



DIGITAL GUARDIAN

DIGITAL GUARDIAN

Founded: 2003
Revenue: \$50-\$100M

www.digitalguardian.com
781.788.8180

860 Winter Street, Suite 3
Waltham, MA 02451

Company Summary: Digital Guardian offers a comprehensive data protection platform which includes data loss prevention (DLP) and endpoint detection and response (EDR) technologies. Originally a DLP-focused vendor targeting the high-end of the market, Digital Guardian has morphed its strategy to deliver a broader platform that applies to a wider range of customers. By providing the only platform which encompasses best-in-class DLP and EDR, Digital Guardian hopes to provide a consolidation point of agent functionality. While the company has been in existence for over 10 years, Digital Guardian has recently gone through a transition which has accelerated growth to the 40-50% range.

Products/Services: Digital Guardian's agent is deployed at the kernel level, enabling deeper visibility and widening the aperture to include system level data to detect malware. The Digital Guardian platform includes Data Visibility and Control, Advanced Threat Protection, DLP functionality, and several add-on modules. The platform is controlled by a web-based management console which enables customers to create and manage policies, alerts, and reports. The platform supports a broad array of agents, and deployment types.

Key Officers:

- Ken Levine – President & CEO
- Ed Durkin – CFO
- Douglas Bailey – Chief Strategy Officer
- Constance Stack – CMO
- Dave Karp – Chief Product Officer
- David McKeough – EVP, Global Field Ops
- Tom Hamilton – SVP, Engineering

Competition:

- Fidelis
- Forcepoint
- Intel/McAfee
- Symantec

Total Funding: \$135M

Key Investors:

- Brookline Venture Partners
- Fairhaven Capital Partners
- General Electric Pension Trust
- LLR Partners
- MassMutual
- Siemens Venture Capital

Board of Directors:

- Paul Ciriello – Fairhaven Capital Partners
- Hugh Warren – Trustee, Loring, Wolcott & Coolidge
- Anandh Hari – GE Asset Management
- David Stienes – LLR Partners
- Thomas Naughton – Professor and Executive Director, Tuck School of Business

Headcount: >360

Source: Company website, all revenues are CY-16

Open Positions: 34

- U.S. based: 27
- International: 7
- Sales: 5
- Other: 29

