



# **Grid<sup>®</sup> Report for Zero Trust Networking**

Winter 2022

# About this report

## What is the G2 Grid for ZTNA?

The Grid® represents the democratic voice of real software users, rather than the subjective opinion of one analyst. G2 rates products from the Zero Trust Networking (ZTNA) category algorithmically based on data sourced from product reviews shared by G2 users and data aggregated from online sources and social networks. Technology buyers can use the Grid® to help them quickly select the best products for their businesses and to find peers with similar experiences.

## How is G2 different to analyst firms?

Software is eating the world. Everything is being automated, which is both a tremendous threat and opportunity for companies. There are tens of thousands of applications on the market. How do you choose the right one? G2 plays a huge role by providing unique, authentic peer advice in real time. We give buyers better guidance than traditional analyst firms, which can take up to 2 years to update and publish technology research. That timeline just can't keep up with the pace of technology. At G2, we aim to be a trusted source that helps every business professional in the world make better technology decisions.

## Trusted, authentic reviews

Keeping our ratings unbiased is our top priority. We require the use of a LinkedIn account or verified business email address to validate a G2 user's identity and employer. We also validate users by partnering with sellers and organizations to securely authenticate users through select platforms. We do not allow users to review their current or former employers' products, or those of their employers' competitors. Additionally, all reviews are manually checked by our team after our algorithm filters out reviews that don't meet our submission requirements. All reviews must pass our moderation process before they are published. Our G2 staff does not add any subjective input to the ratings, which are determined algorithmically based on data aggregated from publicly available online sources and social networks. Sellers cannot influence their ratings by spending time or money with us. Only the opinion of real users and data from public sources factor into the ratings.

# What is Zero Trust Networking (ZTNA)?

## The definition of ZTNA

Zero trust networking software is a type of network security and identity management solution used to implement the zero trust security model. As opposed to traditional network security systems, which provide a castle-and-moat system for granting access into a network, the zero trust model assumes every individual, both internal and external, is a potential threat until they are verified. Companies have adopted the zero trust security model since decentralized business models and IT systems have made it significantly more complicated to ensure proper access controls are in place across multiple networks and physical locations. Zero trust networking solutions allow companies to continuously monitor network activity and user behavior to adapt authentication requirements on an individual basis. Verified individuals behaving abnormally or attempting to violate their permissions will be prompted to provide further authentication. Data is collected from access points, behaviors, and traffic logs to provide in-depth network security analytics capabilities. Zero trust networking software utilizes similar authentication methods as risk-based authentication software, but is specifically for network access control. Risk-based authentication is more broad and its methods can be applied to accessing a network, application, database, or any other privileged information. To qualify for inclusion in the Zero Trust Networking category, a product must:



Utilize adaptive authentication to continuously verify user permissions



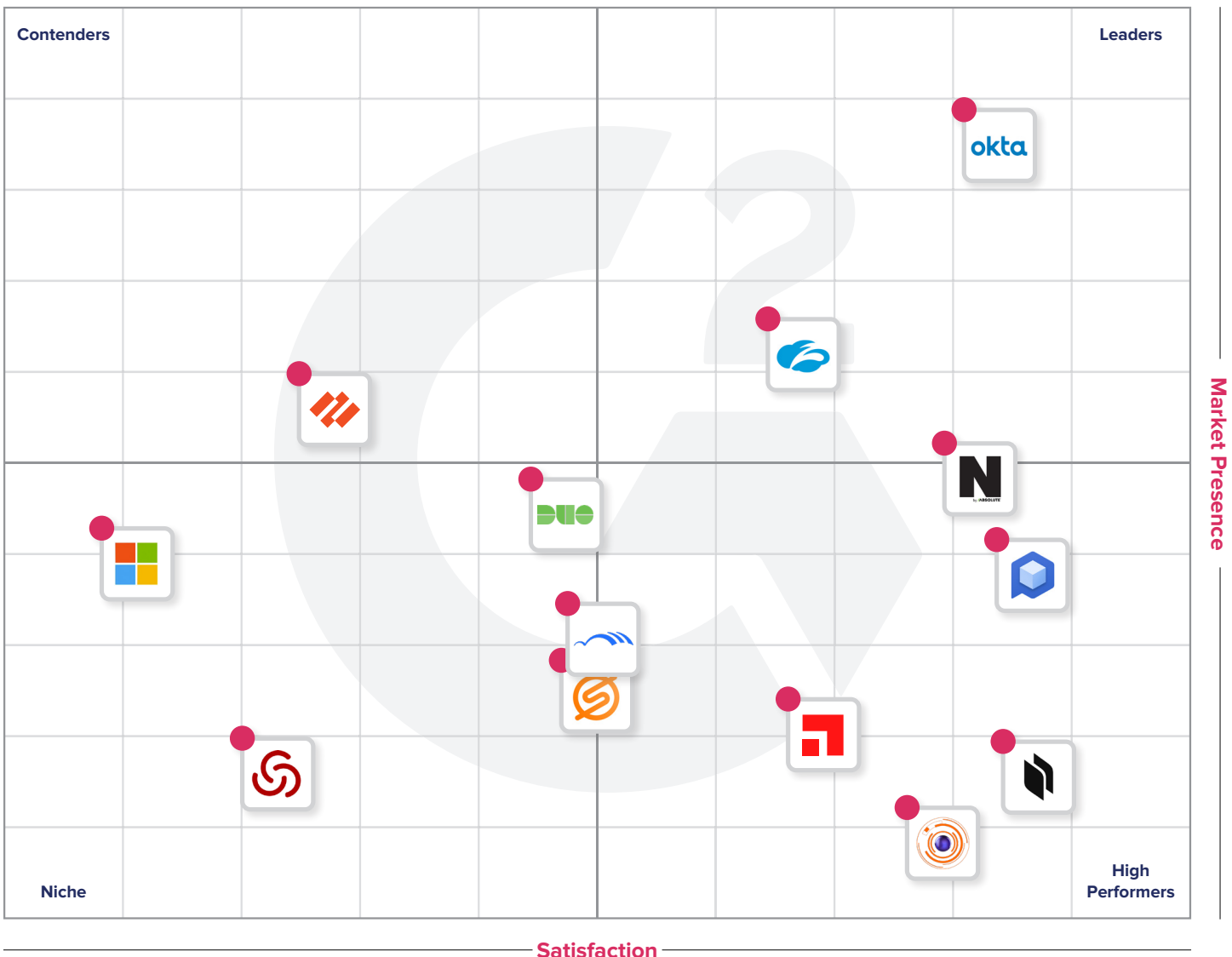
Allow for network segmentation to simplify and broaden policy enforcement



Monitor traffic and user behavior for future inspection and analysis

# G2 Grid<sup>®</sup> for Zero Trust Networking

G2 rates products and sellers based on reviews gathered from our user community, as well as data aggregated from online sources and social networks. We apply a unique algorithm to this data to calculate the Satisfaction and Market Presence scores in real time. The Grid<sup>®</sup> Report for Zero Trust Networking is based on scores calculated using the G2 algorithm from reviews collected through November 23, 2021.



## Satisfaction

The Satisfaction rating is affected by the following (in order of importance):

- Customer satisfaction with end user-focused product attributes based on user reviews
- Popularity and statistical significance based on the number of reviews received by G2 Quality of reviews received (reviews that are more thoroughly completed will be weighted more heavily)
- Age of reviews (more-recent reviews provide relevant and up-to-date information that is reflective of the current state of a product)
- Customers' satisfaction with administration-specific product attributes based on user reviews
- Overall customer satisfaction and Net Promoter Score® (NPS) based on ratings by G2 users  
Note: The customer satisfaction score is normalized for each Grid®, meaning the scores are relative.

Leaders	High performers	Contenders	Niche
NetMotion by Absolute	Twingate	Palo Alto Networks Panorama	Centrify Zero Trust Privilege
Okta	Perimeter 81		Duo Security
Zscaler Private Access	Instasafe ZTAA		BetterCloud
	Connect Secure		SecureAuth

# Detailed ZTNA vendor scores

## Satisfaction

Vendor	Satisfaction score
NetMotion by Absolute	97%
Zscaler Private Access	96%
Perimeter 81	95%
Instasafe ZTAA	94%
SecureAuth	91%
Centrify Zero Trust Privilege	90%
Okta	89%
BetterCloud	88%
Palo Alto Networks Panorama	88%
Duo Security	87%
Connect Secure	86%
Azure ExpressRoute	86%

*\*Vendors with fewer than 12 reviews have had satisfaction scores removed*

## Market suitability

Vendor	Small business	Mid-market	Enterprise
Zscaler Private Access	31%	23%	<b>46%</b>
Connect Secure	6%	18%	<b>76%</b>
Azure ExpressRoute	18%	36%	<b>45%</b>
Centrify Zero Trust Privilege	6%	<b>44%</b>	<b>50%</b>
Okta	9%	<b>47%</b>	<b>44%</b>
NetMotion by Absolute	17%	<b>43%</b>	<b>40%</b>
BetterCloud	9%	<b>66%</b>	24%
Twingate	27%	<b>64%</b>	9%
SecureAuth	<b>32%</b>	<b>45%</b>	23%
Perimeter 81	<b>63%</b>	25%	12%
Duo Security	<b>37%</b>	26%	37%

Small Business (50 or fewer emp.)

Mid-Market (51-1000 emp.)

Enterprise (>1000 emp.)

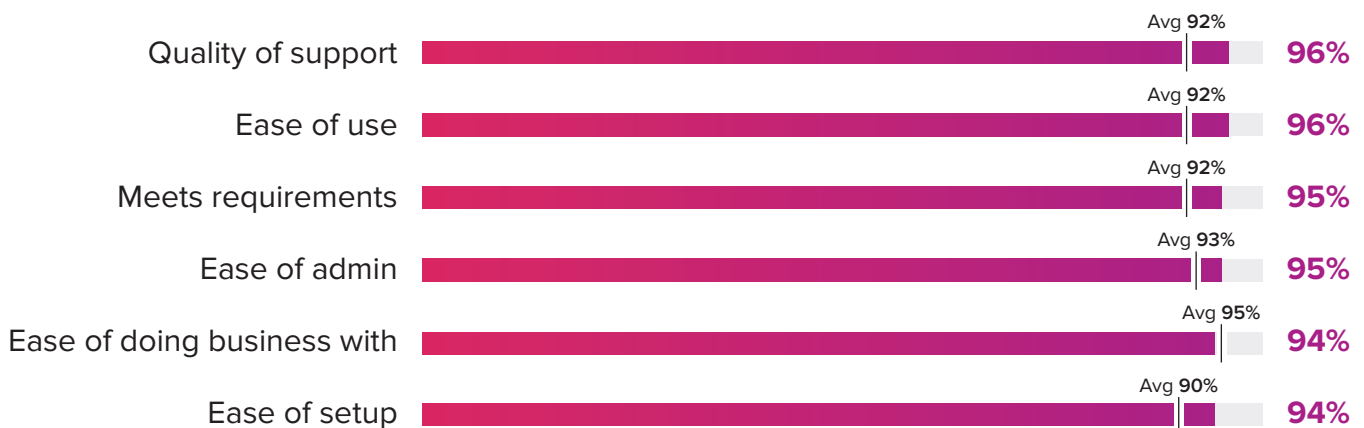
# Vendor profile: NetMotion by Absolute

NetMotion is a part of Absolute Software. It helps customers ensure secure remote access, without sacrificing on experience. NetMotion by Absolute provides optimized remote access with a zero-trust security posture alongside context-aware policy enforcement for all endpoints on any network. It also enables complete visibility of remote devices and the employee experience.

It helps customers with their journey to SASE, providing the only cloud-first security platform that actually improves the remote working experience. NetMotion by Absolute provides security solutions to over 3000 global enterprises, including 7/10 of the largest airlines, 85% of US public safety agencies and a variety of other major organizations from across the healthcare, logistics and legal sectors. Customers choose the NetMotion platform for its powerful zero trust networking (ZTNA), experience monitoring and enterprise VPN functionality.



## Satisfaction ratings







### Great support and great product

What do you like best? It's an always-on solution that's always on and just works. Flexible policies for connections. Easy server setup, easy redundancy configuration. Great onboarding process. Our account. Rep focuses on our vertical. Support is on a whole different level from all of our services.



### Excellent product that greatly enhances the end user connectivity experience

Given that so many of our team members are now working from home with varying internet speeds, this tool has proved invaluable in keeping people connected to the office.



### NetMotion allows our company to be truly mobile allowing our staff to work anywhere

Our staff can boot their laptop and be "at the office" regardless where they are working, especially now that staff are working from home extensively due to the pandemic.



### That rare product that "just works"

It's reliable, even when the network isn't. Performed solidly when evaluated and now gets consistently good feedback from our end users. Good visibility into the status and activities of managed devices. Great relationship with account team, plus the direct access to a consistent support engineer makes for a great support experience as well.

[g2.com/products/netmotion](https://g2.com/products/netmotion)