

News & Intelligence

INTERVIEW: Vectra Networks to use Series C to grow real-time cyber threat detection

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Vectra Networks, Inc. announced on August 5 it had raised a new \$25 million round of funding to boost sales and marketing for its behavior-based cyber security solution.

The startup said it takes a different approach to other network security companies, operating on the assumption that cyber attackers have already occupied a network due to the failure of the defensive technology in operation. Vectra then detects and identifies the attacks as they are happening, enabling systems to realize the most serious threats and provide opportunities to block them.

The Series C round was led by Accel Partners, with Accel Partner Eric Wolford joining Vectra's Board.

Global Security Finance caught up with Mike Banic, Vectra's Vice President of Marketing, to discuss how the company intends to use this Series C, and it will help with the overall growth strategy.

What kind of problem does Vectra Networks aim to tackle?

Vectra Networks' mission is to redefine security using its "X-series" platform that instantly identifies cyber attacks while they are happening, as well as what the attacker is doing. It is able to stop an attack by identifying what the malware and the attacker are doing rather than identifying what the malware is. As a result, new attacks using malware that has never been seen before can be detected and stopped.

The Vectra X-series platform combines data analytics and machine learning to detect attacks on every device, application, browser and operating system.

The platform is completely automated and helps empower IT organizations that have neither the budget nor the depth of security expertise to stop attacks and prevent or mitigate data loss.

Who are Vectra Networks' main customers?

Vectra customers include organizations in the United States across the technology, insurance, financial services, higher education, media and entertainment industries. The solution from Vectra is well suited for all enterprise and government organizations with intellectual property, customer or personal data to protect.

Vectra Networks' X-series platform is ideal for organizations ranging from the midsize (>500 people) to the Global 2000. The automated and prioritized reporting of the Vectra X-series platform makes it ideal for organizations with a small IT staff to ones with a dedicated security team.

What is the rationale behind the most recent Series C round?

The Series C investment will accelerate R&D, sales and marketing to meet CIOs' growing demand for real-time detection of cyber attacks in progress. In 2015, Vectra plans to expand into Europe.

Both Intel Capital and Juniper Networks participated in the Series C round. We are open to technology and go-to-market partnerships with these investors and other security solution providers. We may consider technology acquisitions that complement and enhance our platform.

Who are Vectra's main competitors?

Vectra is leading the creation of a new category and, as a result, we do not see competitors who directly overlap with Vectra.

Customers are already using Vectra as an integral part of a layered defense in-depth architecture with next-generation firewalls (for instance, Palo Alto Networks or CheckPoint) at the perimeter, Vectra as the network interior security and a Security Information Event Management (SIEM) system such as HP Arcsight, IBM Q-Radar or Splunk, for forensics.

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