# Dossier: TETRATE.IO, INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,249,853.00

**Award Date:** 2024-08-01

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

Tetrate.io, Inc. is a service mesh company that provides enterprise-grade solutions for managing application networking complexity in multi-cloud and hybrid environments. Their primary business is building and offering a commercially supported platform based on Istio, the open-source service mesh, enabling organizations to secure, observe, and manage traffic flow between microservices. Their core mission is to simplify the adoption and operation of service mesh technology, allowing enterprises to focus on their core business applications rather than the underlying networking infrastructure. Tetrate aims to solve the problems of managing distributed applications, ensuring security and compliance, and optimizing performance across diverse deployment environments. Their unique value proposition lies in offering a fully supported and hardened Istio distribution, along with enterprise-grade features and expertise, streamlining service mesh adoption and enabling Zero Trust architectures.

**Technology Focus:**

* Tetrate Service Bridge (TSB):\*\* A comprehensive platform built on Istio that provides a unified control plane for managing service meshes across multiple clusters and environments. TSB offers features such as centralized policy management, global load balancing, security hardening, and advanced observability.
* GetEnvoy:\*\* A commercially supported distribution of Envoy Proxy, designed for high performance and scalability. GetEnvoy provides a secure and reliable proxy for handling ingress and egress traffic, and can be used as a standalone proxy or integrated with Tetrate Service Bridge.

**Recent Developments & Traction:**

* Series B Funding (June 2021, $40 Million):\*\* Led by Sapphire Ventures, with participation from Scale Venture Partners, Dell Technologies Capital, Sorenson Capital, and Samsung NEXT. This funding was intended to accelerate product development and expand the company's go-to-market efforts.
* Integration with AWS Marketplace (Ongoing):\*\* Tetrate has made its solutions available on the AWS Marketplace, simplifying the deployment and management of service meshes for AWS customers.
* Focus on Zero Trust Architecture:\*\* Tetrate has increasingly emphasized its solutions' role in enabling Zero Trust architectures, highlighting features such as mutual TLS authentication, policy enforcement, and network segmentation.

**Leadership & Team:**

* Varun Talwar (Co-Founder & CEO):\*\* Previously a software engineer at Google, where he worked on Borg, Google's internal cluster management system (precursor to Kubernetes).
* Manish Saxena (Co-Founder & CTO):\*\* Previously a software engineer at Google, where he worked on the Google Cloud Platform and contributed to the development of Kubernetes.

**Competitive Landscape:**

* HashiCorp (Consul):\*\* HashiCorp Consul offers service discovery, service mesh, and configuration management capabilities. Tetrate differentiates itself through its deep expertise and focus on Istio, providing a more comprehensive and enterprise-grade solution specifically built around the Istio ecosystem.
* Solo.io (Gloo Mesh):\*\* Solo.io Gloo Mesh is another service mesh platform provider. While Gloo Mesh also supports Istio, Tetrate differentiates itself through its commercially supported Envoy distribution (GetEnvoy) and a more comprehensive enterprise-focused platform (TSB).

**Sources:**

* [https://www.tetrate.io/](https://www.tetrate.io/)
* [https://techcrunch.com/2021/06/23/tetrate-nabs-40m-series-b-to-help-companies-manage-their-microservices/](https://techcrunch.com/2021/06/23/tetrate-nabs-40m-series-b-to-help-companies-manage-their-microservices/)
* [https://www.prnewswire.com/news-releases/tetrate-secures-40-million-in-series-b-funding-to-help-enterprises-simplify-application-networking-301318859.html](https://www.prnewswire.com/news-releases/tetrate-secures-40-million-in-series-b-funding-to-help-enterprises-simplify-application-networking-301318859.html)
* [https://aws.amazon.com/marketplace/seller-profile/id/e3db3835-6ef1-4158-9958-85115d929815](https://aws.amazon.com/marketplace/seller-profile/id/e3db3835-6ef1-4158-9958-85115d929815)