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The Market Shifts to Autonomous Pentesting: Horizon3.ai Surpasses 100,000 NodeZero® Tests

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Over 3,000 organisations accelerate security validation with faster, more frequent pentests.

London, 19 February 2025 – Horizon3.ai, a global leader in autonomous security solutions, announced today that NodeZero® has surpassed 100,000 pentests conducted by over 3,000 customers, with projections exceeding 400,000 by the end of 2026.

As cyber threats escalate, organisations are shifting from periodic, compliance-driven pentests to continuous attack validation with NodeZero. This shift reflects a growing demand for evidence-based security strategies, enabling teams to find, fix, and verify exploitable weaknesses before attackers strike.

Organisations are expanding their use of NodeZero at an unprecedented pace. In Q4 alone, sales cycles shortened by 34%, and enterprise deals closed 50% faster, reinforcing the urgency of adopting proactive security testing.

Horizon3.ai's partner-first model is fueling growth, with MSSPs delivering NodeZero to the majority of our 3,000 customers. This strategy has driven a surge in partner-sourced pipeline and contributed to triple-digit year-over-year revenue growth.

"Security Teams Must Verify, Not Just Trust"

"Security teams can't afford to rely on assumptions," said Snehal Antani, CEO of Horizon3.ai. "They need proof, not promises. The rise in NodeZero adoption marks a fundamental shift—security leaders are prioritising adversary-driven attack validation to fix weaknesses before attackers strike."

Real-World Impact: From Compliance to Continuous Validation

Across industries—including financial services, healthcare, government, military, transportation, higher education, and critical infrastructure—organisations are replacing outdated pentesting models with real-world, evidence-based security validation.

A leading healthcare provider, for example, replaced its annual pentesting cycle with monthly NodeZero assessments, reducing its mean time to remediation (MTTR) by 65% and closing high-risk exposures 10x faster. This shift has allowed its security team to rapidly eliminate exploitable attack paths rather than waiting months for manual testing reports.

From securing the U.S. Defense Industrial Base (DIB) and ensuring compliance with PCI, ISO, NIS2, and HIPAA requirements to enabling organisations' measurable reduction in cyber risk, NodeZero is helping security teams move beyond security theatre to real risk reduction.

Customer Demand Signals a Permanent Market Shift

The rapid adoption of NodeZero proves security leaders are rejecting legacy approaches in favour of attack-informed, measurable security outcomes," said Matt Hartley, CRO, Horizon3.ai. "Security teams are prioritising exploitability testing to eliminate blind spots, improve resilience, and prove their defences hold up against actual threats."

Security Can't Be Assumed—It Must Be Proven

Test your defences before attackers do—start your assessment with NodeZero at horizon3.ai today.

About Horizon3.ai and NodeZero: Horizon3.ai provides a cloud-based platform, NodeZero, enabling organisations and public authorities to run production safe self-attacks on their IT infrastructure to assess their cyber resilience through penetration testing (pentesting). Thanks to its cloud model, the platform offers affordable, regular autonomous pentesting, making it accessible from small to mid-sized, to large enterprises. Horizon3.ai continuously monitors the cybercrime landscape to ensure that newly discovered vulnerabilities are swiftly integrated into the cloud system. NodeZero not only identifies security flaws but also offers tailored recommendations for remediation. Through this platform, Horizon3.ai helps organisations meet rising regulatory demands for cyber resilience in Governance, Risk & Compliance (GRC), with guidelines recommending an internal self-attack at least once a week.

Trademark notice: NodeZero is a trademark of Horizon3.ai

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