# Dossier: NOZOMI NETWORKS, INC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,249,749.00

**Award Date:** 2024-02-09

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

Nozomi Networks, Inc. is a US-based cybersecurity company specializing in Operational Technology (OT) and Industrial Control Systems (ICS) security. Their primary business focuses on providing real-time visibility, threat detection, and asset management solutions for industrial networks and critical infrastructure. Their core mission is to protect these essential operations from cyber threats, ensuring uptime, safety, and reliability. The company addresses the growing need for specialized cybersecurity solutions tailored to the unique challenges of OT/ICS environments, which often differ significantly from traditional IT networks in terms of protocols, devices, and risk profiles. Nozomi Networks' unique value proposition lies in its deep understanding of industrial protocols, its ability to passively discover and map OT/ICS assets, and its AI-powered threat detection capabilities that identify anomalies and malicious activity without requiring intrusive network scanning.

**Technology Focus:**

* Vantage Platform:\*\* A cloud-based SaaS platform providing comprehensive OT & IoT security visibility, threat detection, and incident response capabilities across distributed industrial environments. This includes automated asset discovery, vulnerability assessments, and behavioral anomaly detection.
* Guardian:\*\* A physical and virtual appliance for on-premises network monitoring and threat detection. Deploys passively without impacting network operations. Utilizes advanced machine learning and behavioral analysis to identify cyber threats.

**Recent Developments & Traction:**

* January 2024:\*\* Announced the acquisition of LORIOT, a global LoRaWAN network server provider, expanding Nozomi Networks' capabilities in IoT/OT security.
* October 2023:\*\* Announced integration with Claroty's xDome, enabling customers to leverage combined capabilities for enhanced visibility and security.
* October 2021:\*\* Raised $100 million in Series E funding led by Triangle Peak Partners, bringing the total funding to $200 million to continue global expansion and product innovation.

**Leadership & Team:**

* Edgard Capdevielle, CEO:\*\* Extensive experience in enterprise software and cybersecurity, including leadership roles at Imperva and Citrix.
* Moreno Carullo, CTO:\*\* Deep expertise in industrial cybersecurity and OT/ICS protocols. Previously led industrial cybersecurity research and development at Trend Micro.

**Competitive Landscape:**

* Claroty:\*\* A direct competitor offering similar OT/ICS security solutions. Nozomi Networks differentiates itself through its emphasis on ease of deployment, comprehensive OT protocol support, and AI-driven threat detection, as well as a broadening offering in IoT with the Loriot acquisition.

**Sources:**

* [https://www.nozominetworks.com/](https://www.nozominetworks.com/)
* [https://www.securityweek.com/nozomi-networks-acquires-loriot-to-expand-iot-security-capabilities/](https://www.securityweek.com/nozomi-networks-acquires-loriot-to-expand-iot-security-capabilities/)
* [https://www.nozominetworks.com/news/nozomi-networks-announces-clarity-integration/](https://www.nozominetworks.com/news/nozomi-networks-announces-clarity-integration/)
* [https://www.prnewswire.com/news-releases/nozomi-networks-secures-100-million-in-series-e-funding-to-further-accelerate-growth-and-innovation-301398746.html](https://www.prnewswire.com/news-releases/nozomi-networks-secures-100-million-in-series-e-funding-to-further-accelerate-growth-and-innovation-301398746.html)