

FROST & SULLIVAN
BEST PRACTICES



2026

GLOBAL RISK
INTELLIGENCE SOLUTIONS

**COMPETITIVE STRATEGY
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. Dataminr excels in many of the criteria in the risk intelligence solutions industry.

RECOGNITION CRITERIA	
<i>Strategy Innovation</i>	<i>Customer Impact</i>
Strategy Effectiveness	Price/Performance Value
Strategy Execution	Customer Purchase Experience
Competitive Differentiation	Customer Ownership Experience
Executive Team Alignment	Customer Service Experience
Stakeholder Integration	Brand Equity

The Transformation of the Risk Intelligence Solutions Industry

Traditionally, security and risk management teams have relied on siloed tools to monitor either physical security incidents—such as property crime, geopolitical instability, or on-site safety risks—or digital indicators, including cyber intrusions, online sentiment, or data breaches. Today, these boundaries have dissolved. Modern threats routinely span both domains, requiring real-time visibility into physical and digital signals to build a complete picture of risks that may impact operations, assets, people, and brand reputation. As a result, leading risk intelligence platforms now integrate diverse data streams—ranging from social media chatter and dark-web activity to geospatial analytics, access-control logs, and IoT sensor data—to provide holistic situational awareness and enable faster, more informed decision-making.

The shift toward a multi-domain risk strategy often encounters organizational growing pains rather than technical ones. The primary challenge lies in bridging the gap between specialized teams, as departments dedicated to cyber, physical, digital, and brand risks have traditionally operated in isolation. This fragmentation exists largely because few technologies until now offered the native capability to synthesize intelligence across all these domains simultaneously. Consequently, the hurdle for buyers is not the software itself, but the lack of established information-sharing protocols and cross-departmental workflows required to unify these previously siloed functions.

Security teams face mounting pressure as threats proliferate across both physical and digital surfaces. As adversaries blur the lines between physical and cyber threats while leveraging AI to bring new threats to scale, security teams must develop new skill sets and utilize tools that are built for this new cross-domain

risk landscape. Teams must not only detect risks earlier, but also understand their potential cross-domain impacts, anticipate escalation patterns, and communicate intelligence effectively to stakeholders across the business. Resource limitations, practitioner fatigue, and the need for round-the-clock monitoring further compound operational challenges. As organizations continue to navigate this hybrid threat landscape, risk intelligence solutions must evolve to play their pivotal role in supporting proactive, coordinated, and enterprise-wide risk mitigation strategies.

From Signals to Strategy: Turning Public Data into Preemptive Defense

Organizations spend millions defending against yesterday’s attacks while security teams must contend with missed threats, excessive false positives, operator burnout, and late-breaking intelligence that forces hasty, reactive responses. Dataminr’s risk intelligence strategy is built to counter these realities, shifting teams from reactive scrambling to preemptive defense—delivering relevant, contextualized alerts earlier in the threat lifecycle. This proactive risk management approach allows customers to harden defenses, prepare patches, and investigate early indicators long before business disruption occurs.

The Dataminr AI Platform ingests risk signals from millions of sources and channels across global and regional social media, traditional news, government advisories, corporate disclosures, code repositories, sensor feeds, industry blogs, and deep/dark web forums, processing billions of metadata points per day in over 150 languages. This expansive collection underpins Dataminr’s differentiated value—by surfacing the earliest external threat signals that are most relevant to each customer, Dataminr can connect the dots across system domains more quickly than human operators.

“Dataminr’s risk intelligence strategy shifts teams from reactive recovery to preemptive defense—delivering relevant, contextualized alerts earlier in the threat lifecycle. This proactive risk management approach allows customers to harden defenses, prepare patches, and investigate early indicators long before business disruption occurs.”

**- Danielle VanZandt,
Research Manager & Program Director,
Security**

Dataminr’s Multi-Modal Fusion AI operates across the end-to-end data aggregation and analysis pipeline. More than 200 specialized AI models—not a general-purpose LLM—conduct data extraction and correlation, granular filtering, natural language processing for over 150 languages, computer vision, entity tagging/normalization, sensor processing, anomaly detection, and prioritization through its proprietary Intelligence Graph. Using continuous context analysis and real-time updating, coupled with Generative, Regenerative, Predictive and Agentic AI capabilities, the Dataminr AI Platform transforms raw signals into

evolving intelligence, not one-time snapshots, to surface only what is relevant to each organization. To establish a trusted, structured, and responsible framework for managing AI systems, Dataminr became one of the first 40 organizations to receive ISO 42001 Certification—the world’s first international standard for responsible AI. The result is credible, prioritized alerts enriched with adversary attributes, malware or indicator of compromise context, framework mapping, business context, and threat severity, all in real time.

“Dataminr customers report reductions in incident response times by nearly 70%, emphasizing earlier awareness of third-party ransomware incidents that would otherwise go unnoticed, and consistent over-performance compared to other risk intelligence vendors in terms of detection speed and alert relevance.”

Danielle VanZandt,
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The platform is engineered to compress an organization’s mean time to detect (MTTD) and mean time to respond (MTTR) and to extend lead time before public disclosure or active exploitation. Illustrative workflows show Dataminr reducing MTTD and MTTR from days to minutes across attack types, such as DDoS and zero-days, third-party vulnerabilities, and cybersecurity anomalies. This strategic emphasis on time-to-context directly supports customers’ top-line resilience objectives by enacting earlier threat investigations, patch preparation, and mitigation

initiatives, all while curbing the surging costs of inaction.

Built for the Way Teams Work: Seamless Integration, Scalable Impact

Dataminr’s strategy acknowledges that speed without integration stalls at the handoff. The Dataminr AI Platform offers integrated connectors for a customer’s SIEM, SOAR, and TIP platforms, as well as a mobile application, and custom API to distribute real-time intelligence, collaboration artifacts, and enable real-time reporting into customers’ existing tools and playbooks. This interoperability extends Dataminr’s value across detection, hunting, triage, orchestration, patching, third-party risk, ticketing, and compliance workflows, meeting teams where they already work. A standout differentiator is the platform’s Intel Agents.

Using agentic AI, the platform can launch “auto-investigations” surfaced via collected alerts to retrieve and summarize critical threat context in seconds, including attack scope, origin, motivation, intent, targets, related activity, aliases, TTPs, malware, and vulnerabilities. Together with ReGenAI live briefs, customers report reductions of their event research cycles from more than 30 minutes to under 90 seconds, in addition to reducing overall SOC workflows from hours to minutes, translating into materially faster threat prioritization and decisioning actions. Dataminr supports enterprise-scale monitoring, including hundreds to thousands of third parties, helping customers continuously evaluate vendor risk in real time and act early—well beyond periodic assessments. This scalability is critical as organizations’ digital ecosystems expand and external dependencies multiply.

Tangible Impacts of the Proactive Risk Intelligence Strategy

Dataminr’s development roadmap demonstrates a disciplined innovation approach that shifts security operations beyond real-time event detection. The company’s focus on predictive intelligence and more proactive and bespoke risk mitigation through the fusion of this external threat intelligence with company specific internal telemetry continues to influence its research & development initiatives for the platform. This includes more real-time understanding and prioritization of organization-specific risks, verifiable or predicted business impacts, and risk preemption based on expected next actions, guided by AI-powered insights and contextual analysis. This staged progression shows an executive team aligned on strategy, shipping capabilities that compound customer value over time.

Customer testimonials emphasize tangible gains for security operators using the platform. Dataminr customers report reductions in incident response times by nearly 70%, emphasizing earlier awareness of third-party ransomware incidents that would otherwise go unnoticed, and consistent over-performance compared to other risk intelligence vendors in terms of detection speed and alert relevance. These outcomes underpin Dataminr's growing brand equity among global enterprises and public sector organizations that use the platform for real-time events, risk, and threat detection across 500 corporate security teams, over 700,000 facilities, and over 220 countries and territories.

Conclusion

By unifying physical and digital threat detection into a single, AI-driven ecosystem, the Dataminr AI Platform can process vast volumes of publicly available data in real time to enable organizations to identify emerging risks sooner, reducing a business's likelihood of operational disruption. By incorporating Multi-Modal Fusion AI that analyzes text, images, video, and sensor outputs, the platform provides the contextual depth and relevance ranked threat alerts that security teams require to distinguish true risks from background noise. Furthermore, its scalability, automated workflows, collaboration tools, and API-friendly architecture help organizations overcome integration challenges and modernize legacy processes without significant operational burden as they navigate an increasingly interconnected threat landscape.

Dataminr earns Frost & Sullivan's 2026 Global Competitive Strategy Leadership recognition for its strong overall performance in the risk intelligence solutions industry.

What You Need to Know about the Competitive Strategy Leadership Recognition

Frost & Sullivan's Competitive Strategy Leadership Recognition identifies the company with a standout approach to achieving top-line growth and a superior customer experience.

Best Practices Recognition Analysis

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

Strategy Innovation

Strategy Effectiveness: Effective strategy balances short-term performance needs with long-term aspirations and overall company vision

Strategy Execution: Company strategy utilizes best practices to support consistent and efficient processes

Competitive Differentiation: Solutions or products articulate and display unique competitive advantages

Executive Team Alignment: Executive team focuses on staying ahead of key competitors via a unified execution of its organization's mission, vision, and strategy

Stakeholder Integration: Company strategy reflects the needs or circumstances of all industry stakeholders, including competitors, customers, investors, and employees

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

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)**

