



MALTEGO

**20
25** | **PRODUCT
LEADER**

*Advancing the Product Portfolio to Match
the Full Range of Customer Needs*

*RECOGNIZED FOR BEST PRACTICES IN THE
GLOBAL OPEN-SOURCE INTELLIGENCE
SOLUTIONS INDUSTRY*

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Best Practices Criteria for World-class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each recognition category before determining the final recognition recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. Maltego excels in many of the criteria in the open-source intelligence (OSINT) solutions space.

RECOGNITION CRITERIA	
<i>Business Impact</i>	<i>Product Portfolio Attributes</i>
Financial Performance	Match to Needs
Customer Acquisition	Reliability and Quality
Operational Efficiency	Product/Service Value
Growth Potential	Positioning
Human Capital	Design

The Transformation of the OSINT Solutions Industry

Open-source intelligence (OSINT) refers to the gathering and analyzing publicly available information from news articles, social media, government reports, and the dark web. Unlike classified intelligence, OSINT relies on legally accessible data, making it a valuable tool for organizations seeking actionable insights and context-based data analysis without resorting to more intrusive methods. OSINT plays a crucial role in security operations, enabling businesses, law enforcement agencies, and governmental entities to proactively detect and mitigate threats. By integrating OSINT into their intelligence workflows, security teams can identify vulnerabilities, monitor emerging threats, and respond to incidents more effectively.

In modern security operations, OSINT is widely used by enterprise security teams and government agencies for cyber threat intelligence, due diligence, fraud detection, and geopolitical risk analysis. Security teams can leverage OSINT platforms to track threat actors, identify leaked credentials, and detect phishing campaigns before they cause incidents. Companies conducting due diligence use OSINT to assess potential business partners, detect financial risks, and uncover reputational threats. Law enforcement agencies utilize OSINT to investigate criminal activities, track illicit transactions, and monitor extremist groups. As digital threats continue to evolve, the ability to collect and analyze open-source data efficiently has become an essential component of robust security strategies, helping organizations stay ahead of risks in an increasingly complex landscape.

The OSINT space has undergone significant transformation due to technological advancements, data availability changes, and an evolving threat landscape impacting customers across industries. Some of the key aspects of this transformation include:

- **Integration of Automation and Artificial Intelligence (AI):** Machine learning and natural language processing (NLP) allow for the rapid analysis of large volumes of data, helping to extract valuable insights and detect patterns that would be difficult to identify manually.
- **Expansion of Data Sources:** Traditional sources like news articles and public records are now supplemented by social media, the dark web, and geospatial intelligence (GEOINT). Additionally, advancements in satellite imagery, GPS tracking, and drone technology have enhanced OSINT capabilities by adding new video and image-based metadata.
- **Privacy and Responsible Data Usage:** With the increased power of OSINT tools and publicly available data sources, ethical and legal challenges have emerged. Governments and organizations are enforcing stricter regulations on data collection, such as the General Data Protection Regulation (GDPR) and the California Consumer Privacy Act (CCPA). Ethical concerns regarding privacy and surveillance are also shaping discussions around responsible OSINT practices.

Market Overview: Maltego's Positioning for Digital Security

As digital technologies permeate every aspect of modern life, industries are increasingly seeking ways to access and analyze data across complex technology ecosystems; for corporate security teams, integrating digital systems into investigative workflows is essential for gaining a comprehensive view of emerging threats and risks.

Traditional security investigations have long relied on fieldwork, manual research, and physical evidence collection. However, with vast amounts of critical evidence now existing in digital formats—ranging from

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- Dolores Alemán
Research Analyst - Security

social media metadata to blockchain transaction ledgers—modern investigations require powerful tools to aggregate, visualize, and interpret disparate data sources.

Maltego’s OSINT solutions enable investigators to collect and correlate publicly available and proprietary data, uncover hidden connections, and map out complex networks of individuals, organizations, and activities. By automating and structuring OSINT gathering, these tools enhance situational awareness, streamline case analysis, and support decision-making. Frost & Sullivan’s research underscores how digital intelligence platforms can be seamlessly integrated into investigative workflows,

equipping analysts with the capabilities to uncover actionable insights more efficiently and effectively. Organizational security teams often operate within tight budget constraints, making it essential to adopt digital solutions that are cost-effective, flexible, and seamlessly integrated with existing workflows and

legacy systems. Staying ahead of evolving threats necessitates OSINT investigative tools that can adapt to shifting priorities while streamlining the collection, organization, and analysis of critical intelligence.

As the adoption of data-centric systems accelerates globally, organizations are facing a growing influx of digital evidence in nearly every investigation. With cyber-enabled crimes on the rise and crucial intelligence often buried within social media, online platforms, or communication data, companies and organizations must be equipped with the right tools to rapidly collect, process, and analyze large volumes of data. By leveraging OSINT-powered solutions like Maltego, investigative teams can enhance their efficiency, improve situational awareness, and ultimately strengthen their ability to combat crime in an increasingly digital world¹.

Empowering Investigations with OSINT Solutions

Founded in 2008, Munich-based Maltego grew from one of the first major providers of OSINT and digital intelligence solutions to a leading cybersecurity firm, empowering security professionals, law enforcement agencies, and corporate investigators with powerful tools and unmatched access to intelligence for digital investigations. Maltego's advanced investigative capabilities help uncover hidden connections, track threat actors, and map out complex relationships across vast datasets, making it an essential asset in cybercrime investigations, fraud detection, and intelligence gathering.

Deployed by law enforcement, intelligence agencies, financial institutions, and corporate security teams

“Maltego’s versatile platform integrates multiple data sources, allowing users to uncover hidden connections, analyze vast amounts of digital information, and streamline intelligence-gathering processes. Whether used for cybercrime investigations, fraud detection, or threat intelligence, Maltego provides a comprehensive solution for mapping and understanding intricate networks of people, organizations, and activities.”

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in over 120 countries, Maltego streamlines digital investigations by integrating multiple data sources—from open-source intelligence and social media to deep web databases and proprietary records. The platform’s intuitive interface allows investigators to enhance their security operations by reducing manual workload and resource deployment times.

Maltego’s flexible architecture enables seamless integration with existing case management and investigative workflows, ensuring compatibility with legacy systems. By centralizing and visualizing intelligence within a single platform, investigators gain real-time insights, accelerating the identification of key individuals, entities, and patterns. With OSINT becoming a critical component of modern

investigations, the company provides a secure, scalable, and efficient solution for gathering and analyzing information in an increasingly data-driven world.

Maltego is an all-in-one investigation platform with rich and flexible data access that reduces investigation time from hours to minutes. The platform enables quick OSINT investigations with Maltego Search and complex link analysis for large datasets using Maltego Graph. With Maltego Evidence and Maltego

¹ <https://www.maltego.com/> (Accessed in February 2025)

Monitor, investigators can monitor, collect, and preserve real-time social media intelligence before it is changed or removed².

Other key features that Maltego provides include:

- **Seamless Integration:** support for diverse data sources, including network infrastructure, corporate records, internal databases, dark web intelligence, and more.
- **Real-Time Monitoring and Analysis:** immediate insights and updates on specific keywords or entities.
- **User-Friendly Interface:** tiered usability features for beginners and advanced users.
- **Primary Data Collection:** tools for users to gather data meeting specific evidentiary standards.
- **Reporting and Visualization:** advanced tools for analysis and presentation.
- **Compliance and Security:** strong compliance frameworks and data security measures.
- **Collaboration:** real-time team integration within and across organizations.

Competitive Solutions for a Dynamic Market

As a product leader in the OSINT space, Maltego has established itself as a key provider of cutting-edge solutions for investigators, security professionals, and intelligence analysts. Its powerful investigative capabilities, Maltego enables organizations to efficiently manage complex, high-risk investigations while maintaining control over critical intelligence.

Maltego's versatile platform integrates multiple data sources, allowing users to analyze vast amounts of digital information and streamline intelligence-gathering processes. Maltego provides a comprehensive solution for mapping and understanding intricate networks of people, organizations, and activities, whether used for cybercrime investigations, fraud detection, or threat intelligence.

The comprehensive OSINT solutions portfolio consists of multiple offerings to address various parts of the investigative process³:

- **Maltego Graph:** Displays aggregated data visually while seamlessly integrating multiple datasets and formats in one interface, while automating more repetitive investigation steps.
- **Maltego Search:** Runs preliminary OSINT searches on suspects and threat actors faster.
- **Maltego Monitor:** Provides access to real-time OSINT data while allowing security teams to stay focused on specific events or regions to conduct AI-powered analysis.
- **Maltego Evidence:** Maltego Evidence empowers organizations to capture and preserve vast amounts of social media data, before it disappears. It enables deep social network analysis with a clear chain of custody.

² <https://www.maltego.com/pricing/> (Accessed in February 2025)

³ <https://www.maltego.com/maltego-data/> (Accessed in February 2025)

- **Maltego Data Pass:** Provides trusted, convenient single access to an ever-increasing collection of relevant data from reputable data providers.

While many OSINT and digital intelligence providers have traditionally focused on more common investigation types, Maltego's strategic expansion and innovation of its OSINT solutions highlight its commitment to addressing the growing demand for advanced investigative tools. OSINT data has proven vital to assisting with fraud investigations, more digital event investigations, proactive security monitoring, and corporate due diligence, highlighting its utility across all areas of security. With increasing digitalization and the rise of cyber-enabled crimes, law enforcement, and corporate security teams across the globe are seeking powerful tools to enhance their investigative capabilities.

Conclusion

With digital information and data-based systems becoming commonplace, it is no surprise that the digital world has expanded the playing field for online threats and criminal activity. With criminal activity now encompassing a larger digital footprint, organizations cannot ignore or exclude datasets openly available across the web and in different formats from their investigative focus. Maltego's OSINT portfolio offers digital tools to become an integral part of every meaningful investigation worldwide. The company strives to achieve this by building an ecosystem of tools, data, and people that empower investigators to uncover hidden connections, reveal the truth, and ultimately protect and support humanity. Capitalizing on the expertise of its in-house research & development teams and input from its customers, Maltego showcases its innovative-centric design and development strategies, building substantial brand equity and elevating its product leadership status in the OSINT solutions market.

For its strong overall performance, Maltego is presented with Frost & Sullivan's 2025 Global Product Leadership Recognition in the open-source intelligence solutions industry.

What You Need to Know about the Product Leadership Recognition

Frost & Sullivan's Product Leadership Recognition is its top honor and recognizes the market participant who exemplifies visionary innovation, market-leading performance, and unmatched customer care.

Best Practices Recognition Analysis

For the Product Leadership Recognition, Frost & Sullivan analysts independently evaluated the criteria listed below.

Product Portfolio Attributes

Financial Performance: Strong overall business performance is achieved in terms of revenue, revenue growth, operating margin, and other key financial metrics

Customer Acquisition: Customer-facing processes support efficient and consistent new customer acquisition while enhancing customer retention

Operational Efficiency: Company staff performs assigned tasks productively, quickly, and to a high-quality standard

Growth Potential: Growth is fostered by a strong customer focus that strengthens the brand and reinforces customer loyalty

Human Capital: Leveraging innovative technology characterizes the company culture, which enhances employee morale and retention

Business Impact

Financial Performance: Strong overall business performance is achieved in terms of revenue, revenue growth, operating margin, and other key financial metrics

Customer Acquisition: Customer-facing processes support efficient and consistent new customer acquisition while enhancing customer retention

Operational Efficiency: Company staff performs assigned tasks productively, quickly, and to a high-quality standard

Growth Potential: Growth is fostered by a strong customer focus that strengthens the brand and reinforces customer loyalty

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Best Practices Recognition Analytics Methodology

Inspire the World to Support True Leaders

This long-term process spans 12 months, beginning with the prioritization of the sector. It involves a rigorous approach that includes comprehensive scanning and analytics to identify key best practice trends. A dedicated team of analysts, advisors, coaches, and experts collaborates closely, ensuring thorough review and input. The goal is to maximize the company’s long-term value by leveraging unique perspectives to support each Best Practice Recognition and identify meaningful transformation and impact.

STEP		VALUE IMPACT	
		WHAT	WHY
1	Opportunity Universe	Identify Sectors with the Greatest Impact on the Global Economy	Value to Economic Development
2	Transformational Model	Analyze Strategic Imperatives That Drive Transformation	Understand and Create a Winning Strategy
3	Ecosystem	Map Critical Value Chains	Comprehensive Community that Shapes the Sector
4	Growth Generator	Data Foundation That Provides Decision Support System	Spark Opportunities and Accelerate Decision-making
5	Growth Opportunities	Identify Opportunities Generated by Companies	Drive the Transformation of the Industry
6	Frost Radar	Benchmark Companies on Future Growth Potential	Identify Most Powerful Companies to Action
7	Best Practices	Identify Companies Achieving Best Practices in All Critical Perspectives	Inspire the World
8	Companies to Action	Tell Your Story to the World (BICEP*)	Ecosystem Community Supporting Future Success

*Board of Directors, Investors, Customers, Employees, Partners

About Frost & Sullivan

Frost & Sullivan is the Growth Pipeline Company™. We power our clients to a future shaped by growth. Our Growth Pipeline as a Service™ provides the CEO and the CEO's growth team with a continuous and rigorous platform of growth opportunities, ensuring long-term success. To achieve positive outcomes, our team leverages over 60 years of experience, coaching organizations of all types and sizes across 6 continents with our proven best practices. To power your Growth Pipeline future, visit Frost & Sullivan at <http://www.frost.com>.

The Growth Pipeline Generator™

Frost & Sullivan's proprietary model to systematically create ongoing growth opportunities and strategies for our clients is fueled by the Innovation Generator™.

[Learn more.](#)

Key Impacts:

- **Growth Pipeline:** Continuous Flow of Growth Opportunities
- **Growth Strategies:** Proven Best Practices
- **Innovation Culture:** Optimized Customer Experience
- **ROI & Margin:** Implementation Excellence
- **Transformational Growth:** Industry Leadership



The Innovation Generator™

Our 6 analytical perspectives are crucial in capturing the broadest range of innovative growth opportunities, most of which occur at the points of these perspectives.

Analytical Perspectives:

- **Megatrend (MT)**
- **Business Model (BM)**
- **Technology (TE)**
- **Industries (IN)**
- **Customer (CU)**
- **Geographies (GE)**

