



Press Releases

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Tufin Drives Significant Growth in First Half of 2016

Demand for Network Security Policy Automation and Orchestration driving adoption of Tufin Orchestration Suite by the Global 2000

MORRISTOWN, N.J. – August 11, 2016 – Tufin®, the market-leading provider of Network **Security Policy Orchestration** solutions, experienced strong growth in the first half of the company's fiscal year through June 30th, 2016 with greater than 65% growth in sales compared with same period in 2015. Tufin expanded its market share, adding 120 new customers, as well as a significant number of add-on purchases by existing customers year-to-date in 2016, including six deals over \$1 million. The addition of new sales leadership in the US and EMEA, along with increased demand for automation of network security policies, fueled business growth in these regions. With the appointment of new sales leadership in APAC in early Q2, sales have more than doubled in that region quarter over quarter.

Organizations have selected the Tufin Orchestration Suite to remain agile in the face of ever-changing business demands while maintaining a robust security posture. Tufin is seeing increased demand for automation of network security policies and the broader adoption of change orchestration, particularly in the complex multi-vendor networks of Global 2000 companies, as key drivers of demand for Tufin SecureTrack and Tufin SecureChange. Additionally, the need for greater visibility into secure and reliable application connectivity and a requirement to extend network security policy management to emerging hybrid cloud infrastructures spurred demand for Tufin SecureApp and Tufin Cloud solutions, respectively.

Tufin's customers span all industries and geographies. More than half of the top 50 companies in the Forbes Global 2000 are now Tufin customers, including two of the three largest telecommunication providers, six of the top seven automotive manufacturers and the three largest consumer financial services companies worldwide. Customers turn to Tufin to simplify management of some of the largest networks in the world, consisting of thousands of firewall and network devices.

In the latest Gartner *Hype Cycle for Infrastructure Protection*, 2016, published on July 6, 2016 and compiled by Greg Young with analysis by Adam Hills, Network Security Policy Management (NSPM) is given a Benefit Rating of "High". According to the report: "NSPM tools are not just for rule reduction, but are also for managing thousands of

rules across many enforcement points. Some NSPM vendors have added capabilities for policy-within-the cloud, and for migrating security to the cloud. Users with cloud deployments or considering cloud deployments should consider NSPM.”

Other notable Tufin highlights from the first half of the year include:

- The launch of two product releases providing greater security policy control across on-premises and cloud environments through
 - automatic discovery, policy enforcement and provisioning for Amazon Web Services (AWS) cloud environments;
 - change automation with provisioning for on-premises Fortinet environments; and
 - monitoring and proactively enforcing against a central baseline for rule permissiveness using Tufin’s Unified Security Policy™ in order to reduce an organization’s attack surface
- The recent approval of a U.S. patent, the twelfth for Tufin, for the core technology behind SecureApp
- The introduction of an enhanced channel program

“Organizations struggle to maintain business agility while securing their applications in increasingly diverse and complex networks. The adoption of hybrid cloud environments further exacerbates the situation,” said Ruvi Kitov, co-founder and CEO of Tufin. “The need to automate and orchestrate network changes while maintaining compliance with a corporate security policy is driving strong demand, resulting in outstanding performance to date for Tufin in 2016. By enabling customers to automate network security policies, they can successfully meet the demands of the business and maintain a strong security posture.”

Read more about how increasing network complexities have resulted in greater security risk with this free whitepaper, [“Cloud Computing and Network Security Operations Transformation.”](#)