



New Additions for the Week 8 June - TOP STORIES #170

Here are the Vendors for the week, and for a full list of Vendors already transacting with us on the Marketplace, they [can be found here](#)

Click on the Vendor Logo to go to the home page for that company.



Company Overview

Zscaler is the world's leading cloud-native cybersecurity company, built entirely on a Zero Trust architecture. Founded in 2007, the company pioneered the concept of delivering security as a cloud service, eliminating the need for traditional hardware-based firewalls and VPNs by routing all traffic through its globally distributed cloud platform. Today, it operates the world's largest inline security cloud, processing over 500 billion daily transactions across 160+ data centres, and counts approximately 9,400 customers including ~45% of the Fortune 500 among its client base.

Financial Position

Zscaler has grown into a significant enterprise, reporting Q3 FY2026 revenue of \$850.5 million, with annual recurring revenue (ARR) of approximately \$3.4 billion, reflecting 25% year-over-year growth. The company is a member of the NASDAQ-100 and carries a market capitalisation exceeding \$30 billion as of 2026. Full-year FY2026 guidance is set above \$7.3 billion in total contract value, underscoring the pace of enterprise adoption.

Core Platform Architecture

Zscaler's entire portfolio is delivered through its Zero Trust Exchange (ZTE), a cloud-native, proxy-based platform that acts as an intelligent switchboard between users, devices, workloads, and applications. Unlike perimeter-based security that exposes IP addresses and creates lateral movement risk, the ZTE brokers one-to-one encrypted connections using identity, context, and AI-driven risk signals, ensuring that no user or device is trusted by default. The platform processes over 500 trillion global intelligence signals daily and holds 400+ technology patents issued or pending.

Products and Services

- **Zscaler Internet Access (ZIA):** AI-powered Secure Web Gateway (SWG) protecting all users from internet-based threats, including malware, ransomware, phishing, and data loss, with full TLS/SSL inspection.
- **Zscaler Private Access (ZPA):** Zero Trust Network Access (ZTNA) replacing traditional VPNs, granting least-privilege access to private applications in data centres or the cloud without network exposure.
- **Zscaler Digital Experience (ZDX):** End-to-end digital experience monitoring providing real-time visibility into application performance, network paths, and device health.
- **Zscaler for Workloads:** Cloud workload protection securing server-to-server communications, east-west traffic, and cloud infrastructure across AWS, Azure, and GCP.



Company Overview

Founded in 2006 and headquartered in Seattle, Washington (with its largest R&D centre in Prague, Czechia), **Veeam Software** is a privately held enterprise technology company owned by Insight Partners and currently valued at \$15 billion. Originally conceived by co-founders Ratmir Timashev and Andrei Baronov as a simpler way to back up virtual machine data, Veeam has grown into what it now calls "The Data and AI Trust Company". Today, it operates across more than 30 countries, employs over 7,000 people, and protects more than 550,000 customers globally, including 82% of the Fortune 500.

Veeam has evolved well beyond traditional backup. Its current positioning unifies data intelligence, security posture management, and AI-safe data resilience into a single orchestrated platform. The company has been positioned as a Leader in the Gartner Magic Quadrant for Backup and Data Protection Platforms for nine consecutive years, and highest in Ability to Execute for the sixth time in 2025. In 2026, its strategic direction is shaped by three converging pillars: understanding your data, securing it, and ensuring it remains resilient, all underpinned by Zero Trust Data Resilience principles.

Products and Services

The Veeam portfolio is organised under the Veeam Data Platform umbrella, complemented by the cloud-native Veeam Data Cloud

Veeam Data Platform

- **Veeam Backup & Replication**, protecting virtual (VMware, Hyper-V, AHV), physical, cloud, NAS, and Kubernetes workloads with immutable storage and Zero Trust controls
- **Veeam ONE**, providing monitoring, reporting, and analytics across your entire Veeam environment
- **Veeam Recovery Orchestrator**, automating and orchestrating disaster recovery runbooks with documented, testable failover plans
- **Veeam Agent for Windows, Linux, and Mac**, extending protection to physical endpoints and servers
- **Veeam Plug-ins** for enterprise applications including Oracle, SAP HANA, Microsoft SQL Server, and PostgreSQL

Veeam Data Cloud (SaaS)

- **Zscaler AI Protect:** Unified AI governance solution controlling shadow AI usage, preventing data leakage to large language models (LLMs) and AI applications, and securing AI agent interactions.
- **Cloud Security Posture Management (CSPM):** Identifies and remediates cloud infrastructure misconfigurations to maintain compliance and reduce attack surface.
- **Zero Trust SD-WAN:** Connects branch locations and factories using zero trust principles, replacing traditional site-to-site VPN architectures with throughput tiers from 200 Mbps upwards
- **Agentic SecOps:** AI-driven security operations drawing on global inline cloud intelligence and third-party sources to assess risk, detect threats, and contain breaches.
- **Data Security (DLP):** Comprehensive data loss prevention covering data in motion, at rest, and in use across all channels including email, endpoints, and cloud applications.
- **Zscaler B2B / Partner Access:** Extends least-privilege access to SaaS and private applications for external business partners and supply chain entities.
- **IoT/OT Security:** Zero trust connectivity and privileged remote access for IoT and operational technology devices across industrial environments.

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- **Veeam Data Cloud for Microsoft 365**, backing up Exchange, SharePoint, OneDrive, and Teams
- **Veeam Data Cloud for Microsoft Entra ID**, protecting identity directories and configurations
- **Veeam Data Cloud for Microsoft Azure**, delivering cloud-native backup and recovery
- **Veeam Data Cloud Vault**, providing immutable, tamper-proof cloud storage integrated natively with the platform

Security & Resilience Capabilities

- **Veeam Intelligence**, an AI-powered assistant surfacing anomalies, blast radius analysis, and clean restore point recommendations
- **Inline malware analysis** with IoC scanning and AI-powered entropy analysis during backup
- **Automated Active Directory Forest Recovery** (introduced v13.1, 2026)
- **Security and Compliance Analyzer**, validating hardening, RBAC, and audit posture
- **Four-eyes approval workflows**, SAML SSO, and immutability controls for Zero Trust enforcement

Managed & Partner Services

- **Disaster Recovery as a Service (DRaaS)** via the Veeam Cloud & Service Provider (VCSP) partner programme
- **Veeam University**, offering training, certification, and skills development
- **Veeam Software Appliance**, a pre-hardened Linux-based OVA for rapid, secure deployment

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Zscaler Review

Zscaler has been named a Leader in the Gartner Magic Quadrant for Security Service Edge (SSE) for the fourth consecutive year in 2025, with Gartner recognising it for the highest Ability to Execute in the category. It was further named a 2025 Customers' Choice in the Gartner Peer Insights "Voice of the Customer" for SSE, receiving a 4.7 out of 5 star average rating from 170 verified reviews, with 92% of respondents stating they would recommend Zscaler.

The company also holds the most 5-star Gartner Peer Insights reviews in the SSE category, and its Net Promoter Score consistently exceeds 75, compared to an average SaaS company NPS of 30.

[Zscaler Gartner Review](#)

Veeam Review

Veeam's customer reputation is exceptionally strong across independent review platforms. It was named a 2026 Gartner Peer Insights Customers' Choice for Backup and Data Protection Platforms, achieving an overall rating of 4.8 out of 5 from 124 verified reviewers as of December 2025, with 98% of customers willing to recommend the solution. Ratings across individual dimensions are equally impressive: 4.8 for Product Capabilities, 4.7 for Support Experience, and 4.7 for Deployment Experience. Notably, 73% of reviewers awarded a full 5 stars, with the remaining 27% giving 4 stars, meaning not a single reviewer rated it below 4 stars.

[Gartner Reviews](#)
[Veeam references to Reviews](#)



Company Overview

Fortinet is an American cybersecurity company founded in 2000 and headquartered in Sunnyvale, California. It specialises in integrated security and networking solutions through its Security Fabric platform, serving over 890,000 customers worldwide with enterprise-grade products. The company, led by brothers Ken Xie and Michael Xie, went public in 2009 and focuses on converging networking and security to protect networks, devices, and data across environments.

Products and services

Fortinet offers a broad portfolio of over 50 products unified under the FortiOS operating system and Security Fabric architecture, emphasising AI-powered threat intelligence via FortiGuard Labs.

- **FortiGate Next-Generation Firewalls (NGFW):** Core product family providing high-performance firewalls, intrusion prevention, antivirus, web filtering, application control, VPN, and SD-WAN in physical, virtual, and cloud forms for data centres, enterprises, and branches.
- **Secure Networking (FortiSwitch, FortiAP, FortiNAC):** Converged wired/wireless LAN switches, Wi-Fi access points, and network access control for unified policy enforcement, zero-trust segmentation, and AI-driven management across LAN edges.
- **SASE and SSE (FortiSASE, FortiProxy):** Unified Secure Access Service Edge with ZTNA, secure web gateway, cloud access security broker (CASB), and firewall-as-a-service for hybrid workforces, multi-cloud, and remote access.
- **Endpoint and Cloud Security (FortiEDR, FortiClient, FortiAppSec Cloud):** Endpoint detection/response with automated response, EDR for IT/OT, and cloud-native WAAP/API protection using AI for threat hunting and zero-day detection.
- **Security Operations (FortiSOAR, FortiSIEM, FortiAnalyzer, FortiAI):** SOAR for orchestration/automation with 800+ playbooks, SIEM with UEBA, analytics/logging, and GenAI assistant for investigations, incident response, and SOC efficiency.
- **FortiGuard Services:** Subscription-based AI/ML-driven services including IPS, antimalware, DNS security, sandboxing, DDoS protection, and threat intelligence for real-time updates across all products.
- **Other Specialised Solutions:** FortiMail for email security, FortiVoice for secure VoIP, FortiToken for MFA, FortiDDoS, FortiDeceptor for deception, and FortiRecon for digital risk protection.

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Fortinet Review

Fortinet consistently earns high marks in Gartner Peer Insights across categories like SD-WAN (4.9/5, 97% recommend from 414 reviews), SASE (4.9/5, only vendor with 100% recommend), Enterprise Wired/Wireless LAN (Customers' Choice), SOAR (4.9/5, 98% recommend), Endpoint Protection (4.8/5, 96% recommend), and Cloud WAAP (4.8/5, 99% recommend). Customers praise integrated platforms, performance, AI automation, cost-effectiveness, and support, though some note complexity in large deployments.

[Fortinet Reviews.](#)

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