



Sayers Monthly Strategic Advisor

This month, we spotlight Netskope, Cribl, and Axonius. Plus, explore how AI is transforming IT and security. Stay informed with Sayers.

Here's The Rundown:

- 🧐 **Tech Tidbits & Sayers Take:** Netskope gears up for a 2025 IPO, Cribl expands data integrations for flexibility and cost savings, and Axonius surpasses 1,000 integrations to drive smarter asset management.
- 🤖 **AI Corner:** Explore how AI is transforming IT operations, revolutionizing Security Operations Centers, and reshaping industries in 2024.
- 📰 **Sayers Blog:** Catch highlights on the evolving role of CAASM solutions, cybersecurity insights, and the impact of AI-driven innovation.
- 🎉 **Sayers Events:** Join us at the Atlanta and Chicago Holiday Party!

Tech Tidbits & Sayers Take

Netskope

Netskope, a cloud security firm founded in 2012, plans to go public in the U.S. during the second half of 2025, aiming to enhance brand awareness and capitalize on investor interest. The company has raised approximately \$1.44 billion to date and serves over one-third of Fortune 100 companies.

Sayers Take

We've seen a surge of SASE deployments with our clients as the security perimeter continues to move closer to the user and their data. Netskope is among the elite ranks of SASE vendors, serving one-third of the Fortune 100. They've had a busy year in 2024, expanding into 20 new data centers to provide continue optimizing user experience. With the IPO slated for 2025, Netskope is very confident in its market position and growth prospects.

Check it out [here!](#)

Cribl

Cribl has expanded its integrations, enabling organizations to route data from various sources to preferred destinations, enhancing data pipeline flexibility

Sayers Take

Cribl has rapidly become a key solution in many of our client's security stacks. The solution has the ability to significantly reduce expenses associated with data storage and analysis as well as increasing flexibility in the data pipeline. Whether you've seen Cribl in action before or just discovering it now, it's worth checking out their new integrations to understand if a deployment could assist in your data strategy.

Check it out [here!](#)

Axonius

Axonius integrates with over 900 IT and security tools to provide a unified view of all assets in an organization's environment. The platform's ability to aggregate and correlate data from various sources helps IT and security teams manage and secure their digital infrastructure more effectively

Sayers Take

When reviewing CAASM solutions, the number and variety of integrations is critical for a successful deployment. The foundation of a CAASM solution is its ability to correlate data from traditionally disparate systems. The more data an organization can feed into a CAASM solution, the more accurate and actionable the results will be. Axonius' integration count is now well over 1000 different solutions with more being built every day. If building an accurate and comprehensive asset inventory, vulnerability management, or CMDB reconciliation are current pain points, Axonius has a proven track record of helping organizations of any size.

Check it out [here!](#)

Sayers Blog

From the Sayers Resource Library:

- [The Best Defense is a Good Defense: Another Look at Secure Isolated Recovery Environments and Ransomware](#)
- [Key Considerations For IT Leaders During Mergers And Acquisitions](#)
- [AI In Cybersecurity: Weighing The Pros And Cons](#)
- [Avoiding Common Security Missteps In Identity Management](#)

AI Corner

The latest news in AI:

- [Embracing AIOps: Transforming IT Operations In The Digital Age](#)
- [Building an AI-Native Security Operations Center: Revolutionizing Your Cyber Defense](#)
- [The Impact Of Microsoft's New AI Employees On Your Job](#)

Events Around Town

Events to check out this Fall

- [Atlanta: Data + AI World Tour Atlanta:](#) December 5 at Americas Mart. Discover how leading companies near you are taking control of their data and building custom AI on the Databricks Data Intelligence Platform.
- [Atlanta: Holiday Party:](#) December 12 at Roswell Historic Hall. Clients Welcome!
- [Boston: The Evolution of the Tech Organization in the Wake of AI Adoption:](#) December 13 at 314 Main St.
- [Chicago: Holiday Party:](#) December 19 at Joe's Live Rosemont. Clients Welcome!

Did you find this content helpful? Share this email with a friend!

Want to sign up for our monthly newsletter? [Subscribe Here!](#)

We recently launched our client newsletter and would love your feedback! What types of content would be helpful for you to see each month? Either respond to this email or contact us at ashipp@sayers.com

