

# Beyond the DarkTrace AI Marketing Hype

Why IronNet is the superior solution for your enterprise

Defending against cyber attackers today demands more than a slick user interface. Effective cyber defense requires visibility on upcoming threats to determine how they can affect your unique organization and how quickly you can defend against them. Most importantly, you need a technology partner who stands behind you. IronNet’s platform tightly integrates with your existing tools to empower your team and maximize current investments.

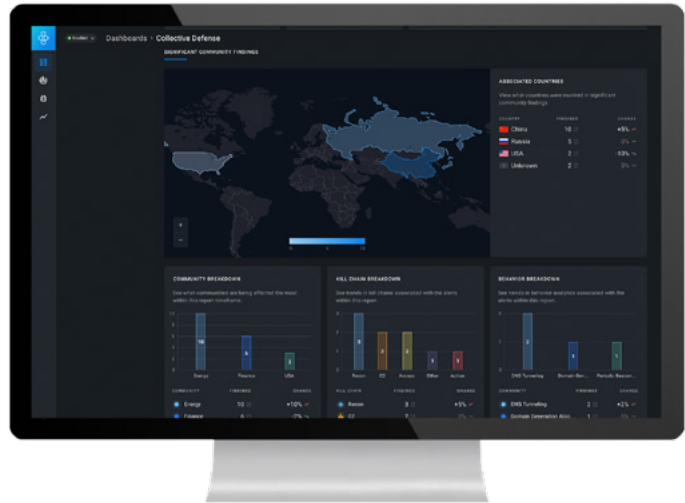
## Why Enterprises Choose IronNet

**Unique, proven detection capabilities that no other vendor can deliver.** IronNet delivers a broader range of behavioral detection capabilities than DarkTrace. We use machine learning (ML), artificial intelligence (AI), signatures, threat intelligence, and other detection methods at scale, to serve small companies to large Fortune 500 enterprises. But IronNet’s biggest differentiator is our detection capabilities that have been proven in the most challenging and secure environments against the toughest cyber adversaries.

**Real-time visibility, intelligence, and collaboration against cyber threats through Collective Defense.**

Enterprises work with a number of partners, suppliers, cross-industry specialists, and others to improve the efficiency and effectiveness of their business. Why should cyber defense be any different? IronNet empowers you to work with your supply chain, industry, region, or group of your choice to create a network of Collective Defense against cyber threats. All information in this network is delivered in real-time and anonymized for your privacy.

**Broader range of capabilities than DarkTrace without the high-pressure sales tactics.** IronNet’s solutions come with much more than simple anomaly detection. A rich set of response, cyber hunt, ecosystem integrations, and reporting capabilities are standard with every IronNet deployment, without additional costs or protracted sales negotiation.



*“As we look to defend our estate as it integrates with various cloud environments, we were impressed by IronNet’s capabilities, especially in side-by-side testing with other analytic and detection platforms in the market today.”*

- Richard Puckett  
Former VP Security Operations  
Strategy and Architecture



## How We Compare Against DarkTrace

IronNet delivers superior threat detection, visibility, collaboration, and services.

|                                  | IronNet  | DarkTrace  |
|----------------------------------|--|--|
| <b>Detection</b>                 | ✓ Behavioral analysis, AI/ML, and other relevant methods. Expert System automates Tier I Security Operations Center (SOC) analysis to enhance scoring precision. | ⚠ Mostly general-purpose outliers and anomaly detection based on heuristics, statistical analysis, and Bayesian analysis |
| <b>Visibility</b>                | ✓ Full enterprise network (cloud, virtual, and on-premise)   | ⚠ Focused mostly on-premise in 5 Gbps network segments   |
| <b>Threat Sharing</b>            | ✓ Real-time machine-speed Collective Defense sharing of behavioral insights across a community of peers  | ✗ Not Applicable   |
| <b>Collaboration</b>             | ✓ Real-time sharing of anonymized peer SOC insights and triage outcomes  | ✗ Not Applicable   |
| <b>Forensics</b>                 | ✓ Full PCAP on all flows and a sophisticated hunt interface  | ⚠ PCAP is limited to “high risk” alerts and basic text-based searches of logs and metadata                               |
| <b>Integrations</b>              | ✓ Deep integrations with SIEMs, SOARs, and ITSMs to support SOC workflows and response   | ⚠ Limited SOC workflow integrations. Response is limited mostly to TCP resets with the Antigena solution.                |
| <b>Services</b>                  | ✓ Cyber Operations Center (CyOC) Hunt Services and a range of Advisory Services (Red Team, training, assessments, etc.)  | ⚠ Limited and outsourced to third parties  |
| <b>Threat Intel and Research</b> | ✓ Threat Research team staffed by former offensive and defensive cyber experts   | ✗ Not Applicable   |

## With You Every Step of the Way

At IronNet, we believe in a customer-first approach. Rather than selling you a product and leaving, we support your enterprise for the entire life of the contract. Your success is our success. From day one, our world-class Customer Success team and CyOC are available to help your enterprise meet its goals. Service access is included with most IronNet subscriptions so you do not have to navigate additional sales cycles to get the resources you need.

## Contact Us

For more information, visit [IronNet.com/ironnet-vs-darktrace](https://IronNet.com/ironnet-vs-darktrace) or contact us at [info@IronNet.com](mailto:info@IronNet.com).

### About IronNet

IronNet’s mission is to deliver the power of Collective Defense cybersecurity to defend companies, sectors, and nations. The company was founded in 2014 by GEN (Ret.) Keith Alexander, the former Director of the National Security Agency and founding Commander of U.S. Cyber Command. Our team consists of expert offensive and defensive cybersecurity operators with unmatched experience defending commercial and government networks against advanced threats. IronNet is backed by blue-chip investors C5 Capital, ForgePoint Capital, and Kleiner Perkins.