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BlueCat Networks Boosts DDI Industry Leadership with Acquisitions of Men&Mice, Indeni

BlueCat Networks Acquires Rival DDI Vendor and Day 2 NetOps Automation Vendor

BlueCat Networks, a leading provider of DNS, DHCP, and IP address management (DDI) solutions, recently acquired rival DDI vendor Men&Mice. This acquisition gives BlueCat an easy-to-use IPAM solution that excels at orchestrating third-party DNS infrastructure. The acquisition also strengthens BlueCat's appeal to small and midsized enterprises. The enhanced BlueCat portfolio should help customers of all sizes improve their management of hybrid multi-cloud networks.

BlueCat also announced the acquisition of Indeni, an Israeli vendor that automates a variety of Day 2 network automation tasks, such as network health checks and configuration and security compliance checks.

Expanding BlueCat's Reach and Scope

Toronto-based BlueCat offers one of the most comprehensive DDI solutions in the industry, with full-stack and overlay offerings and a developing set of solutions for DNS security. A full-stack DDI offering involves an integrated DNS, DHCP, and IPAM platform that gives network engineers full control over DDI services. An overlay solution involves an IPAM product that integrates with one or more third-party DNS technologies, where operations conducted via an IPAM tool automatically push commensurate changes in DNS infrastructure and vice versa. BlueCat's products typically appeal to larger enterprises with complex network requirements and skilled network engineering teams.

Men&Mice is an Icelandic company that specializes in DDI orchestration. Its core software product, Micetro, offers a streamlined IPAM feature set with a simple management console that Tier 1 admins can readily consume. Micetro can orchestrate third-party DNS and DHCP solutions, including BlueCat's product. It is popular with small and midsized companies that lack deep networking expertise.

Rather than absorb Micetro into its existing products, BlueCat intends to maintain Micetro as a separate DDI orchestration offering. This will strengthen BlueCat's ability to sell to midmarket companies with minimal disruption to customers of both firms. EMA expects the product portfolios will align over time with some integrations, but Micetro will continue to stand alone as a midmarket-friendly DDI solution.

Indeni expands the scope of BlueCat's capabilities. Indeni's platform leverages the power of its user community to offer an ever-growing library of automated workflows and runbooks for detecting and troubleshooting network and security issues. Users of the platform encode their network engineering expertise in the form of automated workflows that they can share with the broader user community. The solution is aimed at accelerating mean time to resolution of issues while also validating network designs and security policies.

EMA Perspective

BlueCat's acquisition of Men&Mice comes at a time when cloud transformation is disrupting enterprise network operations. EMA research found that 88% of companies will have multi-cloud architectures by 2024.[1] Network teams are struggling to unify infrastructure and services across private data centers and multiple clouds. In fact, 42% of networking professionals told EMA that cloud complexity is a major driver of their investments in commercial DDI solutions because a modern commercial offering can mitigate network complexity created by overlapping IP address space and disparate DNS services.[2]

BlueCat's existing solutions excel at helping large enterprises take control of network infrastructure in a hybrid multi-cloud environment. Micetro gives BlueCat a strong solution for midmarket enterprises that are struggling with the same issues. Adding an easy-to-use solution like Micetro to its portfolio should help BlueCat serve the needs of smaller companies that lack skilled network engineers. Recently, 42% of network professionals told EMA that a lack of skilled network engineering resources is a major challenge to their ability to invest in DDI solutions.[3] They simply lack the people needed to implement and manage such a product.

[1] EMA, "Network Management Megatrends 2022," April 2022.
[2] A global survey of 657 IT professionals conducted from late 2022 to early 2023.
[3] Ibid.

Overall, this acquisition strengthens BlueCat's position as a leader in the DDI market. The expanded portfolio allows BlueCat to address the diverse network management needs of organizations across various sectors.

The Indeni acquisition expands the scope of network automation tasks that BlueCat offers. BlueCat excels at automating DDI services, but Indeni offers Day 2 operations automation across network and security infrastructure. Most network automation vendors focus on Day 0 and Day 1 operations, like provisioning and configurating devices, but EMA research consistently finds that IT organizations have strong interest in automating Day 2 tasks like network troubleshooting and compliance audits. Indeni gives BlueCat a strong offering in this underserved market.

Also, it is noteworthy that these acquisitions come nearly a year after Audax Private Equity acquired BlueCat, signaling Audax's commitment to growing BlueCat via innovation and acquisition.