NelsonHall Vendor Profile

Crowdtesting

Cobalt.io'

Report Abstract

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By Dominique Raviart

IT Services Practice Director

NelsonHall

Eight pages

Contents of Full Report

Who is This Vendor Assessment For?

NelsonHall's crowdtesting profile on Cobalt.io' is a comprehensive assessment of Cobalt's offerings and capabilities, designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of application services, quality assurance/testing services and crowdtesting and identifying vendor suitability for RFPs

- Vendor marketing, sales, and business managers looking to benchmark themselves against their peers

- Financial analysts and investors specializing in the IT services sector.

Key Findings & Highlights

This NelsonHall vendor assessment analyzes Cobalt.io's offerings and capabilities in crowdtesting.

Cobalt.io was founded in 2013 by four Danish engineers. Initially known as Crowdcurity, the company first delivered penetration crowdtesting (pen testing). It now markets its services under Pentest as a Service (PTaaS).

The company is privately held and has received two rounds of funding for ~$37m. A recent round is its $29m Series B round, led by Highland Europe, in August 2020.

It has a headcount of 120. It is headquartered in San Francisco and has offices in Boston and Berlin. With the COVID-19 pandemic, Cobalt.io has adopted remote working with employees located across the globe.

Cobalt.io markets its services under Pentest as a service and considers it differentiates from security crowdtesting vendors in three ways:

- It relies on a community of skilled pen testers. The pen tester community has a size of 300

- It promotes collaboration between community members rather than competition/gamification (in comparison with a bug bounty model)

- It provides its results through both dynamic reports and integration with JIRA, GitHub, and ITSM tools. Cobalt.io highlights the integration with such tools accelerates the remediation and re-testing of security flaws. It also allows for direct collaboration between clients and pen-testers.

Scope of the Report

The report provides a comprehensive and objective analysis of Cobalt.io''s crowdtesting service offerings and capabilities, and market and financial strengths, including:

- Identification of the company's strategy, emphasis, and new developments

- Analysis of the company's strengths, weaknesses, and outlook

- Revenue estimates

- Analysis of the profile of the company's customer base including the company's targeting strategy and examples of current contracts

- Analysis of the company's offerings and key service components

- Analysis of the company's delivery organization including the location of delivery locations.

Crowdtesting Vendor Assessments also Available for:

- Applause

- AppTestify

- Cobalt.io

- Digivante

- EPAM

- Global App Testing

- passbrains

- Qualitrix

- Testbirds

- Wipro/Topcoder.

About The Author

Dominique Raviart is the IT Services Practice Director at NelsonHall, with global responsibility for IT Services research programs.

Dominique covers IT Services research in the areas of Software Testing/QA, Big Data and Analytics Services, Salesforce services, and IoT Services. Dominique has been part of NelsonHall's IT Services analyst team since 2007, providing comprehensive and insightful coverage of IT services markets in the world. In particular, he is widely known for his extensive knowledge and coverage of software testing, having examined recently digital testing and DevOps/continuous testing. Dominique assists both buy-side and vendor organizations in assessing opportunities and supplier capability across IT service lines.

Dominique can be contacted at:

• Email: dominique.raviart@nelson-hall.com

• Twitter: @DominiqueR_NH

About NelsonHall

NelsonHall is the leading global analyst firm dedicated to helping organizations understand the 'art of the possible' in digital operations transformation. With analysts in the U.S., U.K., and Continental Europe, NelsonHall provides buy-side organizations with detailed, critical information on markets and vendors (including NEAT assessments) that helps them make fast and highly informed sourcing decisions. And for vendors, NelsonHall provides deep knowledge of market dynamics and user requirements to help them hone their go-to-market strategies. NelsonHall's research is based on rigorous, primary research, and is widely respected for the quality, depth and insight of its analysis.

We would be pleased to discuss how we can bring benefit to your organization. You can contact us via the following relationship manager: Guy Saunders at guy.saunders@nelson-hall.com

Boston
Riverside Center, 275 Grove Street, Suite 2-400, Newton Massachusetts 02466
Phone: +1 857 207 3887

London
Unit 6, Millars Brook,
Molly Millars Lane,
Wokingham, RG41 2AD
Phone: + 44(0) 203 514 7522

Paris
4 place Louis Armand,
Tour de l'Horloge,
75012 Paris
Phone: + 33 1 86266 766