Ostendio Overview
George Mason Cybersecurity Innovation Forum

Grant Elliott
CEO, Ostendio
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Cyber crime is the new reality
As a Result Cyber Security is a Growth Market

- More than 4,000 ransomware attacks have occurred every day since the beginning of 2016.
- 18 million new malware samples were captured in Q3 of 2016 alone.
- 74% of companies feel that they are vulnerable to insider threats.
- Global spending to combat cybercrime topped $80 billion in 2016.
- 2016 was the year hacktivists disrupted cyberspace like never before.
- 30% of phishing emails are opened even though 78% were aware of the risks of unknown links.
Companies Today Respond in a Variety of Ways

- Try to keep the bad guys out
- Staying vigilant
- Encrypting data
- Hope their vendors are ahead of the game
- Pay money for outside help
- Train your employees to stay vigilant
- Hoping you can respond fast enough
- Stay lucky!
But this Approach is Unsustainable…

- Most organizations have a fragmented & siloed security strategy
- The strategy is too often driven by IT and so becomes Tech heavy
- Some of the largest Security breaches (OPM, Target, Home Depot, Sony, DNC) were not protected by expansive cyber technologies.
- Breaches are more often caused by human mistakes
- Security resources are becoming increasingly hard to find. Unfilled cybersecurity jobs will reach 1.5 million by 2019
- Security is only as strong as the weakest link
Here is Edward Bear, coming downstairs now, bump, bump, bump, on the back of his head, behind Christopher Robin. It is, as far as he knows, the only way of coming downstairs, but sometimes he feels that there really is another way, if only he could stop bumping for a moment and think of it.

— A. A. Milne, Winnie-the-Pooh
What we Need is a Unified Strategy to Manage…

- Risk
- Incidents
- Training
- Vendors
- Assets
- Documents
- Audits
Ostendio’s MyVCM platform is the Unified Approach.

An award-winning SaaS platform that simplifies the way companies manage their Cyber Security and Information Management.
A Focus on Cyber Security & Information Management

MyVCM™

- Single Pane of Glass Reporting
- Behavioural Analytics & AI
- Automated Workflow Management
- 3rd party integration

Confidential
In Line with Market Requirements

Cybersecurity spending priorities for the next 12 months

- Improved collaboration among business, digital and IT: 51%
- New security needs related to evolving business models: 46%
- Security for the Internet of Things: 46%
- Digital enterprise architecture: 46%
- Biometrics and advanced authentication: 43%

Global Cyber Security market projection by 2024 (15% CAGR)

Total N. American Cyber Security Market

Share of Market for Ostendio (SOM) <1%

"The Security as a Service (SaaS) solutions are expected to become prevalent in the cyber security industry"
Competitive Landscape

1. Point Solutions
   - Narrow
   - Inflexible
   - Doesn't Scale

2. Large-scale GRC & BYO
   - Complex
   - Very Expensive
   - Requires Maintenance

3. Consulting
   - Very Expensive
   - Short-term
   - Doesn't Scale

MyVCM™
- Simple
- Flexible
- Affordable
- Scales instantly
Why do our Customers use MyVCM?

- Accelerate & Enable Revenue
- Improve Efficiency and Reduce Cost
- Reduce Risk

Confidential

AICPA SOC 2
HITRUST Health Information Trust Alliance
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