



THE RADICATI GROUP, INC.

A TECHNOLOGY MARKET RESEARCH FIRM

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Secure Email Gateway Market, 2020-2024

SCOPE

This study provides an analysis of the Secure Email Gateway market in 2020 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.

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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 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

- The Secure Email Gateway market, once considered very mature, continues to see strong growth due to continued threat posed by email as the leading vector for malware attack and penetration. The market is seeing renewed investment and innovation from all vendors due to the need to keep up with evolving 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).
- Secure Email Gateways are any software, appliance, or cloud-based service deployed at the mail server or SMTP gateway level to filter out spam, viruses, phishing/spear-phishing attacks, and other malware from messaging traffic.

- Vendors of Secure Email Gateway solutions are increasingly adding Business Entity Compromise (BEC) and Account Takeover detection as part of their solutions. BEC is a form of cybercrime which uses email fraud to target one or more employees in an organization with spoofed emails that represent a trusted employee, customer, or entity and which request the victim to release payments, credentials, customer information or privileged information. It often relies on social engineering to cause the victim to transfer money or information to the fraudster. Account Takeover is a form of BEC, where an account is appropriated for fraudulent reasons and starts generating fraudulent emails or is used for impersonation.
- Secure Email Gateway solutions are also increasingly adding Data Loss Prevention (DLP), email encryption, and integrating Endpoint Detection and Response (EDR) or Extended Detection and Response (XDR), Advanced Threat Prevention (ATP), Phishing Awareness Training solutions, and more into their offerings.
- The worldwide revenue for Secure Email Gateway solutions is expected to reach nearly \$3.2 billion in 2020, and grow to over \$5.5 billion by 2024.

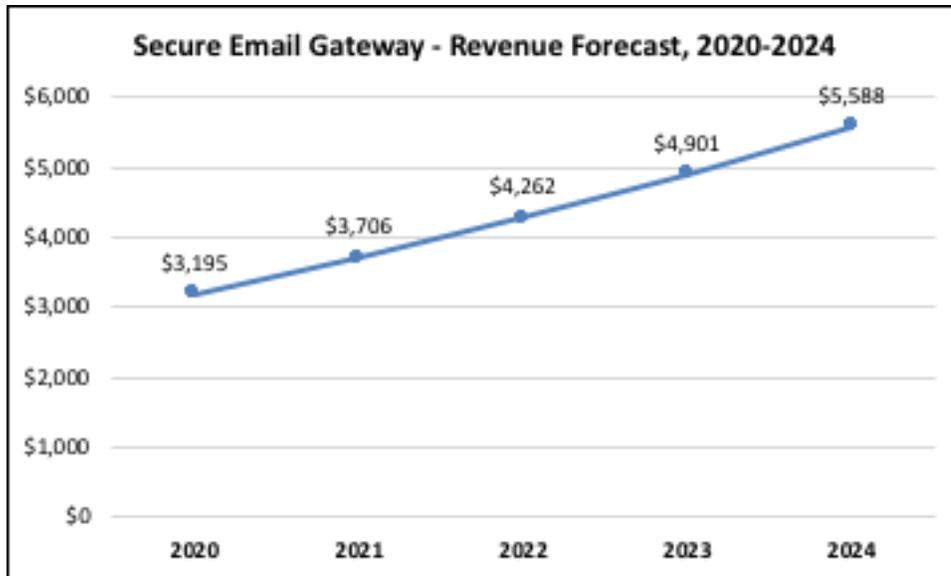


Figure 1: Secure Email Gateway Market Revenue Forecast, 2020 – 2024

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