

ADVERTISEMENT



HOME » NEWS » SECURITY » ORCA SECURITY RAISES \$340M TO SCALE PLATFORM R&D, CHANNEL

Security ▶

Orca Security Raises \$340M To Scale Platform R&D, Channel

BY MICHAEL NOVINSON ▶
OCTOBER 05, 2021, 08:00 AM EDT

“We’re executing and growing so rapidly in such a huge market ... Investors are expecting to see Orca become the next leader of cloud security,” says Orca Security Co-Founder and CEO Avi Shua as the cloud security startup notched a \$1.8 billion valuation.

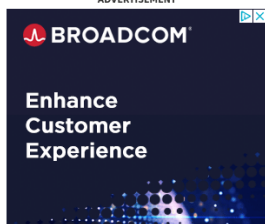


Orca Security has raised an additional \$340 million of Series C funding to enhance its detection capabilities and grow the size of its channel community.

The **Los Angeles-based cloud security startup** said it expects to double headcount and boost the number of channel partners its working with tenfold to satisfy customer demand following **800 percent year-over-year growth**, according to Co-Founder and CEO Avi Shua (pictured above). The Series C extension funding was led by Singapore-based investment firm Temasek and boosts Orca’s valuation to \$1.8 billion, up from \$1.2 billion just seven months earlier.

“We’re executing and growing so rapidly in such a huge market,” Shua told CRN. “Investors are expecting to see Orca become the next leader of cloud security.”

ADVERTISEMENT



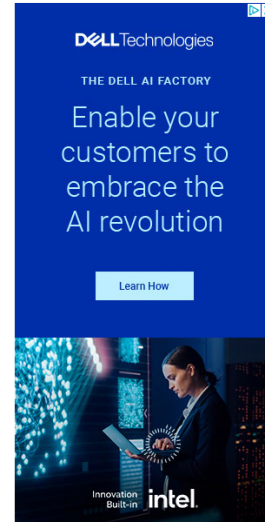
[Related: **Upstart Orca Security Raises \$210M In Google-Backed Funding**]

Orca wants to grow its solution provider community from a few dozen partners today to ten times that a year from now and increase the share of business flowing through the channel from more than half today to more than three-quarters within the next year, he said. The company works with partners like GuidePoint and Trace3 in the U.S. and Hitachi in Japan and is registering new partners on a daily basis.

“This is the only way to reach the masses,” Shua said. “The cybersecurity market is way too fragmented for end users to know all the players.”

Orca Security is also adding local partner programs to each of the organizations

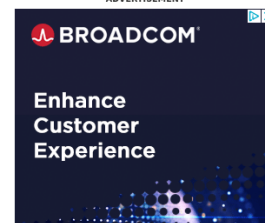
ADVERTISEMENT



TRENDING STORIES

- Google-Wiz Deal: 5 Huge Microsoft, AWS, AI And Google Cloud Things To Know
- AWS, Microsoft, Google Fight For \$90B Q4 2024 Cloud Market Share
- Google Cloud-Wiz ‘Absolutely’ Puts Heat On Microsoft, AWS Security: Partners
- DDN CEO On The Company’s AI Mission And The ‘Essential Role’ Partners Play
- The 2025 Managed Service Provider 500

ADVERTISEMENT



SPONSORED RESOURCES

- Meet AI-Powered Prisma SASE at SASE Converge 2023
- ChromeOS Wayfinding Guide
- Video - Multifactor Authentication
- 2023 Channel Chiefs Winner - David Baggett
- Comcast Business Solutions Advisor Program Overview

Orca Security Ltd.
Exhibit 2139
Wiz v. Orca
IPR2024-00863, -00864, -00865
Ex. 2139-001

quarters within the next year, he said. The company works with partners like GuidePoint and Trace3 in the U.S. and Hitachi in Japan and is registering new partners on a daily basis.

“This is the only way to reach the masses,” Shua said. “The cybersecurity market is way too fragmented for end users to know all the players.”

Orca Security is also adding local partner managers in each of the geographies the company plays in to provide additional value to customers, according to Shua. The company is looking to increase revenue from outside the United States from more than 30 percent today to 50 percent in the long run, he said.

Within the next month, Shua said Orca will have offices open in London, France, Austria, Australia, Thailand and Japan which will employ more security engineers as well as tool and account executives. Orca expects to double its headcount from more than 200 people today to more than 400 employees a year from now, with hiring balanced between development and sales and marketing to fuel growth.

On the development side, Orca wants to use the money to integrate post-breach detection capabilities earlier in the lifecycle in areas spanning from Kubernetes, data discovery and vulnerability management to identity and access management and cloud posture management. Shua said the investment will help security practitioners see all the risks in their environment and the connections between attack vectors.

The funding will also help Orca get all the data points that can be included as part of a broader storyline to give customers a comprehensive understanding of what’s taking place in their cloud environment. Orca’s cloud-native application protection platform (CNAPP) displaces a lot of cloud security point products by giving customers a broader set of cloud capabilities and insights in a single location, he said.

Orca plans to build the vast majority of its CNAPP capabilities internally but will cautiously examine acquisition opportunity that help accelerate the pace of innovation. Shua said the company will only pursue acquisitions that can be deeply connected and allow for a full and complete integration.

“Many times, the right solution for six months from now is not the right solution for a year or two years from now,” Shua said. “So this is why we’re very cautious of [acquisitions].”



BY MICHAEL NOVINSON ▶

Michael Novinson has written for CRN.com since 2014, and is currently the senior editor responsible for covering all the major cybersecurity vendors with a focus on their programs and offerings for IT solution providers. He was recognized by the American Society of Business Publication Editors (ASBPE) for his breaking news coverage of the August 20



LEARN MORE: [Cloud Security](#) ▶ | [Application and Platform Security](#) ▶ | [Managed Security](#) ▶



RELATED CONTENT

- AWS, Cisco Partner PTP Buys Two MSPs To Drive Cloud Services
- Google Proves It’s ‘Serious About Being An Enterprise Security Player’ With \$32B Wiz Deal: Gartner Analyst
- Google-Wiz Deal: 5 Huge Microsoft, AWS, AI And Google Cloud Things To Know
- Cisco, Nvidia Partner On Joint Architecture For The Creation Of AI Data Centers
- Wiz CEO: Google Acquisition Is ‘Effectively Strapping A Rocket To Our Backs’

■ Video - Multifactor Authentication

■ 2023 Channel Chiefs Winner - David Baggett

■ Comcast Business Solutions Advisor

Program Overview

CRN AWARDS

Sign up to be notified about CRN awards ▶



Sign Up for Inclusive Channel Leaders ▶



Sign Up for MES Midmarket 100 ▶



Sign Up for Tech Innovators ▶

SPONSORED POST

CRN MAGAZINES

Browse ▶

Subscribe ▶



CRNtv

Get the scoop on top industry trends



Hear breaking channel news from CRN experts



ADVERTISEMENT

NEWSLETTER

Get the IT channel news you need, right to your inbox.

Subscribe ▶



Security practitioners see an end to their environment and the connections between attack vectors.

The funding will also help Orca get all the data points that can be included as part of a broader storyline to give customers a comprehensive understanding of what's taking place in their cloud environment. Orca's cloud-native application protection platform (CNAPP) displaces a lot of cloud security point products by giving customers a broader set of cloud capabilities and insights in a single location, he said.

Orca plans to build the vast majority of its CNAPP capabilities internally but will cautiously examine acquisition opportunity that help accelerate the pace of innovation. Shua said the company will only pursue acquisitions that can be deeply connected and allow for a full and complete integration.

"Many times, the right solution for six months from now is not the right solution for a year or two years from now," Shua said. "So this is why we're very cautious of [acquisitions]."



BY MICHAEL NOVINSON ▶

Michael Novinson has written for CRN.com since 2014, and is currently the senior editor responsible for covering all the major cybersecurity vendors with a focus on their programs and offerings for IT solution providers. He was recognized by the American Society of Business Publication Editors (ASBPE) for his breaking news coverage of the August 20



LEARN MORE: [Cloud Security](#) ▶ | [Application and Platform Security](#) ▶ | [Managed Security](#) ▶



RELATED CONTENT

- AWS, Cisco Partner PTP Buys Two MSPs To Drive Cloud Services
- Google Proves It's 'Serious About Being An Enterprise Security Player' With \$32B Wiz Deal: Gartner Analyst
- Google-Wiz Deal: 5 Huge Microsoft, AWS, AI And Google Cloud Things To Know
- Cisco, Nvidia Partner On Joint Architecture For The Creation Of AI Data Centers
- Wiz CEO: Google Acquisition Is 'Effectively Strapping A Rocket To Our Backs'

THE CHANNEL CO.

CRN

TECH INNOVATORS

2025

Sign Up for Tech Innovators ▶

SPONSORED POST

CRN Magazine Is Now Available Online!

CRN

Easily access our magazine anytime, anywhere. Check out the latest issue now.

CRN MAGAZINES

Browse ▶

Subscribe ▶

CRNtv

Get the scoop on top industry trends

CRNtv ON LOCATION

Hear breaking channel news from CRN experts

CRN IN DEPTH

ADVERTISEMENT

THE CHANNEL CO.

CRN

Pick Your Channel Madness Champ

CHANNEL MADNESS 2025

VOTE TODAY!

NEWSLETTER

Get the IT channel news you need, right to your inbox.

Subscribe ▶

▲ TO TOP

THE CHANNEL CO.

CRN

© 2025 The Channel Company. All rights reserved.

SUBSCRIBE

ABOUT CRN

CONTACT CRN

ETHICS POLICY

THE CHANNEL COMPANY

Terms & Conditions | Privacy Policy | Cookie Policy | Site Map

Follow CRN

f

in

X

yt

g+