



THE RADICATI GROUP, INC.

A TECHNOLOGY MARKET RESEARCH FIRM

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## ***Secure Email Gateway Market, 2016-2020***

### **SCOPE**

This study provides an analysis of the Secure Email Gateway market in 2016 and its potential growth over the next four years. It offers a detailed analysis of worldwide market trends, market size and growth forecasts, market share by vendor, vendor products and strategies, and more.

The Secure Email Gateway market consists of solutions that can be deployed at the mail server or SMTP gateway level to filter out spam, viruses, phishing/spear-phishing attacks, and other malware from messaging traffic. Data Loss Prevention (DLP) and email encryption are also often part of a complete Secure Email Gateway solution.

This report focuses exclusively on corporate deployments, which include civilian government organizations and educational institutions. It does not include service provider deployments.

All market numbers, such as market size, forecasts, installed base, and any financial information presented in this study represent *worldwide* figures, unless otherwise indicated. All pricing numbers are expressed in \$USD.

### **METHODOLOGY**

The information and analysis in this report are based on primary research conducted by The Radicati Group, Inc. Our proprietary methodology combines information derived

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from three principal sources:

- a. Our Worldwide Database which tracks user population, seat count, enterprise adoption and IT use from 1993 onwards.
- b. Surveys conducted on an on-going basis in all market areas which we cover.
- c. Market share, revenue, sales and customer demand information derived from vendor briefings.

Forecasts are based on historical information as well as our in-depth knowledge of market conditions and how we believe markets will evolve over time.

Finally, secondary research sources have also been used, where appropriate, to cross-check all the information we collect. These include company annual reports and other financial disclosures, industry trade association material, published government statistics and other published sources.

Our research processes and methodologies are proprietary and confidential.

## **EXECUTIVE SUMMARY**

- Secure Email Gateways are software, appliances, or hosted services that protect organizations against email related threats by filtering out spam, viruses, and other malicious or unwanted messages. Increasingly these solutions must deal with phishing attacks (email-borne attempts to gather sensitive information, such as passwords, credit card numbers, etc.), spear-phishing (targeted phishing attacks), and url manipulation (emails carrying links that lead to corrupted websites). Encryption and Data Loss Prevention (DLP) are also capabilities which are increasingly being added to Secure Email Gateway solutions.
- The primary driver of growth for the Secure Email Gateway market continues to be the need to protect organizations from highly sophisticated email-borne threats. Email continues to be a leading vector of malware penetration for organizations of all sizes. Email-borne attacks are on the rise and represent great financial exposure to organizations of all sizes, as well as to their customers depending on the nature of

the attack.

- The Secure Email Gateway market is fairly mature, due to the early recognition of email as a leading vector for malware attack and penetration. However, this market is seeing renewed investment and innovation due to the evolving complexity of email-borne threats and the critical importance of feeding email attack/malware detection information to broader enterprise-wide security services (e.g. ATP, endpoints, and more).
- Vendors of Secure Email Gateway solutions are increasingly adding Data Loss Prevention (DLP), and email encryption capabilities to their solutions, as well as integrating with their Advanced Threat Prevention (ATP) solution portfolio.
- The worldwide market for Secure Email Gateway solutions continues to show growth, mostly due to replacements and upgrades to newer solutions, as email continues to be a leading vector of malware penetration for organizations of all sizes. The worldwide revenue for Secure Email Gateway solutions is expected to grow from nearly \$1.7 billion in 2016, to over \$1.9 billion by 2020.

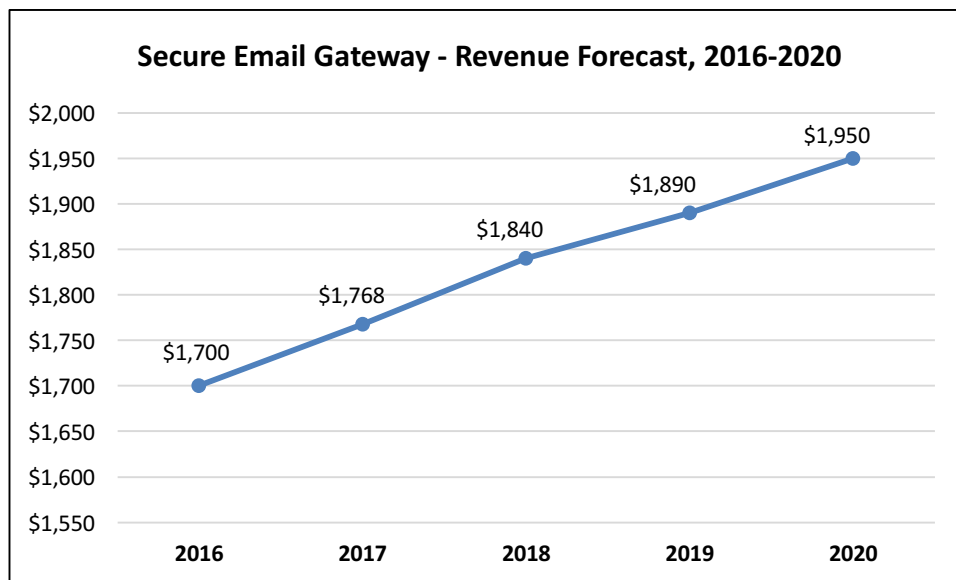


Figure 1: Secure Email Gateway Market Revenue Forecast, 2016 – 2020

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