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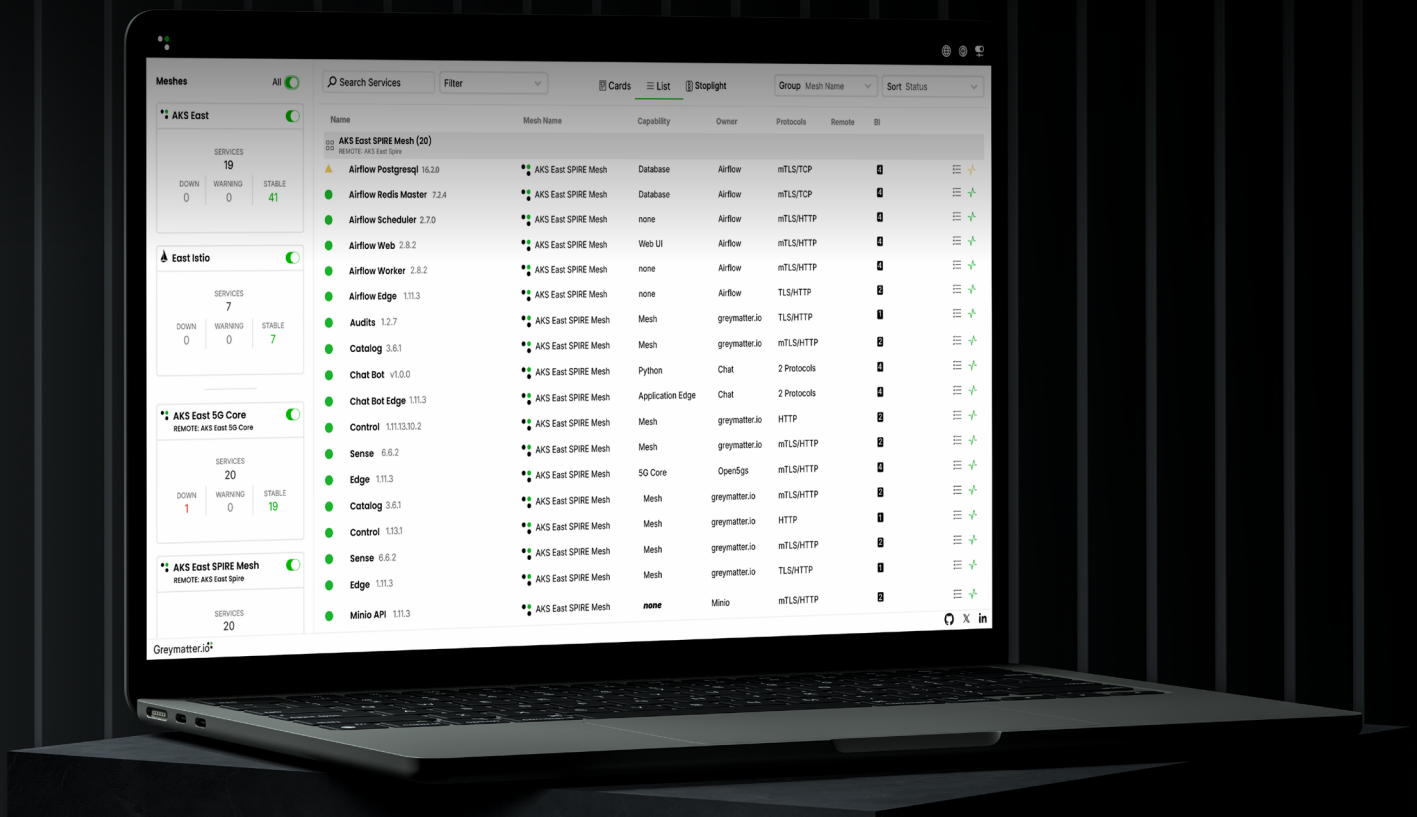
Greymatter By The Numbers: 2025 Edition

How Greymatter Addresses Today's Biggest Tech Challenges



How Greymatter Addresses Today's Biggest Tech Challenges

Since its inception, the Greymatter Zero Trust Networking (ZTN) platform has been built on a core principle: application-layer zero trust networking is too tightly coupled to the software and infrastructure layers it operates on. This coupling exacerbates challenges at scale, including complex multicloud deployments, security vulnerabilities, regulatory compliance, cloud waste, and zero trust adoption. These issues lead to lost opportunities, high modernization costs, and governance gaps—often reliant on scarce expertise.

In 2025, we conducted a meta-study of recent industry surveys and market reports to identify the most pressing pain points in application networking and cloud security. This updated report pairs those challenges with quantitative evidence of how Greymatter solves them, incorporating new metrics to reflect emerging threats like AI-driven attacks and container vulnerabilities. The numbers tell a compelling story of Greymatter's value.

Real World Challenges, Greymatter Solutions

Container Vulnerabilities

Challenge
61% of organizations report significant disruptions from container-related incidents.[1]

Advantage

1. As a recent addition to the GigaOm Container Security Radar, Greymatter manages all ingress and egress traffic across containers and pods at L3, L4, and L7, shrinking enterprise blast radius and reducing exploitability.

2. Enforces specific ciphers, security protocols, and acts as a granular policy enforcement point for every workload—by default.

Malicious User Attacks

Challenge
47% of organizations cite advances in AI-driven attacks, like phishing, as a primary concern.[2]

Advantage

1. Greymatter's forensic tracking requires zero configurations, detecting malicious behavior from seemingly legitimate users.

2. Centralized policy management via Git ensures version-controlled responses to new threats.

Injection Attacks and Misconfigurations

Challenge
45% of breaches are cloud-based, with microconfigurations and injection attacks as leading causes.[3]

Advantage

1. Greymatter's enforcement layer applies always-on identity protections, impersonation safeguards, WAF, and deep packet inspection—without manual configuration.

2. Automated checks reduce OWASP Top 10 vulnerabilities by over 90%.

1, 2, - Check Point Cloud Security Challenges, 2025

3 - Expert Insights Cloud Security Statistics, 2025

Over-Privileged Identities

Challenge
82% of data breaches involve human error, including over-permissioned identities.[4]

Advantage

1. Zero-config forensic user tracking reduces privilege escalation risks.
2. Integrates with IAM systems in fewer than 10 lines of code, enforcing least-privilege access.

Production API Vulnerabilities

Challenge
80% of companies experienced at least one cloud security incident in the past year, often tied to APIs.[5]

Advantage

1. Greymatter provisions cryptographic mTLS identities and verifiable trust boundaries with a single declarative command.
2. Secure token impersonation and IAM integrations protect APIs across multicloud environments.

Cloud Misconfigurations

Challenge
88% of government agencies cite cloud misconfigurations as a top security concern in 2025.[6]

Advantage

1. Greymatter consolidates network and security policies in a GitOps repository with fewer than 10 lines of code.
2. Automated playbooks reduce boilerplate by 800%+, with dry-run validation ensuring deployment confidence.

4, 5 - Expert Insights Cloud Security Statistics, 2025
6 - Spacelift Cloud Security Statistics, 2024

AI-Driven Cyber Threats

Challenge
47% of organizations prioritize threat detection and response due to AI-enhanced attacks.[7]

Advantage

1. Greymatter's AI-aware gateway secures AI tools, LLM APIs, and agents. All telemetry is auto-routed to SIEM/SOAR tools for real-time anomaly detection.

2. Fine-grained policy enforcement enables immediate containment.

DevSecOps Integration

Challenge
41% of organizations face complexity from cloud-native approaches impacting DevSecOps.[8]

Advantage

1. Greymatter's DevSecOps playbooks cut integration time by over 70%.

2. Automated IaC scanning ensures secure deployment in both CI/CD pipelines and live environments

Multicloud and Hybrid Complexity

Challenge
54% of organizations struggle to maintain consistent security and compliance across hybrid or multicloud environments.[9]

Advantage

1. Greymatter reduces zero trust configuration drift by a factor of 4x, ensuring consistency across clouds.

2. Integrates with 100+ security and API defaults to simplify hybrid/on-prem management.

7 , 9- Cybersecurity Insiders Survey, 2024
8 - Spacelift Cloud Security Statistics, 2024

Regulatory Compliance

Challenge
70% of enterprises express concerns over adhearing to evolving compliance standards in cloud environments.[10]

Advantage

1. Greymatter's centralized policy layer manages application networking as code—version-controlled, attributable, and Git-native.

2. Fleet-wide policy enforcement aligns with NIST ZTA, FIPS, GDPR, SOC 2, PCI DSS, and more.

API Security

Challenge
91% of organizations are concerns about their security systems' ability to manage zero-day API attacks.[11]

Advantage

1. Greymatter agentless sensors stream real-time telemetry to SIEM/SOAR tools.

2. Delivers 100% NIST-compliant Zero Trust API security with FIPS encryption and OPA enforcement.

Visibility Across Tech Stacks

Challenge
56% of organizations struggle to safeguard data across multicloud environments due to inconsistent tools.[12]

Advantage

1. Greymatter's unified console provides real-time visibility into services, APIs, and infrastructure across all environments.

2. Apply fleet-wide policies in minutes—with actionable telemetry and health insights.

10, 12 - Adivi Cloud Security Statistics, 2024
11 - Spacelift Cloud Security Statistics, 2024

Delayed Service Rollouts

Challenge
70% of financial services firms report deployment delays due to cloud API security concerns.[13]

Advantage

1. Greymatter accelerates secure delivery cycles, reducing deployment times from months to hours.
2. Prebuilt playbooks simplify compliance-ready rollouts.

PII Exposure via APIs

Challenge
75% of organizations report that 40% of cloud-stored data, including PII, is sensitive.[14]

Advantage

1. Greymatter's tracking and cataloging identifies exposed APIs, applications, and access events tied to PII.

Internal API Vulnerabilities

Challenge
44% of corporate data exfiltration attempts originate from personal cloud apps, including internal APIs.[15]

Advantage

1. Greymatter secures internal APIs using mTLS and impersonation with a simple declarative command.
2. Centralized enforcement in under 10 lines of code.

13, 15 - Spacelift Cloud Security Statistics, 2024
14 - Thales Cloud Security Report, 2024

Cloud Vulnerabilities

Challenge
76% of enterprises use at least two cloud providers, increasing vulnerability complexity.[16]

Advantage

1. Greymatter enforces zero trust across all environments with its cloud-agnostic service mesh.
2. Automatically catalog and secure all workloads using declarative templates.

Skill Shortages

Challenge
71% of organizations report a lack of skilled cybersecurity professionals for cloud security.[17]

Advantage

1. Greymatter's 100+ automation defaults simplify adoption and reduce human error.
2. New application onboarding takes hours—not weeks.

Cloud Resource Waste

Challenge
94% of organizations report negative impacts from avoidable cloud resource waste.[18]

Advantage

1. Greymatter's real-time service and dependency maps cut waste by up to 50%.
2. Automatically right-sizes provisioning based on observed workload health.

16, 17 - Spacelift Cloud Security Statistics, 2024
18 - Forrester Study by HashiCorp, 2023

Basic API Security Plans

Challenge
62% of organizations have basic or no API security plans in place.[19]

Advantage

1. Greymatter delivers turnkey, NIST-compliant API protections—instantly.
2. Tracks and secures all APIs with zero setup required.

Zombie APIs and Legacy Components

Challenge
35% of IT leaders identify outdated APIs and components as significant threat surfaces.[20]

Advantage

1. Greymatter automatically catalogs and tracks all APIs, including dormant or legacy ones.
2. Security patches can be applied fleet-wide in minutes.

Shadow IT Detection

Challenge
47.2% cite detecting unauthorized application usage (e.g., shadow IT) as a major challenge.[21]

Advantage

1. Greymatter's granular visibility identifies shadow IT with no instrumentation.
2. Ingress/egress policy enforcement isolates unknown applications.

19 - Salt Labs State of API Security, 2023
20 - Google Cloud API Security Report, 2022
21 - CyberEdge ISC2 Survey, 2022

Zero Trust Adoption

Challenge
20% cite skill shortages as a top zero trust adoption challenge.[22]

Advantage

1. Greymatter's out-of-the-box, 100% NIST-compliant zero trust controls reduce friction.

2. Simplified mTLS and IAM setups accelerate rollout.

Conclusion

The Greymatter Zero Trust Networking platform directly addresses 2025's most urgent enterprise security and modernization challenges—from AI threats and API risk to hybrid cloud sprawl and compliance delays. By centralizing policies, automating enforcement, and providing real-time visibility across all environments, Greymatter empowers organizations to govern their infrastructure securely and at scale. Proven in defense and intelligence environments, Greymatter enables operational confidence—at speed.

22 - Okta Zero Trust White Paper, 2022

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Ready to take the next step?

Let's connect you with a Greymatter zero trust networking expert.

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