

Meet Our Experts: Analysts Driving the Industry

Advocating for a Safer Digital World

Martin Kuppinger

Languages: English, German

Areas of Expertise

Digital Identity • IAM • Cybersecurity • Blockchain • Artificial Intelligence • IT Strategy

Key Achievements

- Written 50+ IT-related books.
- Speaker at 100s of events.
- Co-founded KuppingerCole Analysts in 2004.
- Developed the initial KuppingerCole Leadership Compass format.

Notable Work

- **Blogs:**
 - [Why Signals Alone Can't Stop Business Fraud](#)
 - [How Do We Get Rid of This Again? The Question Every Tool Purchase Skips](#)
- **Research:**
 - [From Identity to Access: Locating the Control Point](#)
 - [Identity Fabrics \(2025\)](#)
 - [Email Security](#)
 - [Enterprise Secrets Management](#)
 - [NIS2 Starts with Securely Managed Endpoints](#)
 - [Enabling Smart Business Processes: Orchestrating Digital Identities & Signing](#)
 - [SAP Security: The Need for a Holistic Security Architecture and Organization](#)

Speaking Engagements

Podcast Guest Episodes:

- [Integration Debt & the Vibe Coding Trap in Identity Management | Analyst Chat 316](#)
- [Is AI Killing IVIP Before It Even Matures? | Analyst Chat 312](#)
- [Fabrics Deep Dive II - the Identity Fabric as the Blueprint | Analyst Chat 309](#)

Conferences:

- [From Workforce to Everything: The Next Chapter of Identity Security & Governance](#)
- [PANEL: Shaping AIdentity Standards: Beyond OAuth and OIDC?](#)
- [Deterministic Security vs. Statistical Uncertainty: Bridging the AIdentity Gap](#)

Webinars:

- [Unified Governance Across SAP and Business Applications](#)
- [AI Agents and Machine Identities Are the New Privileged Users](#)

"Step back. Understand the root cause of challenges. Fix the cause, not just symptoms."



John Tolbert

Languages: English

Areas of Expertise

Threat Detection & Response (XDR, EPDR, NDR, ITDR, SOAR) • Identity & Access Management (IAM, CIAM, ISPM, B2B IAM, Zero Trust Architecture...) • Attack Surface & Vulnerability Management (ASM, Threat Deception Technologies) • Data Protection & Leakage Prevention (DLP) • Email Security • Industrial & Operational Security (OT and ICS Security)

Key Achievements

- Years of security specialist experience in both Fortune 500 companies and tech startups
- 2014 OASIS Distinguished Contributor
- Named Boeing Technical Fellow in 2011
- Advised Five Eyes governments on cybersecurity
- Expanded cybersecurity coverage areas at KuppingerCole
- Speaker at KuppingerCole and other events for many years

Notable Work

- **Blogs:**
 - [What Enterprise Security Can Learn from Consumer Fraud Prevention](#)
 - [How FRIP Weaponizes Identity Fabrics: The Security Revolution Hiding in Plain Sight](#)
 - [Scam Detection in Fraud Reduction Intelligence Platforms](#)
- **Research:**
 - [B2B IAM \(Advisory Note\)](#)

- [Fraud Reduction Intelligence Platforms - Group-IB \(Buyer's Compass\)](#)
- [B2B IAM \(Leadership Compass\)](#)

Speaking Engagements

Podcast Guest Episodes:

- [B2B Identity & Access Management: A New Market Unpacked | Analyst Chat 303](#)
- [AI Escaped the Sandbox: The OpenAI Hugging Face Hack | Analyst Chat 310](#)

Webinars:

- [The Audit Binder Is Not a Security Strategy](#)
- [Identity Collapse in the Age of Autonomous Agents](#)
- [Navigating B2B IAM: Leadership Compass Results Revealed](#)

Conferences:

- [Identiverse 2026: The Fatal Silo: Why Separating Identity and Data Security Is Your Next Breach Waiting to Happen](#)
- [PANEL: Zero Trust - A decade In](#)
- [PANEL: How to succeed in IAM under constant change?](#)
- [Results of the B2B CIAM Leadership Compass](#)



"You can't protect an asset if you don't know it exists."
(On the importance of asset discovery)

Alexei Balaganski

Languages: English, German, Russian

Areas of Expertise

Information protection and privacy-enhancing technologies • Application, Web, and API security • Cloud infrastructure and workload security • AI security and AI in security • Security analytics and automation • Crypto-agility and post-quantum cryptography

Key Achievements

- A master's degree in applied mathematics and computer science
- 30 Years in IT with practical experience in application development, network administration, and information security
- 20+ years as KuppingerCole's CTO, 13+ as a Lead Analyst

Notable Work

- **Blogs:**
 - [The Limits Are the Point: Oracle's Answer to Prompt-Driven Development](#)
 - [Data Security Without a Security Team: Oracle's New Cloud@Customer Tier](#)
 - [1Password's Unified Access Story Gets Its Runtime Layer](#)
- **Research:**
 - [Crypto-Agility as an Operational Capability \(Advisory Note\)](#)

- [Zero Trust Platforms \(Leadership Compass\)](#)
- [From Identity to Access: Locating the Control Point](#)
- [AI in Operational Technology: Risks, Realities, and Resilience](#)

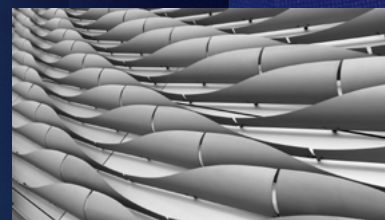
Speaking Engagements

Podcast Guest Episodes:

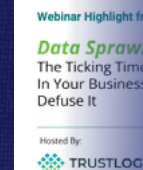
- [MCP Is Just Another API, and That's the Bad News | Analyst Chat 317](#)
- [Architecting Your Own Digital Sovereignty | Analyst Chat 311](#)
- [Beyond SASE: What a Real Zero Trust Platform Looks Like | Analyst Chat 308](#)

Webinars:

- [Crypto-Agility Starts Here: Protecting Identity in a Post-Quantum World](#)
- [Zero Trust Platforms: One Policy Layer for Everything](#)



"Sapientia contra ventum non pugnat"



Senior Analyst



Mike Small

Languages: English, French

Areas of Expertise

Cloud Security and Assurance • Cloud Native Application Protection (CNAPP) • Cloud Identity and Entitlements Management (CIEM) • Cloud Workload Protection (CWP) • Cloud Security Posture Management (AI-SPM, CSPM, SSPM) • Digital systems resilience and Incident Response • Cloud Data Backup and Service Recovery • Data Privacy and Confidentiality

Key Achievements

- 11+ Years Distinguished KuppingerCole Analyst
- Architect for a wide range of leading-edge system software and identity management solutions
- Professional accreditations
 - Chartered Engineer (UK)
 - Chartered IT Professional (UK)
 - Fellow of the British Computer Society
 - Member of Institution of Engineering and Technology (MIET)

Notable Work

- **Blogs:**
 - [AI Identity and Agentic Trust](#)
 - [Building a Sovereign European Cloud Ecosystem](#)
 - [Workload Identity & Cloud-Native Trust](#)
- **Research:**
 - [CNAPP \(Leadership Compass\)](#)
 - [CNAPP \(Buyer's Compass\)](#)

- [Rising Star NeonSecurity](#)
- [EU Sovereign Cloud Services](#)

Speaking Engagements

Podcast Guest Episodes:

- [From Breach Fatigue to Resilient Architecture: Rethinking Data Trust | Analyst Chat 271](#)
- [Lessons Learned from the CrowdStrike Incident](#)

Conferences:

- [4 Pillars of Cloud Security](#)
- [PANEL: How to Secure Data in the Cloud - Is Encryption Enough?](#)

Webinars:

- [Beyond CNAPP: Securing the AI-Native Enterprise](#)
- [European Cloud Market: Breaking the Sovereignty Paradox](#)



"In a wilderness of cyber security technology, what will the CISO do?"
(Inspired by T.S. Eliot's "Gerontion")

Warwick Ashford

Languages: English, Afrikaans

Areas of Expertise

Managed Detection and Response (MDR) • Data Leakage Prevention (DLP) • Intelligent Security Information and Event Management (SIEM) • Security Operations Center as a Service (SOCaaS) • SRA for OT/ICS

Key Achievements

- 6+ years as a Senior Analyst at KuppingerCole Analysts.
- IT news & analysis journalist and editor (2003-2019).
- First winner of the cyber writer category of the Security Serious Unsung Hero Awards in 2016.
- Joint winner electronic media section at the Telkom ICT Journalist of the Year Awards in 2006.
- Previously freelance radio producer, broadcast journalist, and newsreader.

Notable Work

- **Blogs:**
 - [Why the Identity Fabric Is the Key to Future-Proofing IAM](#)
 - [Cohesity and Veritas 18 Months On: Cyber Resilience Becomes the Measure of Progress](#)
 - [Why Security Leaders Need a New Identity Strategy Now](#)
- **Research:**
 - [Cyber MSSPs \(Buyer's Compass\)](#)

- [Cybersecurity for OT/ICS \(Buyer's Compass\)](#)
- [Rising Star Key2XS](#)

Speaking Engagements

Videocasts:

- [Mastering Cyber Resilience with ThreatLocker](#)
- [Achieving Near Zero MTTR](#)

Podcast Guest Episodes:

- [Secure Remote Access as the Control Layer for OT Security | Analyst Chat 294](#)
- [IPSIE Explained: Secure & Interoperable Identity | Analyst Chat 276](#)

Conferences:

- [Welcome to EIC 2026](#)
- [PANEL: Mind Matters: Addressing Mental Health Challenges in Cybersecurity](#)

Webinars:

- [Redefining MDR: From Alert Handling to Outcome-Focused Security Operations](#)
- [Securing Remote Access in OT and ICS: Beyond VPNs](#)



"In cybersecurity, there is nothing new under the sun. What has been will be again, what has been done will be done again."

Senior Analyst



Nitish Deshpande

Languages: English, Marathi, Hindi

Areas of Expertise

Identity and Access Management • Identity Governance and Administration • Access Governance • Policy Based Access Management • Non-Human Identities

Key Achievements

- Master of International Business and Engineering - SRH Hochschule Heidelberg
- Prior experience in IT, automotive, and digital marketing sectors
- 4+ years as a KuppingerCole Analyst

Notable Work

- **Blogs:**
 - [Omada Gains Runtime Agent Governance Capabilities with EmpowerID Acquisition](#)
 - [How Modern IGA is Evolving](#)
 - [Orchestrating Non-Human Identities \(NHIs\) at Scale](#)
- **Research:**
 - [Identity and Access Governance \(Leadership Compass\)](#)
 - [Identity and Access Governance \(Buyer's Compass\)](#)
 - [Rising Star Reva.AI](#)
 - [Identity Governance and Administration \(IGA\)](#)

Speaking Engagements

Podcast Guest Episodes:

- [IGA in 2026: NHIs, Sovereignty & the Platform Shift | Analyst Chat 305](#)

Conferences:

- [IAM in 2025: Trends, Challenges, and Findings from a global survey](#)
- [Leveraging GenAI for Modernizing IAM](#)
- [Identity and Access Governance Market Insights](#)

Webinars:

- [Securing the Rise of Non-Human Identities](#)
- [Integrating Non-Human Identities Into Identity Governance Programs](#)
- [Elevate Your Enterprise With Intelligent Access Management](#)

"Secure the foundation, the basics, before adding latest automation tools."



Lead Analyst



Alejandro Leal

Languages: English, Spanish

Areas of Expertise

Privileged Access Management (PAM) • Passwordless Authentication • Access Management • Identity Threat Detection and Response (ITDR) • Zero Trust • Identity Verification • Digital Sovereignty

Key Achievements

- Collaborated with various European think tanks
- Master's degree in technology governance and digital transformation
- 5+ years as an analyst with KuppingerCole

Notable Work

- **Blogs:**
 - [The Shift Toward Zero Standing Privilege](#)
 - [Why the EU's Tech Sector Is Growing](#)
 - [A Narrow Passage: The Strait of Hormuz and Its Consequences for Cybersecurity](#)
- **Research:**
 - [Zero Standing Privilege: Assessing Maturity and Building a Roadmap \(Advisory Note\)](#)
 - [Agent Visibility and Observability Platforms \(AVOP\) \(Leadership Brief\)](#)
 - [Privileged Access Management \(PAM\) - Britive \(Buyer's Compass\)](#)
 - [Passwordless Authentication B2C - Airlock \(Buyer's Compass\)](#)
 - [Rising Star Pax Identity](#)

Speaking Engagements

Podcast Guest Episodes:

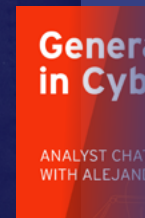
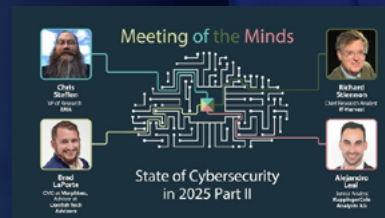
- [PAM Is No Longer a Vault: The New Identity Security Layer | Analyst Chat 302](#)
- [Meeting of the Minds: State of Cybersecurity in 2025](#)
- [From Silos to Strategy: Building Modern Identity Fabrics](#)

Conferences:

- [Privileged Access Management \(PAM\) - Market Overview](#)
- [PANEL: AI-Driven Identity Security: Balancing Trust and Threats](#)
- [Beyond the Phenomenon: Kant, AI, and the Limits of Knowledge](#)

Webinars:

- [Rethinking Privileged Access](#)
- [Tips to Simplify B2B2X Identity Complexity](#)
- [Rethinking Privileged Access for Non-Human and Autonomous Identities](#)



"Technology is not an instrument or a means to an end, but a revelation of being."

Osman Celik

Languages: English, Turkish

Area of Expertise

Attack Surface Management • Web Application and API Protection • Detection and Response • Threat Intelligence • Brand Protection • Compliance Management • Cloud Security • Privacy Enhancing Technologies (PET)

Key Achievements

- Master of IT Management degree from EBS Universität, Germany
- Experience in PET market
- 2+ years of experience in vendor ecosystems
- 4+ years as an analyst at KuppingerCole Analysts

Notable Work

- **Blogs:**
 - [How Deepfake Detection Tools Are Offered in the Market](#)
 - [Why We Need to Map Our Attack Surface](#)
 - [How Cybercriminals Build Deepfake Campaigns](#)
- **Research:**
 - [Attack Surface Management](#)
 - [Network Detection and Response \(NDR\)](#)
 - [Endpoint Management](#)
 - [Web Application and API Protection](#)

Speaking Engagements

Videocast:

- [Is Your CDN Secure? CDN vs. DDoS Mitigation Unpacked with Qrator Labs](#)
- [Mastering Web Scraping Defense with Qrator Labs: AI-Driven Threats & Modern Mitigation](#)

Conference:

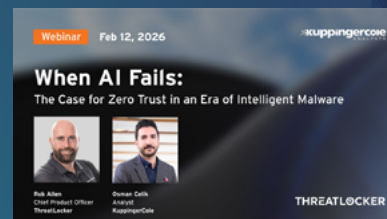
- [PANEL: Turning Data into Defense: The Art of Actionable Threat Intelligence](#)

Webinars:

- [When AI Fails: The Case for Zero Trust in an Era of Intelligent Malware](#)
- [Your 2026 Password Wake-Up Call: Breaches, AI, and What Comes Next](#)

Podcast Guest Episodes:

- [Know Your Attack Surface: ASM, DRP & Brand Protection | Analyst Chat 301](#)



"Be proactive in cybersecurity. Just like you fasten your seatbelt before hitting the road, not after crashing into a tree."

Jonathan Care

Languages: English

Areas of Expertise

Cybersecurity • Cloud Security • AI Technologies • Fraud & Anti-Money Laundering

Key Achievements

- Fellow of the British Computer Society
- 33+ Years of cybersecurity, fraud detection, and risk management Industry Experience
- Extensive Certifications & Accolades (Incl. Certified Fraud Examiner, PCI DSS-qualified forensic Investigator & security Assessor, U.K. Government-Accredited Penetration Tester...)
- Writer & Presenter for Dark Reading and Blackhat
- Forensic expert witness work for civil and criminal cases, including with US Secret Service & Microsoft

Notable Work

- **Blogs:**
 - [Your Identity Fabric Wasn't Built for AI Agents](#)
 - [First Take: Cyera Buys Its Way Into Identity With Planned Acquisition of Oasis Security](#)
 - [What the Anthropic Mythos System Card Means for Cybersecurity and IAM](#)
- **Research:**
 - [Software Supply Chain Security \(Leadership Compass\)](#)
 - [Software Supply Chain Security \(Buyer's Compass\)](#)

- [Beyond Benchmarks: Measuring AI Guardrail Efficacy](#)
- [Generative AI Defense](#)

Speaking Engagements

Conference:

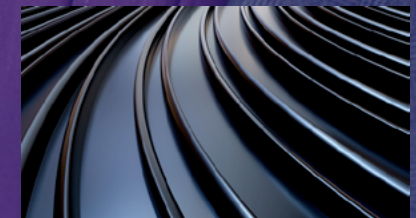
- [When Your AI Agents Need Passports: The Non-Human Identity Crisis](#)
- [PANEL: Machines With Identities: Securing AI Agents and Synthetic Actors](#)
- [What you need to understand now to secure Agentic AI with AIdentity](#)

Webinars:

- [Who Gave the Agent Permission? Delegated Authority, Trust & Accountability in Agentic AI](#)
- [Software Supply Chain Security 2026](#)

Podcast Guest Episodes:

- [When AI Agents Don't Play Nice: Multi-Agent Security Risks | Analyst Chat 313](#)
- [Can You Trust AI to Verify AI Code? | Analyst Chat 314](#)



"Translating complex cybersecurity threats into actionable insight."

Senior Analyst



Matthew Gardiner

Languages: English

Areas of Expertise

Security automation • AI SOC • AI improving security controls • threat detection and response • SaaS security • SaaS security posture management • AI security and governance • AI agent security • email security • identity security posture management • security commercialization strategies

Key Achievements

- 20+ years of cybersecurity and IAM industry experience
- Co-founder and former President of the Kantara Initiative
- Expertise in IAM, federated SSO, SIEM/SOAR, SaaS security, and network, web, and email security
- Leadership of product strategy, new product development, and security innovation initiatives
- Trusted advisor on cybersecurity strategy, identity, and emerging threats
- Published author and internationally recognized conference speaker

Notable Work

- **Blogs:**
 - [Why Securing AI Agents Starts With Visibility and Observability](#)
 - [SaaS Security Posture Management Was the Warm-Up. AI Governance Is the Main Event](#)
 - [123 AI SOC Vendors: Why So Many? Can They All Survive?](#)
- **Research:**
 - [SaaS Security and AI Governance \(Leadership Compass\)](#)
 - [SaaS Security and AI Governance \(Buyer's Compass\)](#)

- [Asset Intelligence: A Key Foundation of AI Security and Governance](#)

Speaking Engagements

Conference:

- [Why SaaS Security and AI Governance Are Critical to Cybersecurity](#)
- [PANEL: Controlled Autonomy: The Evolution of Agent Visibility and Governance](#)
- [How Are Cybercriminals Still Compromising Identity and Breaching Organizations After All These Years?](#)

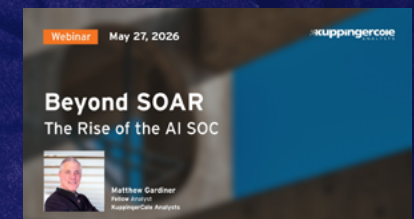
Webinars:

- [Securing Your Organization Against AI-Driven Identity Threats](#)
- [Beyond SOAR: The Rise of the AI SOC](#)

Podcast Guest Episodes:

- [Shadow SaaS, Shadow AI & the Governance Gap | Analyst Chat 315](#)
- [From Shadow SaaS to Shadow AI: Closing the Unowned Security Gap | Analyst Chat 288](#)
- [Why AI Is Becoming Foundational to Cybersecurity | Analyst Chat 298](#)

"Future is already here; it is just not evenly distributed. My focus as an analyst is to help more evenly distribute it"



Senior Analyst



Guillaume Teixeira

Languages: English, French

Areas of Expertise

Identity and Access Management • Passwordless Authentication • Identity and Document Verification • EUDI • Digital Wallet • Post Quantum Cryptography (PQC) • Key Management System (KMS) • Hardware Security Module (HSM) • Certificate Lifecycle Management (CLM) • Application hardening

Key Achievements

- Specialist in digital identity verification and trust frameworks
- Contributor to research and analysis on the European Digital Identity (EUDI) Wallet ecosystem
- Extensive experience in secure software lifecycle management
- Deep expertise in public key infrastructure (PKI) and digital trust architectures
- Focused on advancing software engineering excellence and secure-by-design practices

Notable Work

- **Blogs:**
 - [Certify or Issue? How States Make Digital Identity Trusted](#)
 - [103 Passkey Deployments: Not One Passed](#)
 - [The EUDI Wallet and Identity Verification: Why the IDV Market Will Change](#)

Research:

- [Identity Verification \(Leadership Compass\)](#)
- [Identity Verification \(Buyer's Compass\)](#)
- [Passwordless Authentication for Enterprises \(Leadership Compass\)](#)
- [Passwordless Authentication B2B \(Buyer's Compass\)](#)

Speaking Engagements

Conference:

- [Beyond Compliance: Identity Architecture for Industry 4.0 under NIS2 and the CRA](#)

Webinars:

- [From Passwords to Passkeys: Securing Identities Today](#)
- [Adopting Passwordless Authentication for Modern Enterprises](#)

Podcast Guest Episodes:

- [Can You Trust AI to Verify AI Code? | Analyst Chat 314](#)

„Innovate, Adapt, Overcome.“



PR Contact Information

For media inquiries – from quotations to interview requests
– please don't hesitate to contact us at press@kuppingercole.com.
We typically respond within 1-2 business days.

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A portrait of Marina Koridaß, a woman with long dark hair, smiling. She is wearing a dark blazer and a necklace with small beads. The background is blurred, showing what appears to be a modern office interior with large windows.

**Senior Brand Marketing Manager &
Deputy Head of Marketing**

Marina Koridaß
press@kuppingercole.com

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KuppingerCole Analysts support IT professionals with outstanding expertise in defining IT strategies and in relevant decision-making processes. As a leading analyst company, KuppingerCole provides first-hand vendor-neutral information. Our services allow you to feel comfortable and secure in taking decisions essential to your business.

About KuppingerCole Analysts AG

KuppingerCole, founded in 2004, is a global, independent analyst organization headquartered in Europe. We specialize in providing vendor-neutral advice, expertise, thought leadership, and practical relevance in Cybersecurity, Digital Identity & IAM (Identity and Access Management), Cloud Risk and Security, and Artificial Intelligence, as well as for all technologies fostering Digital Transformation. We support companies, corporate users, integrators, and software manufacturers in meeting both tactical and strategic challenges and making better decisions for the success of their business. Maintaining a balance between immediate implementation and long-term viability is at the heart of our philosophy.

For further information, please contact clients@kuppingercole.com.

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