



## COMPANY OVERVIEW

Illusive Networks is a pioneer of deception technology, empowering security teams to take informed action against advanced, targeted cyberattacks by detecting and disrupting lateral movement toward critical business assets early in the attack life cycle. Agentless and driven by intelligent automation, Illusive technology enables organizations to significantly increase proactive defense while adding almost no operational overhead. Illusive's Deceptions Everywhere® approach was conceived by cybersecurity experts with decades of combined experience in cyber warfare and cyber intelligence. With the ability to proactively intervene in the attack process, technology-dependent organizations can preempt significant operational disruption and business losses, and function with greater confidence in today's complex, hyper-connected world.

## FAST FACTS

- Total funding to date: more than \$30 M.
- Headquarters in New York City and Tel Aviv
- R&D based in Israel, with a team comprised of former IDF Unit 8200 leaders, researchers and software developers with state-level and corporate security expertise
- 100 employees
- Deployed at leading financial institutions, retailers, law firms, healthcare providers as well as insurance, energy, telecommunication and technology companies
- Seven patents
- 100% channel sales strategy
- Investors: Microsoft Global Finance, New Enterprise Associates (NEA), Team 8 Partners, Ofer Israeli, Bessemer Venture Partners Seed Safe, Cisco Systems, Marker II, Citi Ventures, Eric Schmidt's Innovation Endeavors II

## COMPANY HISTORY:

- September 2014: Founded by Check Point Software Technologies veteran Ofer Israeli and cybersecurity foundry Team8
- June 2015: Series A Round \$5M and official launch of the first endpoint-based deception technology
- October 2015: Series B Round \$22M led by NEA
- May 2016: Series B Round Extension funding to \$25M
- October 2016: Introduced the first purpose-built solution to defend SWIFT messaging systems from cyberattack
- January 2017: Investment by Microsoft Ventures

- February 2017: Launched V2 of the Illusive Platform, leveraging the market's first fully automated, AI-driven deception management system
- May 2017: Jointly with Kudelski Security, announced the first Managed Detection and Response service offering to include deception technology
- October 2017: Introduced specialized solution to protect legacy mainframe systems
- April 2018: Launched Attack Surface Manager to make enterprises more resistant to lateral movement

## **AWARDS AND RECOGNITION**

- SC Magazine Award for Best Deception Technology, April 2018
- Red Herring Top 100 Europe, April 2018
- Security Product Guide 2018 Global Excellence Award for New Products and Services, March 2018
- SC Magazine Industry Innovator, December 2017
- InformationWeek Vendors to Watch, November 2017
- CRN Tech Innovators Finalist, November 2017
- Momentum Partner 2017 Watch List, July 2017
- Wall Street Journal 25 Tech Companies to Watch, June 2017
- CRN 25 Coolest Network Security Vendors, March 2017
- Infosecurity's PG Global Excellence Awards for Advanced Persistent Threat (APT) Detection and Response, February 2017

*A complete list of awards and recognition is available at [www.illusivenetworks.com/awards](http://www.illusivenetworks.com/awards)*

## **LEADERSHIP TEAM**

### **Ofer Israeli, CEO & Founder**

Having pioneered deception-based cybersecurity, founder and CEO of Illusive Networks Ofer Israeli leads the company at the forefront of the next evolution of cyber defense. Prior to establishing Illusive Networks, Ofer managed development teams based around the globe at Israel's seminal cybersecurity company Check Point Software Technologies and was a research assistant in the Atom Chip Lab focusing on theoretical Quantum Mechanics. Ofer holds B.Sc. degrees in Computer Science and Physics from Ben-Gurion University of the Negev.

### **Arik Levi, CFO**

Arik Levi serves as Chief Financial Officer for Illusive Networks. Arik brings over 15 years of financial and management experience in technology and startup companies. Before joining Illusive Networks, Arik served as CFO of Powermat, MS-Tech Technologies, Vyyo Inc. (NASDAQ:VYYO), and as an Audit Manager with Kesselman & Kesselman, Israel's leading accounting firm and a member of PricewaterhouseCoopers International Ltd.

### **Kirby Wadsworth, CMO**

Kirby brings over two decades of marketing leadership in both publicly-traded, large enterprises and emerging startups. He pioneered industries such as cloud storage, continuous data protection, and file virtualization, where he created billions of dollars in new market opportunities. His digital marketing handbook, *Recommend This!*, was published by Wiley in 2014. Kirby previously served as CMO at Bayshore Networks, Mendix, and Limelight Networks, and as VP of Global Marketing at F5 Networks. He earned an MBA from the Kellogg Graduate School of Business at Northwestern University, and a BS in Information Technology from Northeastern University.

### **Matan Kubovsky, VP Research & Development**

Matan Kubovsky is Illusive Networks VP of Research and Development. With nearly a decade of cyber defense experience under his belt, Matan is charged with overseeing the product's research, development and QA. Before joining Illusive, Matan worked at Check Point Software Technologies, leading the development of the "Document Security Client" as well as designing and developing kernel modules at the "Media Encryption & Port Protection" product. Prior to Check Point, he was a researcher in a Molecular Biology lab where he focused on 3D structure prediction of human proteins. Kubovsky served as a team leader at a technological unit in the IDF (8200). Matan holds a B.Sc. degree in Computer Sciences & Computational Biology from the Hebrew University of Jerusalem.

### **Gil Shulman, VP Products**

Gil Shulman is Illusive Networks' VP of Products. Gil has over 20 years' experience in the technology industry focusing on cyber defense. Before joining Illusive Networks, Gil worked with a wide variety of market-leading companies, from Check Point Software, where he led the High-End Products team, to Radware and Verint Systems, where he managed the product organization for national cyber defense. In recent years Gil has focused on virtualization and cloud technologies, traffic and application management, and network appliances and platforms, creating new product categories and design strategies. Gil served at the technological unit of the Israel Defense Forces Unit 8200.

## **SOCIAL MEDIA**

LinkedIn -<https://www.linkedin.com/company/illusive>

Facebook -<https://www.facebook.com/illusive-networks-954144404629194/timeline/>

Wikipedia -[https://en.wikipedia.org/wiki/Illusive\\_Networks](https://en.wikipedia.org/wiki/Illusive_Networks)

Twitter -<https://twitter.com/illusivenw>