



HFS Hot Vendor: BlockAPT

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Introduction

The HFS Hot Vendors are an exclusive group of emerging players, each with a differentiated value proposition for the HFS OneOffice or HFS OneEcosystem. HFS analysts speak with numerous exciting startups and emerging players.

We designate a select group as HFS Hot Vendors based on their offerings' distinctiveness, ecosystem robustness, client impact, financial position, and the impact in our OneOffice and/or OneEcosystem Frameworks. The HFS Hot Vendors may not (at the time of writing) have the scale and size to be featured in our Top 10 reports, but they have the vision and strategy to impact and disrupt the market.

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As enterprises extend their digital footprint, security returns as a top-of-mind concern for protecting assets and data. However, Chief Information Security Officers (CISOs) and their security operation teams don't want more security technologies to add to their already complicated environments.

Meanwhile, small and medium-sized businesses (SMB) value integration and a simplified toolset to make oversight, management, and remediation easier.

UK-based BlockAPT provides a security management and automation platform that unifies your security technology ecosystem with a single-pane-of-glass interface to facilitate management. It is an innovative approach to unifying security orchestration, automation, and response (SOAR) platforms, security information and event management (SIEM) tools, endpoint device monitoring, security workflows, and their various derivatives (threat intelligence, Extended Detection & Response (XDR), Managed Detection & Response (MDR), etc.) on to a single platform.

The company promotes its Monitor, Manage, Automate, and Respond (MMAR) framework as a cloud-based or on-premise solution—a user-intuitive tool that businesses can quickly install and deploy, visualize their security fabric, and manage devices and software

through one interface. The single pane of glass allows technology teams, especially SMBs, to focus on delivering services, not constantly configuring, updating, and monitoring an increasingly broad set of tools to defend against changing cyber threats and vulnerabilities.

BlockAPT's solution is vendor-agnostic and integrates with many leading security vendor software and hardware solutions, including Microsoft Azure, Palo Alto Networks, Splunk, Qualys, Stellar Blockchain, Virus Total, F5, Kemp, Edgenexus, Cisco, Check Point, Sentinel One, Nessus, Fortinet, Cloudflare, Jira, and Linux. With APIs, customers can work with BlockAPT to add connections to other products, and with BlockAPT's unique design, they can accomplish this far more rapidly than is the norm.

HFS took an interest in BlockAPT's low-code approach to "playbooks," where security and technology teams can drag and drop dynamic playbooks to orchestrate the workflows across security modules, systems, and user tools. These playbooks come with pre-set notification parameters that integrate with change control processes. However, users can add and customize notifications, allowing a company to tweak how it wants to apply oversight to its security frameworks and threat vector management.

In the BlockAPT MMAR dashboard, customers can quickly configure real-time visibility into endpoint devices, software, security tools, and live data on status, usage, and alerts. A user can quickly drill down by security appliance or service to manage and control the situation. The story gets interesting with the ability to drag and drop across these tools from multiple vendors to create new security workflows, alerts, dependencies, and deployment needs. Enabling technology teams to configure across a security ecosystem visually simplifies management. When a threat triggers an event, the BlockAPT Incident Response Management framework allows quick control, update, and blocking of threats as they happen.

BlockAPT allows end customers and Managed Security Services Providers (MSSPs) to scale as they need with their security solutions, providing a mix of their subscription-based software platform and related consulting, penetration testing, and advisory services.

HFS' take

For HFS, moving to the OneOffice™ involves bringing technology and the business together to provide best-in-class digital experiences across employees and customers. Critically, this requires being able to protect the data and assets of the enterprise. The last two decades have seen hyper-growth in security solutions, security threats, and bad actors. Enterprises typically procure point security solutions to meet

BlockAPT is expanding rapidly. Over the next 12 months, BlockAPT will continue to grow its customer and partner base in the MSSP, managed service providers (MSPs), and SMB markets. Adding technology partners may also result in more integrations that it can make available to customers. By expanding its MMAR framework beyond cybersecurity, BlockAPT's solution will apply to more situations and monitor, manage, and control disparate devices within a single interface.

We spoke with two BlockAPT customers who appreciated its flexibility and reasonable pricing structure. Both were also impressed with BlockAPT's leadership and deep understanding of technology and customer business objectives. Both customers agreed that the platform was scalable, easy to implement, and monitor.

specific needs and use a managed service provider for ongoing security monitoring and management services. BlockAPT's solutions simplify security systems management for organizations. Moreover, the platform applies in any situation requiring the monitoring, management, and control of disparate devices, including beyond cybersecurity.

- **Founded:** 2019
- **Key executives:** Zafar Karim, CEO; Marco Essomba, CTO and Founder
- **HQ:** London, UK
- **Customers:** Include small and medium businesses, managed service providers, enterprises, and public institutions. Current customers are in Europe, the US, and Africa, and the company is making inroads into the Middle East and South Asia. Customers include:
 - Public body procuring for a major European infrastructure product
 - Major global managed service provider in the gaming industry
 - Independent subsidiary of one of Israel's largest financial institutions
 - Publicly listed automotive parts manufacturer
 - retailTRUST
 - Major West African MSP
 - 98.6 Labs
- **Industry coverage:** Industry agnostic
- **Platform offering:** Includes security orchestration, security automation, threat intelligence and management, remote security operations, web threat prevention, email security, vulnerability management, crisis management, and disaster recovery
- **Service offering:** Includes managed security services, penetration testing, security design and planning, free risk assessment, support, and training
- **Implementation partners:** Include Acore IT, Changepond Technologies, CybSense, Dark Horse Core Technologies, Digital Pathways, Enterprise Computing Limited, Enterprise Red, Ezuretech, Stanchion, Virtually Informed, and Voodoo Technology



About HFS

Insight. Inspiration. Impact.

HFS is a unique analyst organization that combines deep visionary expertise with rapid demand side analysis of the Global 2000. Its outlook for the future is admired across the global technology and business operations industries.

Its analysts are respected for their no-nonsense insights based on demand side data and engagements with industry practitioners.

HFS Research introduced the world to terms such as “RPA” (Robotic Process Automation) in 2012 and more recently, the HFS OneOffice™. The HFS mission is to provide visionary insight into the major innovations impacting business operations such as Automation, Artificial Intelligence, Blockchain, Internet of Things, Digital Business Models and Smart Analytics.

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