ONTIC

2025 | COMPANY OF THE YEAR

Driving impact across the customer value chain

RECOGNIZED FOR BEST PRACTICES IN THE GLOBAL DIGITAL INTELLIGENCE SOLUTIONS INDUSTRY

Table of Contents

Best Practices Criteria for World-Class Performance

Frost & Sullivan applies a 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 across two dimensions for each nominated company. Ontic excels in many of the criteria in the digital intelligence space.

AWARD CRITERIA

Visionary Innovation & Performance	Customer Impact
Addressing Unmet Needs	Price/Performance Value
Visionary Scenarios Through Mega Trends	Customer Purchase Experience
Implementation of Best Practices	Customer Ownership Experience
Leadership Focus	Customer Service Experience
Financial Performance	Brand Equity

Developing a Roadmap for Ontic and the Industry

> *"Rather than relying on more passive or reactive security processes and activities, modern security teams are striving to be more proactive in detecting security threats before they can impact critical business operations."*
>
> *- Danielle VanZandt,*
> *Research Manager – Security*

Security operations is experiencing a significant shift toward more digital systems being deployed, in addition to the exponential rise in the volume of data being generated requiring operator assessment and analysis. Rather than relying on more passive or reactive security processes and activities, modern security teams are striving to be more proactive in detecting security threats before they can impact critical business operations. Achieving these goals requires a more holistic approach to security, one which looks at all areas of the business architecture, identifies potential risks or gaps in the organizational security policy, and mitigates these threats in a comprehensive, intelligent manner. Rather than forcing security teams to monitor and manage data feeds from multiple different systems, digital intelligence solutions have emerged as the single-platform solution for security teams to gain visibility into their threat landscape and enact specific mitigation measures in response to detected risks.

Leading this push to a more holistic security approach, Ontic continues to improve its always-on digital intelligence platform to offer operational teams with connected intelligence, real-time data feeds, and

deep contextual analysis that underpins a more proactive and intelligent security operation. The company's core platform integrates several key products into a unified system, providing a single-pane-of-glass view for security teams needing to detect, manage, or respond to any type of threat or incident. Ontic's integrated product capabilities include:

1. Integrated Threat Research with POI Management

2. OSINT and Risk Intelligence for improved situational awareness

3. Incidents, Investigations, and Case Management for in-built actionability

4. Behavioral Threat Assessments

5. Site Risk and Vulnerability Assessments

6. Geo-Risk Mapping

Beyond integrating traditionally siloed security programs into one platform, the Ontic core platform facilitates interoperability with an organization's broader data ecosystem. The result is a security data ecosystem that creates a single place for organizations to store, manage, visualize, monitor, action, measure, and report on security operations. This approach not only improves visibility and reduces risk but also introduces significant operational efficiency through standardization and automation.

In 2024, Ontic enhanced its incident response features with improved event reporting, intelligence contextualization, and data enrichment. The company also introduced new case management functionality, strengthened historical trend analysis, and expanded third-party research tool integrations, providing customers with richer security insights.

Midway through the year, Ontic achieved key roadmap goals, including proactive and predictive risk monitoring assessments and pre-event risk analysis functionality. These innovations reinforce the company's commitment to advancing proactive security operations and driving industry adoption of best practices.

Looking ahead, Ontic remains focused on enhancing the user experience and deepening platform capabilities to help organizations unlock a broader range of use cases. This includes cross-functional applications that support HR, Legal, IT, Risk & Compliance, and other departments that rely on corporate security for operational resilience and risk mitigation.

Building Customer Loyalty with Long-term Platform Development

Customer feedback and input are critical pieces of Ontic's ongoing growth strategy, be it for new platform features, partner or third-party integrations, or use cases for digital intelligence tools. Through Ontic's extensive customer success team, the company's customers can maintain a continuous dialogue regarding changing security team needs, activities, or tasks to be performed through the Ontic Platform. Through these ongoing engagements, Ontic works alongside customers to illustrate how the company's platform could be deployed to build out a customer's internal risk intelligence and threat assessment programs. Other customer-driven use cases include enhancing insider risk detection programs by using the Ontic Platform to synthesize databases, systems, and stored data from across the enterprise, and building out more collaborative threat investigations or analysis to departments outside of security operations. With

Ontic's platform as the core solution for all of a security team's operational use cases, Ontic is strategically positioned within its customer organizations as a central data resource for a multitude of new applications.

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Ontic's partnership network has grown to over 60 integration partners, with most coming as the result of customer requests or demand. The platform maintains its flexible configuration, allowing for Ontic's customers to integrate their existing security systems into the platform easily. Rather than keeping these third-party integrations siloed to one customer, Ontic considers its broader customer base; if there are a significant number of customers using a given solution, the company will formalize an integration partnership. This scenario contributed to Ontic's recent integration with AlertMedia, among others. These integrations have also contributed to the company's ongoing development of features such as security policy management, open-source intelligence integration, and enhanced automation powered by machine learning. In addition to integration partners, Ontic has recently announced a strategic alliance with International SOS to jointly develop enhanced travel risk management and workforce event management solutions. These solutions will help corporate security teams manage threats and strengthen businesses through capabilities like real-time risk alerts, interactive geovisualization of areas and people of interest, and the ability to track travel itineraries and paths, all in a single platform.

Maintaining Market Leadership through Forward Technical Progress

With such a customer-centric approach underpinning its growth strategy, Ontic's continued industry leadership remains impressive in the face of high organic growth within the digital intelligence solutions market and an array of new vendors entering the space. Since the company's successful funding round in 2021, Ontic has witnessed double-digit growth annually due to its robust platform, innovative and futuristic vision of more proactive security operations, and unmatched customer loyalty.

Unlike most threat intelligence vendors, Ontic's leading position among private sector industries, such as technology, manufacturing, financial services, media, and other commercial segments, was a unique starting point for the company—and one that has underpinned its continued success as many digital intelligence vendors seek to expand into these same segments and compete against Ontic. With such a broad range of customers, Ontic has ensured that its platform is not too tailored to any given vertical and remains flexible to changing security demands as a customer's organization grows. On the heels of this private sector success, Ontic is well-positioned to challenge in some more highly regulated sectors over time, even potentially challenging vendors in the more lucrative public sector industries.

Conclusion

As the security landscape continues to converge between physical and digital threats, an organization's security team needs to find a way to remain agile in the face of evolving risks or threats while also being able to detect or respond to these threats before they can impact critical business operations. Digital intelligence platforms have emerged as a foundational tool for security teams to integrate the myriad of threat intelligence, business systems, and operational data into a unified system that can identify a wide range of threats to businesses. Through its always-on intelligence platform, Ontic highlights why it remains the leader among digital intelligence solution providers through its consistent rollout of new capabilities to bring security teams to a more proactive response structure that can be utilized to solve a range of new use cases. The company's customer-centric approach in its product roadmap, use case development, and partnership outreach highlights the symbiotic relationship Ontic holds with its customers, encouraging long-term collaboration and loyalty, even as security needs evolve. With its strong overall performance, Ontic earns Frost & Sullivan's 2025 Global Company of the Year Award in the digital intelligence solutions industry.

What You Need to Know about the Company of the Year Recognition

Frost & Sullivan's Company of the Year Award is its top honor and recognizes the market participant that exemplifies visionary innovation, market-leading performance, and unmatched customer care.

Best Practices Award Analysis

For the Company of the Year Award, Frost & Sullivan analysts independently evaluated the criteria listed below.

Visionary Innovation & Performance

Addressing Unmet Needs: Customers' unmet or under-served needs are unearthed and addressed by a robust solution development process

Visionary Scenarios Through Mega Trends: Long-range, macro-level scenarios are incorporated into the innovation strategy through the use of Mega Trends, thereby enabling first-to-market solutions and new growth opportunities

Leadership Focus: Company focuses on building a leadership position in core markets and on creating stiff barriers to entry for new competitors

Best Practices Implementation: Best-in-class implementation is characterized by processes, tools, or activities that generate a consistent and repeatable level of success

Financial Performance: Strong overall business performance is achieved in terms of revenue, revenue growth, operating margin, and other key financial metrics

Customer Impact

Price/Performance Value: Products or services provide the best value for the price compared to similar market offerings

Customer Purchase Experience: Quality of the purchase experience assures customers that they are buying the optimal solution for addressing their unique needs and constraints

Customer Ownership Experience: Customers proudly own the company's product or service and have a positive experience throughout the life of the product or service

Customer Service Experience: Customer service is accessible, fast, stress-free, and high quality

Brand Equity: Customers perceive the brand positively and exhibit high brand loyalty

Best Practices Recognition Analytics Methodology

Inspire the World to Support True Leaders

This long-term process spans 12 months, beginning with the prioritization of the sector. It involves a rigorous approach that includes comprehensive scanning and analytics to identify key best practice trends. A dedicated team of analysts, advisors, coaches, and experts collaborates closely, ensuring thorough review and input. The goal is to maximize the company's long-term value by leveraging unique perspectives to support each Best Practice Recognition and identify meaningful transformation and impact.

VALUE IMPACT

STEP		WHAT	WHY
1	Opportunity Universe	Identify Sectors with the Greatest Impact on the Global Economy	Value to Economic Development
2	Transformational Model	Analyze Strategic Imperatives That Drive Transformation	Understand and Create a Winning Strategy
3	Ecosystem	Map Critical Value Chains	Comprehensive Community that Shapes the Sector
4	Growth Generator	Data Foundation That Provides Decision Support System	Spark Opportunities and Accelerate Decision-making
5	Growth Opportunities	Identify Opportunities Generated by Companies	Drive the Transformation of the Industry
6	Frost Radar	Benchmark Companies on Future Growth Potential	Identify Most Powerful Companies to Action
7	Best Practices	Identify Companies Achieving Best Practices in All Critical Perspectives	Inspire the World
8	Companies to Action	Tell Your Story to the World (BICEP*)	Ecosystem Community Supporting Future Success

*Board of Directors, Investors, Customers, Employees, Partners

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™.

Learn more.

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 6 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)