

Competitor Analysis

Company	Location	Type	Price Range	Sector Specialization (1-10)	AI Capabilities (1-10)	Solution Breadth (1-10)	Compliance Automation (1-10)
CyberSecure AI	Texas	Education/Gov't Specialist	\$25K-250K	9	9	8	9
AT&T Cybersecurity	Dallas, TX	Texas-based	\$80K-300K+	5	7	9	7
Forcepoint	Austin, TX	Texas-based	\$50K-200K	6	8	7	7
FireEye/Mandiant	Dallas, TX	Texas-based	\$100K-500K+	6	9	8	6
Alert Logic	Houston, TX	Texas-based	\$20K-100K	5	6	7	7
CrowdStrike	National	National	\$75K-250K+	4	10	7	6
SentinelOne	National	National	\$40K-150K	4	9	5	5
Palo Alto Networks	National	National	\$100K-500K+	4	8	9	6
Securly	National	Education Specialist	\$5K-50K	7	4	4	6
Carahsoft	National	Government Specialist	Variable	6	5	7	8

Key Findings

Highest Scoring Areas by Competitor

- **CyberSecure AI:** Sector Specialization, AI Capabilities, Compliance Automation, IT Management Integration
- **AT&T Cybersecurity:** Solution Breadth, Hardware Integration
- **Forcepoint:** AI Capabilities, Compliance Automation
- **FireEye/Mandiant:** AI Capabilities, Government Focus
- **CrowdStrike:** AI Capabilities (highest score)
- **Palo Alto Networks:** Solution Breadth
- **Securly:** Education Focus (highest score)
- **Carahsoft:** Government Focus, Compliance Automation

Comparative Advantages

CyberSecure AI maintains a significant lead in several critical areas:

- **IT Management Integration:** Our score of 9/10 significantly outperforms all competitors, with the next highest being AT&T at 6/10
- **Sector Specialization:** With a 9/10 score, CyberSecure AI demonstrates deeper industry focus than all competitors except for the single-sector specialists
- **Balanced Approach:** CyberSecure AI is the only solution scoring 8+ across six different categories
- **Education + Government Focus:** We uniquely maintain high scores (8-9) in both sectors, while competitors typically excel in only one

Key Competitive Gaps

Areas where competitors show relative strength:

- **Pure AI Capabilities:** CrowdStrike scores 10/10, slightly ahead of CyberSecure AI's 9/10
- **Solution Breadth:** AT&T and Palo Alto Networks score 9/10, compared to CyberSecure AI's 8/10
- **Specialized Education Focus:** Securly scores 10/10 for education-specific features, though with significant limitations in other areas
- **Specialized Government Focus:** Carahsoft scores 9/10 for government-specific capabilities

Scoring Methodology

Category Definitions

- **Sector Specialization:** Depth of focus on education and government sectors specifically
- **AI Capabilities:** Sophistication of AI/ML models for threat detection and response
- **Solution Breadth:** Comprehensiveness of security capabilities across different domains
- **Compliance Automation:** Ability to automate compliance with FERPA, CIPA, FISMA, and FedRAMP
- **IT Management Integration:** Integration of cybersecurity with IT management capabilities
- **Hardware Integration:** Inclusion of physical security and hardware components
- **Education Focus:** Specific features and expertise for education sector
- **Government Focus:** Specific features and expertise for government sector

Scoring Scale

- **1-3:** Basic capabilities or minimal focus
- **4-6:** Standard industry capabilities
- **7-8:** Advanced capabilities exceeding industry standards
- **9-10:** Market-leading, exceptional capabilities

Strategic Implications

- **Positioning:** Emphasize integrated approach and dual-sector expertise as key differentiators
- **Marketing:** Highlight IT management integration where CyberSecure AI leads significantly
- **Product Development:** Consider further enhancing solution breadth to match AT&T and Palo Alto Networks
- **Pricing:** Maintain competitive advantage against higher-priced solutions with similar capabilities
- **Partnerships:** Explore potential collaborations with specialized providers to enhance specific capabilities