



ISG Provider Lens™ – Germany 2018

Security Services and Solutions

A Comparison of Providers

Security Services and Solutions

An overview of the entire German Security competitive landscape

Wannacry and its impact have demonstrated it again: ICT security is a topic which must not be ignored. However, IT executives often struggle to justify security investments to the business management, particularly the CFO, to whom many of them report directly. Unlike other IT projects, it is not always possible to prove the ROI of such security investments. It is not easy to quantify threat-related risks, and therefore, security measures are often rather low-level and not sufficient to address novel kinds of threats. On the other hand, it is not (always) the lack of suitable technology that leads to security vulnerabilities; many attacks such as Trojan and phishing attacks, are caused by users' thoughtless behavior. Therefore, consulting and user trainings continue to play a key role, together with up-to-date ICT equipment.

The new Security Services and Solutions ISG Provider Lens Germany 2018 study addresses both areas to support ICT decision-makers to help them make the best use of their (tight) security budgets.

This new study will examine traditional topics and providers of future-oriented security technologies as well as security service providers.

Again, this year's Security Services and Solutions ISG Provider Lens Germany 2018 provides a detailed and differentiated overview of key ICT security providers in Germany. ISG will support CIOs and IT decision-makers to help them evaluate, select and implement the offerings of suitable providers and will provide insights on future market trends.

The ISG Provider Lens study – Security Services and Solutions offers IT-decision makers:

- A market overview on products and services
- Transparency of strengths and weaknesses of relevant providers (Market Insight methodology)
- A differentiated positioning of providers by segments, deployment models and compliance requirements (certifications, data location, operational responsibility)
- Clear criteria for short lists and investment planning initiatives.

Market Categories

Simplified illustration

Security Services and Solutions				
Services		Solutions		
Security Services		Network security	Cloud and Datacenter Security	Identity and Access Management
Large Accounts	Midmarket	Pervasive and Predictive Security	Data leak Prevention	Security Information Event Management

Source: ISG 2017

Schedule

The research phase (provider survey and advisor briefings) covers the period June - July 2017. Followed by the analysis, evaluation and report generation phases. Selected results will be presented to the media in November 2017.

Milestones	Beginning	End
Project Kick-off	May 23, 2017	
Survey (questionnaire)	June 16, 2017	July 14, 2017
Sneak previews	September 19, 2017	October 24, 2017
Content provisioning	November 1, 2017	
Press release	November 8, 2017	

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