

FROST & SULLIVAN
BEST PRACTICES



2026

**GLOBAL STORAGE
PROTECTION**

**CUSTOMER VALUE
LEADERSHIP**

core⁶
formerly Continuity Software

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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. Core6 excels in many of the criteria in the storage protection 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

The Transformation of the Storage Protection Industry

“StorageGuard delivers tangible benefits to customers by improving ransomware resilience, reducing operational risk, and simplifying compliance across the storage environment. By automating security validation and reporting, the platform enables organizations to demonstrate compliance with regulatory frameworks without diverting significant resources from core business functions.”

**- Lynda Stadtmueller,
Associate Partner**

For decades, storage infrastructure has been largely omitted from enterprise cybersecurity discussions. Enterprises addressed storage protection via endpoint and network security solutions, assuming that the stored data was essentially safe.

This assumption has proven increasingly untenable as storage environments have become both more distributed and more tightly linked to business continuity outcomes.

It has also been challenged in recent years, as data protection regulations become more stringent and cyberthreats more prevalent. As the adoption of AI

workloads dramatically expands not only the amount and types of data being stored, but also the myriad sources and formats in use, enterprises need a comprehensive way to harden their security posture across the hybrid storage environment.

The rise of ransomware and targeted attacks has demonstrated that storage systems represent a critical vulnerability. Attackers increasingly recognize that compromising storage environments can disrupt

recovery processes, making ransom payments more likely. As a result, storage protection is no longer a secondary IT consideration but a core component of enterprise risk management.

In addition, enterprises face growing compliance requirements covering their primary storage, as well as backup and recovery solutions. Regulatory frameworks such as NIST, ISO, CIS, SNIA, and PCI DSS have introduced stringent requirements for data protection and audit readiness. Meeting these standards requires organizations to implement automated, repeatable processes for validating security configurations and demonstrating compliance.

Traditional vulnerability management tools, while effective for operating systems and applications, provide limited or no visibility into storage and backup infrastructures. As a result, organizations face challenges in identifying misconfigurations, outdated firmware, and compliance gaps within these environments. The need for continuous security posture management tailored to storage systems has become essential to maintaining operational resilience.

Core6, formerly Continuity Software, has stepped into the gap with its innovative StorageGuard storage protection platform, which is designed specifically to address the security and compliance characteristics of storage and backup systems rather than extending general-purpose security tools into these environments.

Meeting Customer Needs with Superior Functionality

Within the evolving storage protection market, StorageGuard differentiates itself by providing a practical response to a growing customer challenge: limited visibility and control across diverse storage and backup environments.

- The platform offers agentless scanning that covers multiple storage and backup platforms, which allows organizations to assess security and compliance without installing software on production systems, reducing operational risk during deployment and ongoing use. It also leverages a comprehensive and continually refined knowledgebase of vendor best practices, industry standards, and security advisories. By combining continuous validation with automated guidance, Core6 enables customers to identify and address risks without requiring deep, specialized storage expertise
- Through AI-enhanced automated compliance validation and remediation guidance, it supports faster issue resolution while reducing manual effort.
- It also integrates with ITSM workflows for streamlined risk management, ensuring that identified risks can be addressed within existing operational processes rather than through separate tools. This approach supports consistent adoption and reinforces long-term customer ownership by embedding storage protection into day-to-day operations. AI integration – either by interconnecting the enterprise’s own AI system (e.g., ChatGPT, CoPilot, Claude) to the StorageGuard MCP server, or via the newly introduced embedded AI function, with StorageGuard AI.

The StorageGuard platform continually scans storage and data protection systems, checking against the knowledgebase of security best practices, industry standards and regulatory frameworks (such as NIST,

ISO, CIS, SNIA, and PCI DSS), known vulnerabilities, and common security baselines. For detected anomalies, the platform offers simple remediation guidance.

The solution supports the top storage and backup vendors in the industry, including Dell, NetApp, IBM, HPE, Cisco, VMware, Nutanix, Cohesity, Commvault, Veeam and more.

Compared with competitors that focus primarily on detection or episodic assessments, Core6 emphasizes continuous usability and lifecycle value, strengthening confidence in the platform throughout its use. StorageGuard delivers tangible benefits to customers by improving ransomware resilience, reducing operational risk, and simplifying compliance across the storage environment. Furthermore, by automating security validation and reporting, the platform enables organizations to demonstrate compliance with regulatory frameworks without diverting significant resources from core business functions.

Customers also benefit from improved business continuity, as StorageGuard helps prevent misconfigurations and vulnerabilities that could lead to data loss or service disruptions. These outcomes translate into measurable improvements in operational efficiency and risk management, reinforcing the platform's value proposition.

“StorageGuard’s agentless architecture and flexible deployment models enable the platform to be quickly and easily deployed either on premises or in the cloud. Core6 reports that organizations can achieve full visibility of security risks across the storage environment in as little as an hour, without disrupting operations. This streamlined implementation process reduces barriers to adoption and accelerates return on investment.”

**- Lynda Stadtmueller,
Associate Partner**

Recently, in April 2026, the company launched a transformative enhancement, the StorageGuard AI Platform, a purpose-built platform that autonomously secures enterprise storage and backup environments at scale. By leveraging AI for policy-driven automation, natural language queries, and automated remediation, the company can assure security posture is consistently applied and maintained across the environment.

Simplifying Compliance Across Complex Storage Environments

Enterprises have no choice but to comply with increasing data protection regulations. In a complex storage environment, comprising multiple on-premises and cloud solutions, this can mean investing time and resources into manual compliance initiatives. In contrast, the StorageGuard solution enables organizations to meet requirements without adding complexity or cost, through automated, repeatable validation processes rather than manual, point-in-time checks. The platform employs a collection of scanners, customized for each specific storage or backup technology and leveraging APIs. The findings are presented in an easy-to-read dashboard, allowing teams to quickly understand compliance posture without deep technical analysis.

As an agentless system, StorageGuard eliminates the need for additional infrastructure or software agents, reducing deployment costs and minimizing operational overhead. Furthermore, the platform's ability to automate security validation and compliance reporting significantly reduces manual effort, lowering labor costs and freeing IT teams to focus on strategic initiatives. By identifying and prioritizing risks based on business impact, StorageGuard helps organizations allocate resources efficiently, further enhancing cost-effectiveness when compared with more manual or assessment-driven approaches.

Integration with ITSM Systems Reduces Time-to-Value

Ease of deployment and rapid time-to-value are critical factors in the purchase decision. StorageGuard's agentless architecture and flexible deployment models enable the platform to be quickly and easily deployed either on premises or in the cloud. Core6 reports that organizations can achieve full visibility of security risks across the storage environment in as little as an hour, without disrupting operations. This streamlined implementation process reduces barriers to adoption and accelerates return on investment.

The platform's integration with IT service management (ITSM) and SIEM workflows ensures that security posture management becomes an integral part of existing processes, minimizing the need for additional training or process changes. This reduces friction during onboarding and shortens the time between purchase and operational impact. In addition, continuous updates to the platform's knowledgebase ensure that customers receive ongoing value throughout the product lifecycle

Flexible Platform Options Appeal to Multiple Customer Segments

Storage protection requirements vary significantly across organizations based on size, industry, and operational maturity. Solutions that impose rigid deployment or licensing models often struggle to address this diversity, limiting adoption across different customer segments.

StorageGuard has been designed to support a range of organizational needs across company sizes and industries, through flexible platform and consumption options, including "professional" and "enterprise" versions that vary in the number of systems covered, as well as its newest high-end offering, StorageGuard Enterprise+AI which enables clients to connect their own AI environments to the StorageGuard MCP server. In addition, the company offers StorageGuard-on-Demand, a solution built specifically for Managed Security Services Providers, consultancies, and other third parties that perform security and risk assessments on behalf of their clients.

This flexibility lowers barriers to adoption for new customers while allowing existing customers to expand coverage as their environments evolve, without requiring architectural changes or platform replacement. As a result, organizations can align storage protection investments with both current requirements and future growth plans.

Core6 reports strong adoption among organizations in highly regulated industries, such as telecommunications, banking & finance, and energy. For these customers, the ability to deploy storage protection in a controlled, incremental manner supports both compliance objectives and long-term scalability, reinforcing confidence in the platform as environments grow more complex. For such organizations, often with large volumes of proprietary or sensitive data, likely stored on premises, StorageGuard represents a simple and accurate way to identify and remediate any potential vulnerabilities across a variety of storage systems, while producing accurate compliance reports.

Brand Equity and Market Trust

In January 2026, Core6 embarked on a re-branding campaign, trading its 20-year-old Continuity Software brand for the new name and new positioning. The rebrand reflects a strategic effort to sharpen market focus, aligning the company's identity more closely with its specialization in storage protection.

This refresh enables the company to establish a leadership position in the emerging data protection industry, which bridges IT infrastructure and security functions. The company indicates that the new name echoes the military term, “we’ve got your six” – meaning that data platforms are always secure, resilient, and protected.

As storage security emerges as a distinct discipline at the intersection of infrastructure and cybersecurity, clarity of positioning has become increasingly important for buyers. Core6’s new brand emphasizing protection of the core enterprise storage and data protection environment, reinforces its role as a purpose-built specialist rather than a broad, general-purpose security vendor.

This focused positioning supports customer trust by signaling depth of expertise and long-term commitment to the storage protection market. For organizations operating mission-critical and highly regulated environments, brand credibility is closely tied to confidence that a vendor understands the operational realities of storage and backup systems and will continue to invest in that domain,

The company’s rebranding reflects its broader vision to deliver solutions that protect the core of enterprise IT infrastructure. As demand for specialized security solutions continues to grow, Core6 brand evolution strengthens its ability to build and sustain long-term customer relationships, supporting loyalty and positive brand perception over time. Leveraging this vision, the company is well-positioned to maintain and strengthen its market presence.

Conclusion

With the StorageGuard data protection platform, Core6 addresses a critical gap in enterprise security strategies. The platform offers a simple, accurate way to ensure the entire enterprise storage environment is compliant, resilient, and protected from vulnerabilities. Furthermore, the agentless deployment eliminates manual effort and speeds time-to-value in complex hybrid IT environments. New product innovations, such as StorageGuard AI Platform, will continue to transform the way enterprises protect their core infrastructure. As such the company is earning the trust of organizations with mission-critical environments. With its strong overall performance, Core6 earns Frost & Sullivan’s 2026 Global Customer Value Leadership Recognition in the storage protection industry.

What You Need to Know about the Customer Value Leadership Recognition

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	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

