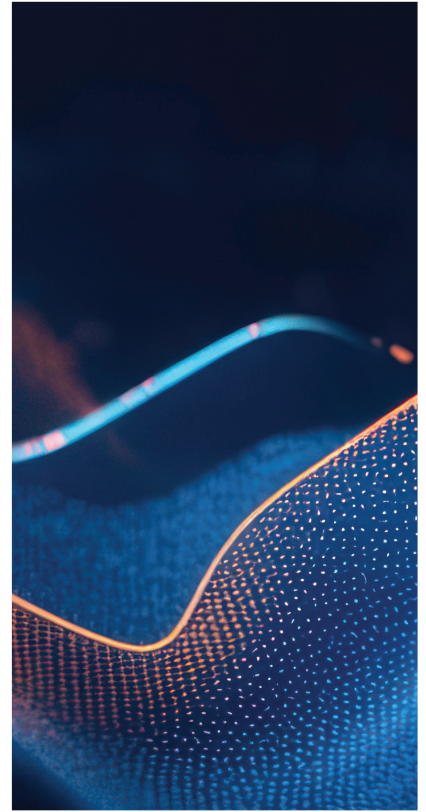
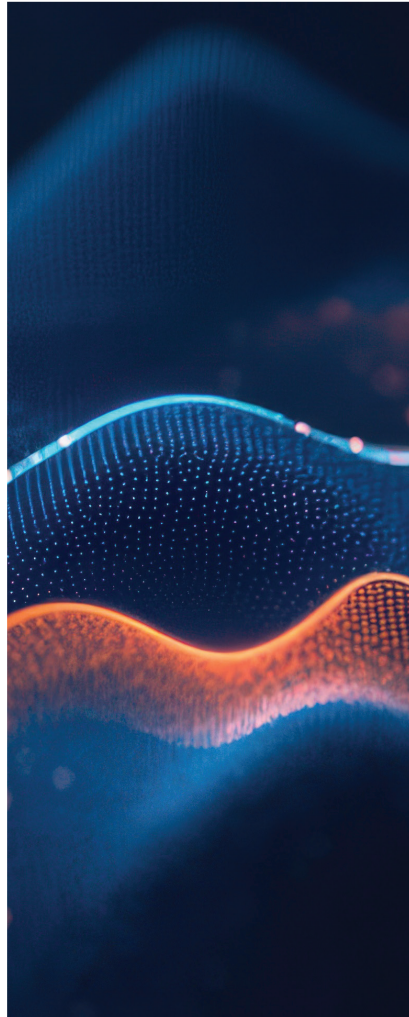


FROST & SULLIVAN  
BEST PRACTICES



2026

GLOBAL APPLICATION

SECURITY POSTURE

CUSTOMER VALUE  
LEADERSHIP



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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. Aikido Security excels in many of the criteria in the ASPM space.

RECOGNITION CRITERIA	
<i>Business Impact</i>	<i>Customer Impact</i>
Financial Performance	Price/Performance Value
Customer Acquisition	Customer Purchase Experience
Operational Efficiency	Customer Ownership Experience
Growth Potential	Customer Service Experience
Human Capital	Brand Equity

### Transforming Application Security: Strategic Imperatives for ASPM

Disruptive technologies, especially the surge in artificial intelligence (AI)-generated code, are reshaping the application security posture management (ASPM) market by accelerating software production far beyond what traditional security processes can govern. As development teams generate code faster and in greater volume, they increasingly rely on ASPM to track, govern, and prioritize the expanding risk surface this new pace creates. In parallel, the emergence of agentic AI is transforming application security operations themselves, enabling autonomous triage, prioritization, and remediation. Together, these shifts are pushing ASPM to evolve from point-in-time scanning toward continuous, contextual, and automated security, redefining expectations for real-time insight and precise, end-to-end risk resolution across the software development lifecycle.

Customer value chain compression is a second major imperative, driven by the need to reduce friction, tool sprawl, and operational complexity across security and development workflows. Organizations increasingly seek consolidated platforms that provide a single view of risks across code security, cloud posture, runtime behavior, and the software supply chain. Integrations with developer tools, rapid onboarding, AI-based triage, and automated remediation reduce the number of steps required to manage security throughout the development lifecycle. This compression reflects a broader trend toward platformization, where unified ASPM capabilities streamline security tasks for engineering, compliance, and operations teams.

A third defining imperative is competitive intensity, as established cybersecurity vendors and new entrants increasingly move into the ASPM space, expanding portfolios, launching AI-native offerings, and driving a faster pace of innovation. This heightened competition compels providers to accelerate innovation, broaden their coverage, and improve adoption ease. Buyers expect rapid feature delivery, transparent value, and solutions that reduce operational burden while improving security outcomes. Competitive intensity, therefore, acts as a catalyst for ongoing market transformation, driving ASPM offerings toward greater automation, consolidation, and intelligence.

In this context, Frost & Sullivan identifies Aikido Security (Aikido) as an emerging force that aligns closely with the strategic imperatives reshaping the ASPM market. The company's rapid innovation pace, emphasis on automation and AI, and commitment to simplifying security workflows position it as a catalyst for platformization and value chain compression. Aikido's growth trajectory and expanding global footprint further reinforce its role as a competitive disruptor driving the market toward integrated, developer-centric security solutions.

### **Aikido: The All-in-One Developer-first Security Platform**

Founded in 2022 and headquartered in Ghent, Belgium, Aikido is a developer-first cybersecurity company that consolidates code, cloud, and runtime protection into a single, streamlined platform. Its emphasis on clarity, automation, and AI-driven remediation helps teams cut through noise, focus on the vulnerabilities that matter, and resolve issues quickly. By reducing operational friction and eliminating security debt, the company enables developers to stay productive and securely ship software at scale.

#### **The Platform**

Aikido is an end-to-end, all-in-one security platform that protects everything teams build, host, and run. It consolidates 13 native scanners covering (software composition analysis [SCA]), static application security testing (SAST), secrets detection, container and virtual machine security, malware analysis, infrastructure-as-code (IaC) checks, license and software bill of materials management, outdated software monitoring, full cloud security posture management (CSPM), and dynamic application testing (DAST). The platform also includes application programming interface (API) discovery and testing, in-application (in-app) runtime protection, code quality analysis, and autonomous penetration testing (pentesting), eliminating the need for multiple standalone tools.

Integrated deeply into the software development life cycle and development, security, and operations (DevSecOps) workflows, Aikido provides end-to-end coverage and shift-left security by embedding automated checks early in integrated development environments (IDE), continuous integration/continuous deployment (CI/CD) pipelines, and merge or pipeline gating processes. Advanced code change analysis identifies risky commits and prevents vulnerable code merges, while integration with cloud-native environments, including containers, serverless functions, and IaC, ensures security across modern architectures.

Aikido addresses critical chief information security officer pain points across complex, evolving threat landscapes. It mitigates risks from ransomware, supply-chain attacks, and vulnerabilities in low-code or no-code platforms such as Salesforce, Zapier, and emerging "vibe coding" tools. These citizen-

development platforms accelerate innovation but introduce unmanaged integrations, unvetted APIs, and data-sharing risks. The company enables the discovery, governance, and control of shadow information technology, as demonstrated by audits that uncovered hundreds of unused Salesforce integrations representing live attack surfaces. Aikido also mitigates software supply chain risks, including namespace collisions, dependency hygiene issues, and malicious look-alike packages, by detecting malware and unwanted behavior in dependencies before production deployment. Human factor risks, including insider threats and social engineering, are addressed through integrated controls, policy-driven oversight, and actionable insights. Budgetary and organizational challenges are solved via a transparent, developer-first pricing model that scales predictably with the organization rather than repositories, reducing barriers to adoption and executive buy-in.

## Key Differentiators and AI Capabilities

By building and maintaining its own scanners, Aikido ensures accuracy, extensibility, and reliability across all security domains. Its AI AutoTriage capability filters false positives, elevates true positives, suppresses noise, and highlights vulnerabilities most likely to be relevant or exploitable, while allowing users to adjust severity levels and manage issue visibility through ignore and snooze functions.

Aikido further differentiates itself through deep reachability analysis that goes beyond traditional vulnerability scanning. Instead of flagging every theoretical issue in a dependency tree, the platform analyzes whether vulnerable functions and packages are reachable and executed within the application's real code paths.

By combining function-level and package-level reachability with clear, visualized call paths to vulnerable code, Aikido enables security and engineering teams to prioritize what truly matters. This approach results in high-confidence findings, dramatically fewer false positives, and minimal noise from non-reachable issues, allowing teams to focus remediation efforts on vulnerabilities that pose real, exploitable risk in production environments.

AI AutoFix automates remediation across dependencies, SAST, IaC, and container-based images, including container-based image upgrading, a market-unique capability. AutoFix is integrated directly into IDEs and pull requests (PR), providing contextual remediation advice, one-click fixes, and seamless connections to task management tools such as Jira and Azure DevOps.

Aikido Intel, the platform's proprietary threat intelligence feed, combines AI with in-house research to surface vulnerabilities, malware, and zero-day exploits in open-source ecosystems. Additional AI-powered capabilities include AI-native code review for code quality, breaking changes analysis for dependency upgrades, AI Cloud Search for multi-cloud asset discovery (CSPM), API discovery and scanning, AI pentesting (coming soon), AI discoverability, and AI/non-human entity protection against bots and crawlers.

## Continuous Innovation and Integration

Aikido continually innovates to remain ahead of the market. Recent key developments include Zen in-app runtime protection, leadership in maintaining Opengrep (a fork of Semgrep for open-source SAST), and acquisitions that expand AI-native code review and autonomous pentesting. Additional

advancements cover AI discoverability for large language models, AI and bot traffic protection, multi-cloud AI-powered search, automated container image fixes, extended DAST and autonomous pentesting modules, API testing using AI-generated data, post-quantum safety measures, and extended support for end-of-life software packages. To ensure seamless adoption, Aikido integrates with various tools and platforms, including cloud providers, governance, risk, and compliance (GRC) solutions, container registries, CI/CD, Git repositories, IDE plugins, issue trackers, scanners, server management solutions, messaging platforms, and training products. This broad integration embeds security directly into developer workflows.

Frost & Sullivan praises Aikido for delivering a unified, end-to-end security platform that integrates code security, cloud security, runtime protection, and compliance directly into developer workflows. The company’s innovative use of AI for risk prioritization, automated remediation, and threat intelligence, combined with comprehensive scanner ownership and continuous innovation, sets a new benchmark for efficiency, coverage, and scalable, developer-first security.

*“Frost & Sullivan commends Aikido for its innovative, developer-first approach to cybersecurity, combining comprehensive platform coverage, rapid deployment, and AI-driven automation to deliver measurable outcomes across diverse industries.”*

**- Vivien Pua,  
Senior Industry Analyst**

#### **Driving Efficiency and Confidence in Security with Aikido**

Aikido delivers additional value through its clear, transparent, and accessible pricing structure. All pricing information is publicly available, with clearly defined tiers based on company size and deployment stage, simplifying evaluation and procurement. A free tier is offered for smaller teams, and early-stage startups benefit from discounted access, enabling them to adopt enterprise-grade security with minimal upfront cost. Each plan

provides broad platform access with no hidden fees or usage-based charges, supporting predictable budgeting and long-term planning. For enterprise customers, Aikido’s modular flexibility empowers organizations to start with specific modules, such as SCA or SAST, and expand coverage over time as their security needs evolve. This combination of transparency, flexibility, and comprehensive platform access ensures that organizations receive maximum value for their investment, making the company cost-effective and strategically aligned with business growth.

#### **Unmatched Customer Experience**

Aikido provides an optimal customer experience by combining speed, transparency, and personalized support throughout the entire deployment and adoption process. The platform can be deployed in hours rather than weeks or months, supported by comprehensive publicly available documentation, including the Help Center, API documentation, and integration guides. Customers also benefit from direct access to the company’s team via shared Slack or Microsoft Teams channels, as well as 24/7 in-app chat for real-time assistance.

*“The Aikido team is incredibly responsive. We give feedback and get a reply within the hour. Improvements or fixes often get shipped within a day.”*

- Cornelius Suermann, Vice President of Engineering, n8n<sup>1</sup>

To further enhance onboarding, Aikido recently launched a structured enterprise program that delivers proactive guidance and hands-on support. For example, the entire portfolio of Providence Strategic Growth Equity, comprising 130 companies, was onboarded through this program, which includes project planning, live onboarding webinars, leave-behind materials, in-app guidance, and ongoing support via Slack. Customers consistently highlight the high quality of support and the proactive, accessible nature of the company’s engagement, reflecting its commitment to making adoption seamless, efficient, and highly responsive to user needs.

This combination of fast deployment, accessible resources, direct support channels, and structured enterprise onboarding ensures that organizations can integrate Aikido quickly, maximize platform value, and maintain confidence in its security posture.

*“Aikido isn’t just a vendor for us—they’re a true partner. Their responsiveness and dedication to helping us succeed make all the difference.”*

-Nicolai Brogaard, Service Owner of SAST and SCA, Visma<sup>2</sup>

## Case Studies

Aikido enabled **n8n**, a workflow automation platform, to transform its fragmented security approach into a structured, reliable vulnerability management and compliance process. By centralizing all findings across code, container images, and infrastructure into one system and automatically creating tracked tickets in Linear with defined service-level agreements, the company helps n8n reduce security noise by 92%, gain complete visibility, and consistently meet remediation deadlines.<sup>3</sup> Its integration with Drata (automated compliance platform) streamlines audit preparation, while its accurate detection, team routing, and responsive support significantly improves productivity and confidence in n8n’s security posture.

**Revolut** selected Aikido to strengthen application security across its fast-moving engineering organization while maintaining developer velocity. By consolidating multiple security capabilities into a single platform and applying intelligent prioritization, Aikido helps Revolut focus on vulnerabilities that are truly relevant to its applications rather than overwhelming teams with theoretical findings. Through deep reachability analysis, automated triage, and seamless integration into developer workflows, Aikido enables Revolut’s engineers to identify exploitable risks quickly, understand clear call paths to vulnerable code, and remediate issues efficiently. This approach delivers high-confidence security insights, reduces false positives, and supports Revolut’s commitment to building secure financial products at scale.

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<sup>1</sup> Aikido, “92% Less Noise. 100% More Clarity. N8N’s Security Story with Aikido.,” Aikido, November 17, 2025, <https://www.aikido.dev/customer-story/n8n>.

<sup>2</sup> Aikido, “How Visma Went beyond SCA for Its 200+ Portfolio Companies,” Aikido, September 30, 2025, <https://www.aikido.dev/customer-story/visma>.

<sup>3</sup> Aikido, “92% Less Noise. 100% More Clarity. N8N’s Security Story with Aikido.,” Aikido, November 17, 2025, <https://www.aikido.dev/customer-story/n8n>.

**AutoStore**, a global leader in automated warehouse and fulfillment solutions, uses Aikido to secure a large and complex software landscape without introducing operational friction. By centralizing code, dependency, and infrastructure security into a single platform, Aikido provides AutoStore with continuous visibility into real application risk across teams and repositories.

*“Frost & Sullivan believes Aikido is setting a new standard for developer-first, end-to-end security platforms by combining comprehensive ASPM coverage with innovative AI-driven capabilities. The firm also recognizes the company’s strong market momentum, strategic partnerships, and robust customer acquisition as key drivers of sustained growth and industry leadership.”*

**- Ojaswi Rana,  
Best Practices Research Analyst**

Aikido’s intelligent prioritization and reachability analysis allow AutoStore’s engineers to concentrate on vulnerabilities that are reachable within their systems, eliminating noise from non-exploitable findings. With automated remediation support, PR-level integrations, and low-maintenance deployment, AutoStore achieves scalable security that aligns with its high reliability and industrial-grade software requirements.

Frost & Sullivan commends Aikido for its innovative, developer-first approach to cybersecurity, combining comprehensive platform coverage, rapid

deployment, and AI-driven automation to deliver measurable outcomes across diverse industries. The company’s ability to reduce operational friction, streamline compliance, and accelerate vulnerability remediation positions it as a frontrunner in providing scalable, efficient, and cost-effective security solutions.

### From Rapid Revenue Growth to Global Impact: Aikido’s Strategic Trajectory

Aikido has experienced rapid and accelerating financial growth since 2023. From a modest revenue base in 2023, the company expanded significantly in 2024, achieving several-fold growth year-over-year, and continued this momentum in 2025, more than doubling its annual recurring revenue in the first half of the year.<sup>4</sup>

Aikido exhibits strong growth potential, driven by notable competitive wins, high-profile logo acquisitions, and strategic market expansion. The company secured major clients, including Niantic, Tines, Eight Sleep, Handshake, Montblanc, and GEA Group, demonstrating its ability to succeed in competitive environments, and successfully expanded into Group and Private Equity companies such as Visma Group (over 200+ companies, more than 6,000 developers) and PSG Equity (over 140 companies, several thousand developers), enabling portfolio-wide rollout of its ASPM product. Government and public sector interest is also rising, exemplified by the Cabinet Office of the United Kingdom, alongside multiple other governmental bodies and contractors evaluating or deploying Aikido. International expansion is further supported through local hires and a global reseller network, with ASPM revenue projected to grow strongly in 2025 in North America, Europe, the Middle East, and Africa, Asia Pacific, and Latin America.

Aikido leverages a comprehensive technology and partner ecosystem to drive adoption and enhance its market presence. Strategic technology alliances include SecureCodeWarrior for embedded secure coding education; GRC platforms such as Vanta, Drata, Sprinto, and Thoropass for automated compliance;

<sup>4</sup> Frost & Sullivan’s Interview with Aikido Security, (August 12, 2025).

TuxCare for rapid remediation of legacy vulnerabilities; and Root.io for hardened container images that accelerate patching from months to minutes. Supporting this, a global network of over 100 partners across more than 120 countries, including global system integrators, managed service providers, systems integrators/resellers, and distributors, delivers local expertise, expands platform reach, and provides complementary services such as manual pentesting, with forthcoming AI-driven capabilities.

With the shift from traditional, labor-intensive post-release security services to continuous, automated application security integrated into development workflows, Aikido empowers partners to modernize offerings by automating DevSecOps pipelines, securing external software supply chains, unifying compliance reporting, and delivering training programs, while evolving pentesting and red teaming into continuous, proactive models. This integrated approach minimizes integration friction, meets local regulatory requirements, and accelerates adoption across diverse customer segments, from nimble startups to highly regulated global enterprises, strengthening Aikido's leadership in scalable, developer-first security solutions.

Frost & Sullivan believes Aikido is setting a new standard for developer-first, end-to-end security platforms by combining comprehensive ASPM coverage with innovative AI-driven capabilities. The firm also recognizes the company's strong market momentum, strategic partnerships, and robust customer acquisition as key drivers of sustained growth and industry leadership.

## Conclusion

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Aikido Security (Aikido) redefines developer-first application security through its all-in-one, artificial intelligence (AI)-driven platform that unifies code security, cloud security, runtime protection, and compliance. By embedding automated security across the software development life cycle and development, security, and operations workflows, the company reduces operational friction, accelerates remediation, and empowers developers to ship software at scale securely. Its innovative AI capabilities, including AI AutoTriage and AI AutoFix, provide real-time risk prioritization and contextual remediation, while comprehensive platform coverage eliminates tool sprawl. Rapid deployment, transparent pricing, and unmatched customer support further enhance adoption and efficiency. Combined with strong global growth, strategic partnerships, and continuous innovation, Aikido sets a new benchmark for scalable, integrated, and intelligent application security posture management (ASPM), earning industry recognition as a market-leading solution.

Aikido earns Frost & Sullivan's 2026 Global Customer Value Leadership Recognition for its strong overall performance in the ASPM industry.

## What You Need to Know about the Customer Value Leadership Recognition

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Frost & Sullivan's Customer Value Leadership Recognition identifies the company that offers products or services customers find superior for the overall price, performance, and quality.

### Best Practices Recognition Analysis

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

#### 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

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

#### Customer Impact

**Price/Performance Value:** Products or services offer the best ROI and superior value compared to similar market offerings

**Customer Purchase Experience:** Purchase experience with minimal friction and high transparency assures customers that they are buying the optimal solution to address both their needs and constraints

**Customer Ownership Excellence:** Products and solutions evolve continuously in sync with the customers' own growth journeys, engendering pride of ownership and enhanced customer experience

**Customer Service Experience:** Customer service is readily accessible and stress-free, and delivered with high quality, high availability, and fast response time

**Brand Equity:** Customers perceive the brand positively and exhibit high brand loyalty, which is regularly measured and confirmed through a high Net Promoter Score®

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

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

