitioners' siloed threat detection practices to a more holistic approach. To date, the company has secured more than 5 million cloud workloads, scanning 230 billion files a day for threats and misconfigurations. In addition to its products and services offerings, they actively contribute to the cloud computing security industry by researching and publishing various cloud

vulnerabilities and potential solutions to those threats on their blog. Furthermore, Wiz Inc. has also contributed to the building of an online database of all known cloud service provider security issues and contributed to building a cloud isolation framework: tools that help security researchers worldwide plug shortcomings in their own systems.



Conclusion

The Frost and Sullivan Institute lauds innovations made by Wiz Inc. in the cloud computing business in a relatively short period of time. Data leaks from cloud computing systems is one of the pressing issues of our time. Sensitive information has been released in the public domain due to poor security protocols and threat monitoring. Wiz Inc. tackles the problem by taking a holistic approach to innovate cybersecurity threats and privacy concerns to zero. Their products offer holistic, real-time, priority-based threat detection products. Furthermore, their contributions in the form of research, frameworks, and publicly accessible databases have accelerated the innovation to zero in the field of cloud security. For this Frost and Sullivan Institute awards Wiz Inc. with the Enlightened Growth Leadership Awards for Emerging Companies, 2023.



What You Need to Know about the Enlightened Growth Leadership Recognition

Frost & Sullivan Institute, in partnership with Frost & Sullivan, has announced the first edition of the Enlightened Growth Leadership Awards - Emerging Companies: Companies Driving Sustainable Future, 2023.

With the rising challenges caused by climate change, inequality, and access to technology, it becomes increasingly important for companies to create novel solutions and develop products and services to innovate to zero. The Enlightened Growth Leadership Awards recognize emerging organizations committed to making the world a better place and are part of the solution to challenges our world faces today.

The emerging companies we have identified demonstrate proactivity in utilizing business practices to 'innovate to zero' and address global priorities through their products and services. These Companies represent the startups globally that we have identified as moving the world in the right direction.

Best Practices Award Analysis

For the Enlightened Growth Leadership Award, Frost & Sullivan analysts independently evaluated the criteria listed below.

'Innovating to Zero' on Global Priorities: The company demonstrates proactivity in 'Innovating to Zero' in terms of one or more of the following global priorities that form the seven pillars of the Frost & Sullivan Institute:

- i) **Environment:** Environmental initiatives can include climate change, vulnerable groups, behavioral change, international governance, waste management, or others.
- ii) **Education:** Education can encompass equal access, gender parity, EdTech, quality education, education resources, vocational training, or others.
- iii) **Infrastructure:** Infrastructure can incorporate infrastructure as a basic right, technology and infrastructure, environment and infrastructure, urban infrastructure, and financing models, among others.



- iv) **Healthcare:** Healthcare can comprise healthcare crisis, mental health, finance, healthcare systems, advanced healthcare, and technology and healthcare, among others.
- v) **Security:** Human security can refer to transnational governance, human security, food security, or others.
- vi) **Human Rights:** Human rights can involve governance, special group rights, justice, or other such elements.
- vii) **Economics:** Economics can pertain to inequality, new economic regime, FinTech, behavioral change, or others.

Growth Excellence: The company demonstrates healthy growth over a span of 10 years. It focuses on short-term and long-term growth strategies to maintain a superior industry position. The executive team's vision aligns with the company's growth strategy, effectively translating this vision into growth. The socially responsible organization enforces strategies to increase its share of the customer wallet, successfully differentiating itself from competitors and positively impacting its market share. It also adopts strategies to build upon achieved growth and sustain continued growth while highlighting best practices for sustainable development.

Innovation and Technology: The company incorporates or uniquely leverages technology, standing out among the competition. The technology addresses key future needs and applications and is disruptive to or supersedes existing technologies. The company's technology or technology leverage can be diversely applicable or has created new markets or applications where none existed before. It has introduced creative features and functionality by jumping through hoops to convert its vision into a reality. The organization has a structured process or best practices to incubate new technologies developed internally or through strategic partnerships. The company's innovations or technology incorporation has the potential to become an industry standard.



About Frost & Sullivan Institute

Frost & Sullivan Institute (FSI) is a non-profit organization dedicated to utilizing business practices to address global priorities. The genesis of the institute goes back to our vision of either creating or becoming part of a solution that addresses threats to humanity. Frost & Sullivan Institute has identified strategic imperatives for transformation and believes that by using a Socratic approach, we can truly accelerate innovation to zero. The Institute works in collaboration with leading analyst teams, its internal research team, industry experts, and other partners. It works closely with Frost & Sullivan Inc. to leverage in-house thought leadership in order to identify opportunities for transformation that will arise from innovation, disruptive technologies, and overarching megatrends that will alter the world as we know it today. To learn more about FSI, visit <https://www.frostandsullivaninstitute.org/>.

About Frost & Sullivan

Frost & Sullivan is the Growth Pipeline Company™. We power our clients to a future shaped by growth. Our Growth Pipeline as a Service™ provides the CEO and the CEO's growth team with a continuous and rigorous platform of growth opportunities, ensuring long-term success. To achieve positive outcomes, our team leverages over 60 years of experience, coaching organizations of all types and sizes across 6 continents with our proven best practices. To power your Growth Pipeline future, visit Frost & Sullivan at <http://www.frost.com>.

The Growth Pipeline Engine™



Frost & Sullivan's proprietary model to systematically create ongoing growth opportunities and strategies for our clients is fuelled by the Innovation Generator™.

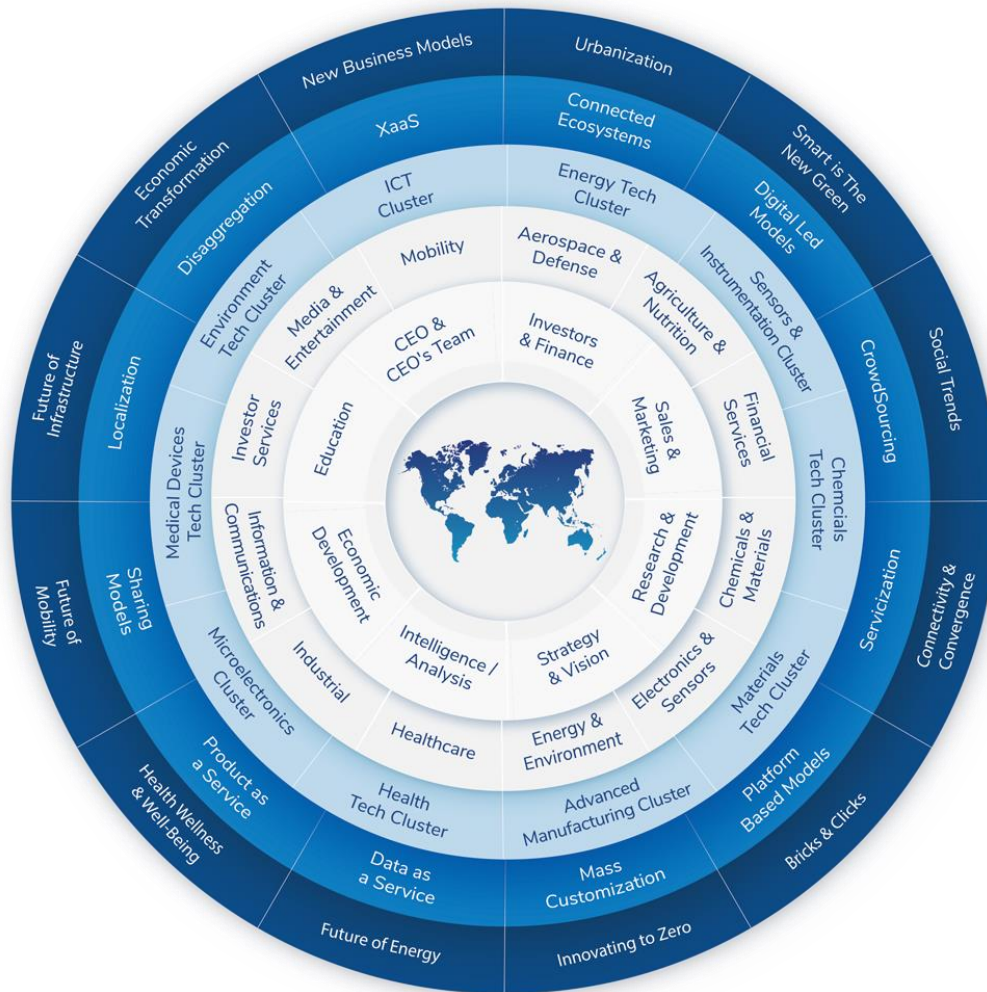
Key Impacts:

- **Growth Pipeline:** Continuous flow of Growth opportunities
- **Growth Strategies:** Proven Best Practices
- **Innovation Culture:** Optimized Customer Experience
- **ROI & Margin:** Implementation Excellence
- **Transformational Growth:** Industry Leadership



The Innovation Generator™

Our six analytical perspectives are crucial in capturing the broadest range of innovative growth opportunities, most of which occur at the points of these perspectives.



Analytical Perspectives:

- Mega Trend (MT)
- Business Model (BM)
- Technology (TE)
- Industries (IN)
- Customer (CU)
- Geographies (GE)



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