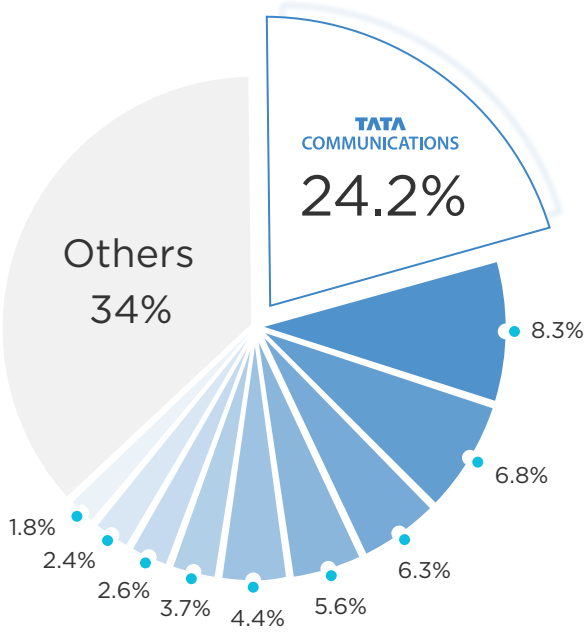
TATA COMMUNICATIONS

TATA COMMUNICATIONS RECOGNISED AS THE LEADING MANAGED SECURITY SERVICES PROVIDER IN INDIA BY FROST & SULLIVAN

MANAGED SECURITY SERVICES MARKET

Percent breakdown by vendor, India



Tata Communications, the digital ecosystem enabler headquartered in Mumbai, India, has expanded its share of the Indian Managed Security Services (MSS) market to over 24%, retaining its leading position among MSS vendors in India.

Tata Communications has developed cloud based service platforms and established partnerships with leading security vendors. The company serves a customer base across industries with security solutions that are scalable, customisable and delivered from the cloud, covering network and infrastructure security, cloud and content security, secure access, threat management and governance risk and compliance.

CYBERSECURITY IN INDIA: A LOOK AHEAD TO 2024

The MSS market in India grew by 23.9% YoY in 2019, estimated at $197.1 million and is set to reach $595.2 million with a CAGR of 24.7% by 2024. The need for robust cybersecurity will be driven by continued digitisation and growth in internet usage and connected devices, fuelling an increase in cybercrime. Enterprises are increasingly aware of the threat cybercrime poses to their operations and seek security solutions that incorporate access control and identity management, cloud migration, and threat detection and management. The prevalence of cyber threat has pressured enterprises to resort to using MSS services.

Based on Frost & Sullivan's study, Tata Communications has continued double-digit growth over the period. A deep understanding of their customers' needs, regulatory considerations and the challenges of the COVID-19 pandemic allows them to build successful long-term contracts with clients. The company has adapted and expanded service delivery to meet customer needs with an emphasis on customizable and scalable solutions including secure access and assessment, increased zero trust implementation, risk management, and security architecture for work from home requirements.

The different packages offered to customers are based on individual organisations security maturity and anticipates eventual evolution, enabling more advanced features as they become more necessary."

Georgia Edell
Industry Analyst, Security Practice - Frost & Sullivan

Base year	Study period	Forecast period
2019	2018-2024	2019-2024

From the report:
"Frost & Sullivan - Indian Managed Security Services Market Forecast to 2024"

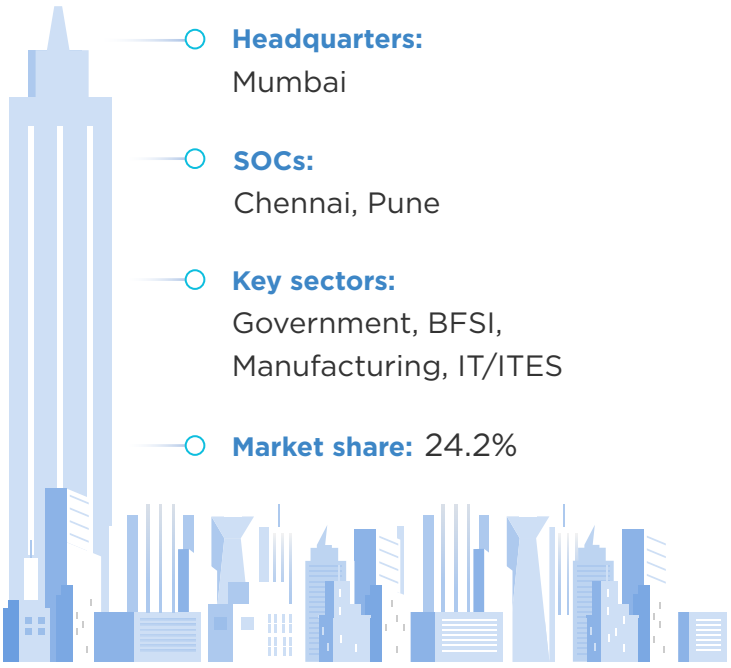
Analyst:
Georgia Edell, Industry Analyst, Security Practice, Frost & Sullivan

The banking and financial services industry (BFSI) have pioneered the demand for MSS services in India, and remain the largest customer segment, but there is also demand from government, service provider and manufacturing organisations. MSSPs are predicted to improve their service delivery in response to this strong demand and high expectations from enterprises.

Few other key factors driving the managed security services market include accelerated shift to cloud across industries, maturing trend towards work-from-home that is rapidly increasing number of Internet users during COVID 19, as well as the digital India initiatives like Personal Data Protection Bill by Indian government to protect privacy and regulate personal data usage.

COMPANY PROFILE FROM FROST & SULLIVAN

Tata Communications delivers its service by emphasizing on key areas including the protection of sensitive data, following 'Zero-Trust' practices to build and manage the 'Trust Zone' and meeting regulatory/compliance needs, content security, converged security model, and cloud based next gen SOC delivered as-a-service. The company has evolved its threat management services, which include Proactive Managed Detection and Response (MDR), Contextual Threat Intelligence, Digital Exposure Monitoring, Decoy and Deception, UEBA, Threat Hunting, and Red/Blue Teaming.



Headquarters:
Mumbai

SOCs:
Chennai, Pune

Key sectors:
Government, BFSI, Manufacturing, IT/ITES

Market share: 24.2%

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