# Dossier: Tidelift, Inc.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,249,949.00

**Award Date:** 2024-09-10

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

Tidelift, Inc. is a managed open source subscription provider focused on improving the security, maintainability, and reliability of the open source software (OSS) supply chain for enterprises. Their core mission is to empower organizations to confidently use open source software at scale by providing assurances, guarantees, and expert support. They address the problems of unknown vulnerabilities, licensing compliance issues, and the burden of maintaining and securing open source components. Tidelift's unique value proposition lies in providing a proactive, curated, and managed OSS solution that mitigates risks associated with open source adoption, while simultaneously supporting the independent open source maintainers that create and sustain this critical infrastructure. They act as an intermediary, ensuring both enterprise users and OSS creators benefit from the ecosystem.

**Technology Focus:**

* Tidelift Subscription:\*\* Provides enterprises with a catalog of vetted and managed open source components, ensuring security, licensing compliance, and maintainability. This includes proactive vulnerability monitoring, patching, and remediation guidance. The catalog covers a wide range of languages and ecosystems including Python, JavaScript, Java, PHP, Ruby, and .NET.
* Tidelift Lift:\*\* A tool that integrates into existing development workflows (CI/CD pipelines) to automatically analyze open source dependencies for security vulnerabilities, licensing issues, and maintenance risks, offering real-time feedback to developers. Lift aims to shift security left by integrating OSS risk assessment directly into the development process.

**Recent Developments & Traction:**

* $27 Million Series C Funding (May 2021):\*\* Led by Georgian, with participation from existing investors including Costanoa Ventures, General Catalyst, and Foundry Group. The funding was intended to accelerate product development and expand market reach.
* Partnership with Snyk (Ongoing):\*\* Integration with Snyk's vulnerability database to enhance the Tidelift Subscription's ability to identify and remediate open source security risks. This collaboration aims to provide comprehensive vulnerability insights and remediation guidance.
* Expansion of Supported Ecosystems and Capabilities (Ongoing):\*\* Continued addition of new open source ecosystems and capabilities to the Tidelift Subscription, focusing on emerging technologies and addressing evolving security threats. This demonstrates a commitment to continuous improvement and adaptation to market needs.

**Leadership & Team:**

* Donald Fischer (Co-founder and CEO):\*\* Experienced entrepreneur with a background in open source software and cloud computing. Prior to Tidelift, he co-founded and led multiple successful startups in the technology space.
* Luis Villa (Co-founder):\*\* Previously General Counsel at the Wikimedia Foundation and has a strong background in open source licensing and community development. His expertise is crucial for navigating the complexities of the open source landscape.

**Competitive Landscape:**

* Sonatype:\*\* Offers a similar suite of tools for managing open source dependencies, including vulnerability scanning, license compliance, and artifact repository management.
* Contrast Security:\*\* Focuses on runtime application self-protection (RASP) and interactive application security testing (IAST), but also provides capabilities for managing open source risks within applications.

Tidelift differentiates itself through its managed subscription model, which provides ongoing support, remediation guidance, and assurance regarding the security and maintainability of the open source components, offering a more comprehensive solution compared to purely automated scanning tools.

**Sources:**

1. [https://www.tidelift.com/](https://www.tidelift.com/)

2. [https://techcrunch.com/2021/05/05/tidelift-raises-27-million-to-manage-open-source-supply-chains/](https://techcrunch.com/2021/05/05/tidelift-raises-27-million-to-manage-open-source-supply-chains/)

3. [https://www.prnewswire.com/news-releases/tidelift-raises-27-million-to-help-organizations-securely-manage-their-open-source-dependencies-301283503.html](https://www.prnewswire.com/news-releases/tidelift-raises-27-million-to-help-organizations-securely-manage-their-open-source-dependencies-301283503.html)

4. [https://snyk.io/press-releases/snyk-and-tidelift-partner-to-help-organizations-secure-open-source-dependencies/](https://snyk.io/press-releases/snyk-and-tidelift-partner-to-help-organizations-secure-open-source-dependencies/)