

MAY 2021



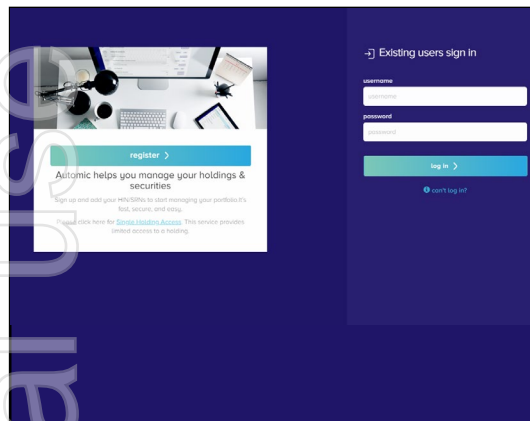
# **WhiteHawk**

## **Online Cybersecurity Exchange**

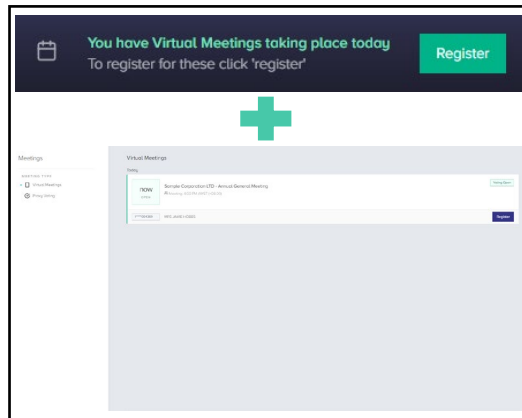
**2021 Annual General Meeting**

# Registration and Voting

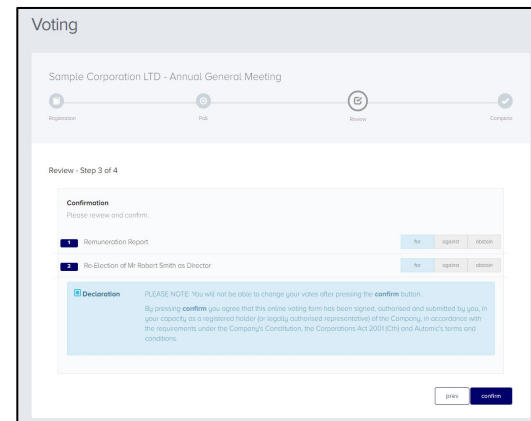
**1. Log in or register at:**  
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**2. Click "register" in the banner at the bottom of your screen, then select "register" for this meeting**



**3. Record your vote. Once you confirm it is lodged and final**



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# Empowering a Fearless Internet

Easily identify your cyber risks and get connected to products that match your needs

## ENTERPRISE SOLUTIONS



Get a hacker's view of your company's and/or supply chain's cyber risks.

[READ MORE >](#)

## SMB SOLUTIONS



Don't be the next cybercrime victim. We make it easy for you to get the protection you need at a price you can afford.

[READ MORE >](#)

## FREE 20 MINUTE CONSULTATION



Whatever your cyber risk is, our consultants can help you today.

[SCHEDULE NOW >](#)

# SAFE HARBOUR STATEMENT

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# WhiteHawk

*Founded 2015: First online SME Cybersecurity Exchange*

- Overviews of Cyber Trends, Market and Company
- High Level Objectives
- Financial Overview and Outlook
- Revenue by Year
- 2021 Revenue and Business Objectives
- Corporate Snapshot (ASX:WHK)
- 2021 Strategy Enablers
- Marketing/Sales Strategy by Sector and PR/Social Media Accomplishments
- Product Lines, Revenue Streams & Key Contracts
  - Cyber Risk Platform as a Service
  - Cyber Risk Radar
  - Cyber Risk Scorecard
  - Cyber Risk Program
  - Innovative Partners
- The Team

# Global Impacts from Online Crime & Fraud: Majority Have Not Taken Smart Action

- [Australian Cost of Cybercrime](#) - \$29 billion per year
- [Crime, Espionage & Fraud](#) - \$945 billion globally in 2020
- Estimated to be [\\$5.2](#) - [10.5](#) trillion globally by 2025
- [Average Cost of a Data Breach](#) - \$3.86 million in 2020 globally
- [Ransomware Global Recovery Cost](#) – over \$20 billion in 2021
- [Business Email Compromises](#) (Phishing) – over \$26 billion globally from 2016 - 2019

# Global Impacts from COVID to Cybersecurity Market by Gartner:

## Global Recession Scenario Highlights:

- Annualized monthly GDP rates drop 20% to 30% from prior projections
- Positive monthly GDP not expected to return until end of 2021 impacting spending

## Impact to Security Market:

- Some short-term demand in areas such as cloud adoption, remote worker technologies
- Industry cost savings measures occur during 2020/2021
- Expect a pause in broader market terms and a reduction of growth in both security software and services

This situation results in reductions in overall IT spend for now

# WhiteHawk Cybersecurity Exchange

***Problem: How to enable all businesses and organizations to continuously Identify and Mitigate their key Digital Age Risks in near real-time and within budget***

**Solution: The Only Online Cyber Risk Platform with end-to-end services - from Virtual Consult to Maturity Model to Automated Action Plan to Smart Risk Mitigation Actions**

**Key Online Account Features Include:**

- ✓ **AI Based Threat Readiness Questionnaire and Sector Cyber Threat Landscape**
- ✓ **Delivery of tailored Cyber Risk Profile and CIS/NIST/CMMC based maturity model**
- ✓ **Cyber Risk Prioritization & Scorecard – Shareable Action Plan**
- ✓ **Matching to vetted, innovative, easy to implement Solution Options**
- ✓ **Platform grounded on publicly available risk data sets, proven AI based analytics & ability to seamlessly incorporate continuous cyber risk monitoring and alerting**



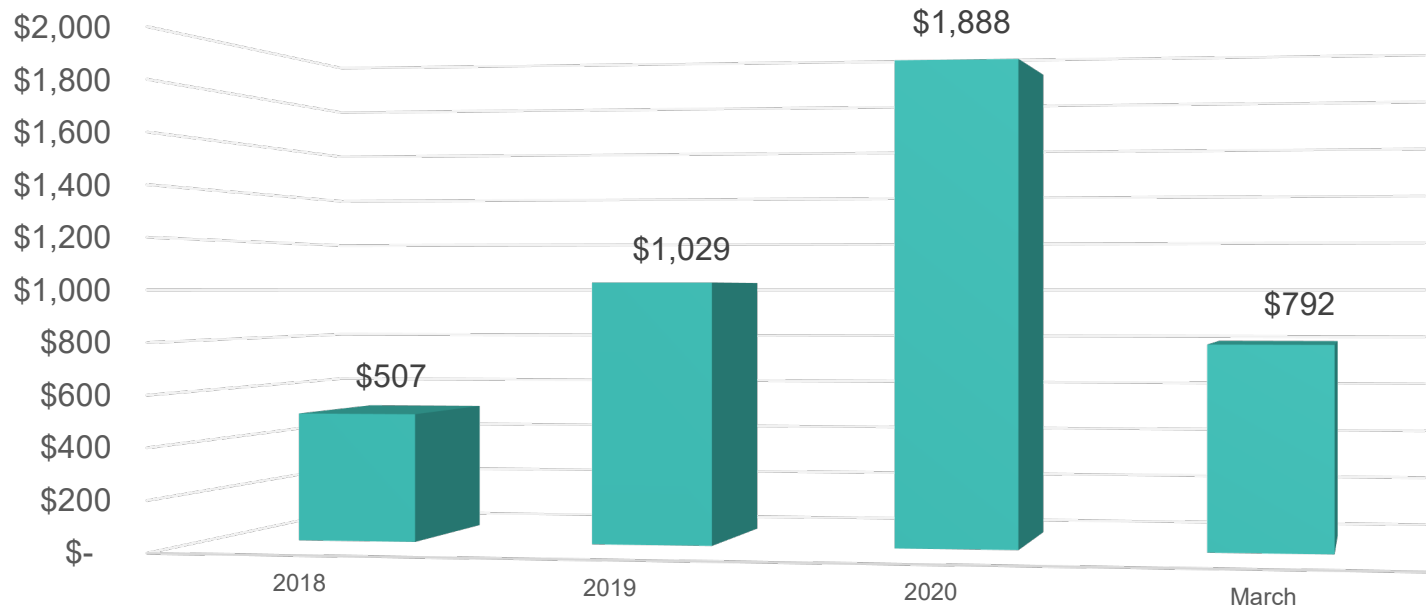
## High Level Objectives 1-2 Years

*Optimize Company financial position with recurring annual revenue from SaaS/PaaS annual subscription contracts:*

- ✓ Continue to retain/grow Cyber Risk Radar and Cyber Risk Program contracts across current/future pipeline as baseline revenue.
- ✓ Implement two WHK Cyber Risk Platform as a Service (PaaS) to Industry (ISP/MSP/Insurance/Financial) Primes for their Business Clients. Cyber Risk PaaS can be co-branded or white labeled and with or without support services.
- ✓ Provide Sontiq/WHK Business Risk Suite as a comprehensive Software as a Service (SaaS) alternative approach for Prime Company Business Clients.
- ✓ Always ensure continuous product line improvement based upon customer feedback, technical innovation and automation.

# Overview: Revenue by Year in US\$ Thousands

*Based upon signed contracts only – projected revenue is US\$2.5M*



Revenue for calendar year 2020 was US\$1.888m (~AU\$2.52m)

First quarter 2021 revenue 150% increase over first quarter 2020

Current cash balance as of 31/03/21 is US\$2m (~A\$2.7m)

# 2021 Business/Revenue Objectives

Success Factor	Key Objectives
Revenue	<ul style="list-style-type: none"><li>• 2021 revenue on track with both current contracts of \$2.5M and current RFP's of \$2-3M</li></ul>
New Sales Bookings	<p>Current active pipeline of \$20M to reach growth benchmarks for 2021 of \$4.75M</p> <ul style="list-style-type: none"><li>• Cyber Risk Platform as a Service (PaaS) \$1.2M each</li><li>• Cyber Risk Radar \$2.7M</li><li>• Cyber Risk Program \$1.5M</li><li>• Sontiq Business Suite \$4.1M, \$3.8M, \$2.2M</li></ul>
Existing Customer Retention/Upsell/Cross-sell	<p>Target of \$3.75M: U.S. Government Contracts - GH \$2M, Fed CISO \$1M, AFS \$750K</p>
Enterprise Marketing - Branding	<p>New Go-To-Market Strategy Mapping Product Lines to Target Clients:</p> <ul style="list-style-type: none"><li>- Federal Government, DIB, Internet &amp; Managed Service Providers and Banks/Insurance Groups</li><li>- PR &amp; Digital Marketing Campaigns in U.S. &amp; Australia</li><li>- Maintain and grow Cyber Risk &amp; CMMC thought leadership</li></ul>
Customer Renewal	<p>Target 80% or greater</p>
Employee Retention	<p>Maintain excellent employee retention of 80%-90%</p>
Deliver Product Roadmap Aligned to Customer Needs	<ul style="list-style-type: none"><li>• Advancing holistic roadmap across product lines with theme on Cyber Risk PaaS</li><li>• Delivering Integration with new cyber risk partner</li><li>• Execute tailored PaaS for two clients (ISP/MSP/Bank/Insurance Group)</li></ul>

DISRUPTING THE B2B CYBER SECURITY MARKET

## Corporate Snapshot



ASX Ticker  
**WHK**



Shares on issue  
**227 m**



Last share price  
**\$0.195**



Undiluted Market cap  
**A\$44.27m**



Net Cash  
**~ A\$2.912 m**  
as of 31 Mar 2021  
Including receivables



Listing Date  
**24 Jan 2018**

All figures are as of 12 May 2021 unless otherwise noted

Top 5 Shareholders	% Shares Outstanding
Terry Roberts	9.81%
Vivien Enterprises Pte Ltd	7.49%
BNP Paribas Nominees Pty Ltd	3.17%
Mr Amilcar Albino Moreno	2.86%
J P Morgan Nominees Australia Pty Ltd	1.95%
<b>Top 5 Shareholders</b>	<b>25.28%</b>
<b>Top 20 Shareholders</b>	<b>37.53%</b>
<b>Directors &amp; Associates</b>	<b>11.67%</b>

# Completed 2021 Strategy Enablers

- Implemented AWS Partner Network (APN) & Dun & Bradstreet (DNB) Service Level Agreement, with an initial focus on Federal Joint Opportunities & Sales
- Respond to Federal Small Business Set Aside (SB SA) RFI's/RFP's
- Created and executing on updated "Go to Market & Communications Strategy" mapped to 2021 Targets
- Optimized [www.whitehawk.com](http://www.whitehawk.com) platform capabilities against sales strategy, advancing a development roadmap that is growth focused
- Aligned internal Product Line Delivery Playbooks (reporting and tracking cadence) to ensure repeatability and scalability.
- Transitioned WhiteHawk CPO to COO in 2021, focusing CEO on Contract Renewals/Growth, Sales, ASX, Investors, Marketing and Global PR

# Marketing Strategy by Sector

Market Target	Marketing Media & Channel Partners	Product Lines	Go-To Market Tasks/Gaps
<ul style="list-style-type: none"> <li>• <b>Financial/Insurance/ISP/MSP's</b></li> <li>• <b>Client Risk Service Exec: CRO/CSO/CIO</b></li> </ul>	<ul style="list-style-type: none"> <li>• Tailored Emails w/ Links</li> <li>• Videos - Effective Demos</li> <li>• Sontiq Sales Team</li> </ul>	<ul style="list-style-type: none"> <li>• Tailored WHK PaaS for Business Clients</li> <li>• Sontiq/WHK Business Suite for clients</li> </ul>	<ul style="list-style-type: none"> <li>• SVP Level engagement</li> <li>• Expanded user personas for each business case</li> <li>• Honed Sales Strategy w/ Sontiq</li> </ul>
<ul style="list-style-type: none"> <li>• <b>DIB</b></li> <li>• <b>BU Line/Cyber Exec</b></li> <li>• <b>Professional Associations</b></li> </ul>	<ul style="list-style-type: none"> <li>• Tailored Emails w/ Links</li> <li>• Videos - Effective Demos</li> <li>• Social Media/Thought Leadership</li> <li>• AFCEA/INSA Forums</li> </ul>	<ul style="list-style-type: none"> <li>• Cyber Risk Radar</li> <li>• Cyber Risk Program</li> <li>• Risk Analytics</li> <li>• Automated Path to CMMC</li> </ul>	<ul style="list-style-type: none"> <li>• Execute and advance on new pipeline in parallel</li> <li>• Updated all Video demos</li> <li>• CMMC &amp; Cyber Risk PR/Thought Leadership</li> <li>• Social Media &amp; SEO Engagement</li> </ul>
<ul style="list-style-type: none"> <li>• <b>Government – USA/AU/UK</b></li> <li>• <b>CIO/CISO's</b></li> <li>• <b>RFI/RFP's (SB SA)</b></li> </ul>	<ul style="list-style-type: none"> <li>• Tailored Emails</li> <li>• Videos, Demos</li> <li>• Social Media/PR</li> <li>• Existing Contracts</li> <li>• AWS/D&amp;B/GH/GSIS</li> </ul>	<ul style="list-style-type: none"> <li>• Cyber Risk PaaS</li> <li>• Cyber Risk Radar</li> <li>• Cyber Risk Program</li> <li>• Risk Analytics</li> <li>• Automated Path to CMMC</li> </ul>	<ul style="list-style-type: none"> <li>• AWS Marketplace APN</li> <li>• D &amp; B Federal SLA</li> <li>• Responding to SB SA RFI/RFP's</li> <li>• CMMC &amp; Cyber Risk PR/Thought Leadership</li> </ul>
<ul style="list-style-type: none"> <li>• <b>Manufacturing</b></li> <li>• <b>BOD/CEO/CIO's</b></li> </ul>	<ul style="list-style-type: none"> <li>• Tailored Emails</li> <li>• Videos-Effective Demo's</li> <li>• GSIS, BAH, MxD, GCA</li> </ul>	<ul style="list-style-type: none"> <li>• Tailored WHK PaaS</li> <li>• Cyber Risk Radar</li> <li>• Cyber Risk Program</li> <li>• Risk Analytics</li> </ul>	<ul style="list-style-type: none"> <li>• Leveraging consulting partners and SVP relationships</li> <li>• SME CMMC needs</li> <li>• Updating Video Demos</li> </ul>

# PR & Social Media AU & US

## Articles:

APR: [Why Website Security is Critical to Your Business?](#)

APR: [Top 5 Risks from Online Crime and Fraud to Watch in 2021](#)

APR: [How WhiteHawk \(ASX: WHK\) can protect your business from Cyber Attacks?](#)

MAR: [Cyberattack hits Nine Network: How do businesses nationwide protect themselves from cyber threats?](#)

MAR: [WhiteHawk's Strategic Growth Plan for 2021](#)

MAR: [Don't Let Your Company Website Get Hacked: 5 Easy Fixes](#)

MAR: [Top 5 Tips for Successful Trading](#)

FEB: [Terry Roberts, CEO of Whitehawk, discusses cyber risks of working remotely](#)

FEB: [WhiteHawk Preliminary Final Report For The Year Ended 31 Dec 2020](#)

DEC: [WhiteHawk Launches Advanced Cyber Risk Program In Response To Cyber Regulations For Banks](#)

NOV: [What Is Cyber Intelligence & How Can It Help Your Business?](#)

OCT: [WhiteHawk \(ASX: WHK\) Cyber Risk Radar Expands Across Four Sectors](#)

OCT: [Whitehawk US Federal Government Contract Option Year Renewal for \\$1.5M USD](#)

DEC/MAR: **Switzer Small Cap Presentations & Interviews**

## Social Media & Email Campaigns:

APR/MAY: **Cyber Risk Program Challenge**

APR: ['Trading With Barclay Pearce' Email Campaign](#)

## WHK & BPC Features:

WhiteHawk [Case Study](#)

[Trading with Barclay Pearce](#)

BPC [Transactions](#)

Stockhead: [WhiteHawk responds to increasing cyber regulations for banks with advanced Cyber Risk Program](#)

Stockhead: [StockDoc Podcast: WHK has POV momentum, a first-class read of cyber threats and a founder with military background longer than Santa's list](#)

Ausbiz: [WhiteHawk swoops on US contract](#)

StockPal Asia: [WhiteHawk wins US\\$1.5 million cybersecurity contract extension](#)

Inside Small Business: [Yes, working from home is risky – here's how to counter that](#)

FinFeed: [WhiteHawk advances its Cyber Risk Program as major hacks increase](#)

FinFeed: [WhiteHawk outlines strategic growth plans for 2021](#)

Motley Fool: [Here's why the WhiteHawk \(ASX:WHK\) share price has rocketed 26% higher today](#)

# Cyber Risk Platform as a Service (PaaS)

*ISP/MSP/Bank/Insurance Groups/Government can provide end to end Cyber Risk Services to their Customers/Organizations effectively & at scale*

Risk services that identify, prioritize and mitigate key risks in near real-time, within budget

- Tailored, branded, Risk Platform of Online Services
- Cyber Risk Prioritization and Scorecard matched to Solution Options – Action Plan
- Matching to Vetted Cyber Innovation Solution Partners for SMEs & Enterprises
- Proven Platform with ability to seamlessly incorporate additional features and data integrations: for example, continuous testing/monitoring of software solutions

*Cyber Risk PaaS is an end-to-end cloud-based ecosystem, that can be co-branded or white labeled, include revenue share or be revenue neutral and be fully managed or simply guided by Prime Client (ISP/MSP/Bank/Insurance Group/Government)*



# Advanced Cyber Risk Journey

only use personal

**WhiteHawk Client Portal**

**EMPLOYEES**  
How many employees does your company have? Include at full time, part time, and contractors.  
12

**Cyber Risk Profile** | **Cyber Risk Rating** | **Cyber Maturity Roadmap**

**Saperix**

INDUSTRY: Information | LOCATIONS: 1 | EMPLOYEES: 12 | INTERACTIONS: Email, Face-to-Face, Mobile, Phone

**Your Cyber Risk Indicator**

Based on the answers provided, your focus should be on providing basic cybersecurity without spending too much of the company's resources - manpower and money. Small businesses are popular cybercrime targets because many have not implemented basic protections. While most cyber criminals won't target your business explicitly, they will launch relatively simple attacks against everyone they can find. Typically, cyber criminals targeting small businesses plan to use the data they steal to commit financial fraud. By making your security posture significantly better than that of the average small business, you can largely escape the attackers' notice. They will instead move on to softer targets. In addition, attackers may see you as a useful stepping-stone in attacking your business partners.

Your company balances necessary internal rules against a desire to foster individual solutions. Because of this, you should make sure that your cybersecurity tools are up-to-date and providing the detail necessary to identify and address potential gaps that could be exploited. Identify industry and internal risks and then take steps to mitigate them. Create an incident response plan if your company does not already have one. Know your compliance requirements, and maturity plan to take your cyber program to the next level.

Our evaluation indicates that your current overall cybersecurity posture is poor. Your company needs to take immediate steps to close the most urgent gaps in your cybersecurity. This profile is based on the small amount of business-specific data you have provided through the questionnaire, and on broad statistics for your industry. Please contact WhiteHawk to get a more accurate, personalized evaluation.

[Retake Questionnaire](#)

**Based on your response, below are your solution options**

**Essential Bundle**

The Essential bundle provides the cybersecurity products that fit your company's immediate needs. This bundle represents the minimum that your company needs to be doing to prevent or mitigate cyber crime and fraud.

[View the Bundle](#)

**Balanced Bundle**

The Balanced bundle offers the cybersecurity products that represent the best practices standard for your company's online operations. This bundle represents what you should be doing.

[View the Bundle](#)

**Premier Bundle**

The Premier bundle is the top of line maturity level for cybersecurity products. This bundle represents the level of cyber maturity that your company should be striving towards to address a breadth of cyber crime and fraud attacks to your revenue, customers and reputation.

[View the Bundle](#)

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**Maturity Level Assessment**

Level	Goals Completed	Goals Remaining
Basic	4	2
Foundational	6	2
Organizational	3	3

**Action Plan**

Category	Critical	Next	Pending
Goals Completed	6	1	2
Goals Remaining	2	1	1

**Basic** Foundational Organizational

- ☐ Inventory and Control of Hardware Assets
- ☐ Inventory and Control of Software Assets
- ☒ Continuous Vulnerability Management
- ☐ Controlled Use of Administrative Privileges
- ☒ Secure Configuration for Hardware and Software on Mobile Devices, Laptops, Workstations and Servers
- ☐ Maintenance, Monitoring and Analysis of Audit Logs

To Do Item:

[Add](#) [Cancel](#)

**Critical** Next Pending

- ☒ Hardware Asset Inventory
- ☐ Remove User Admin Privileges
- ☒ Secure Configuration for Hardware and Software on Mobile Devices, Laptops, Workstations and Servers
- ☒ Maintenance, Monitoring and Analysis of Audit Logs
- ☐ Inventory and Control of Software Assets
- ☐ Continuous Vulnerability Management

To Do Item:

[Add](#) [Cancel](#)

# Cyber Risk PaaS Features

For Business and Organization Clients of ISPs/MSPs/Banks/Government Entities			
	Essential	Balanced	Premium
White Labeling and Co-Branding	✓	✓	✓
Marketplace	✓	✓	✓
Cyber Threat Readiness Questionnaire	✓	✓	✓
CIS-Based Maturity Roadmap and Action Planning	✓	✓	✓
Cyber Consultation Scheduling	✓	✓	✓
News and Insights	✓	✓	✓
Cyber Risk Assessments (One-time or Quarterly)		✓	✓
Tailored Cyber Threat Readiness Questionnaire		✓	✓
Marketplace Solution Vetting and Onboarding Services		✓	✓
Cyber Consultation Services		✓	✓
Tailored Frameworks for Maturity Roadmap			✓
Revenue Sharing Business Model			✓

# CMMC Virtual Consult: Cybersecurity Maturity Model Certification

The screenshot displays the WhiteHawk Client Portal interface. The main header shows the company name 'Saperix' and the portal title 'WhiteHawk Client Portal'. The left sidebar contains navigation links for 'Cybersecurity Journey', 'Purchase History', 'Wish List', and 'Admin'. The main content area is divided into several sections:

- Cyber Risk Rating:** A circular gauge showing a rating of 470, categorized as 'BASIC'. The text explains that Saperix falls into the Basic category, meaning its relative security effectiveness is moderate, having a weak security performance and high risk. The rating was last updated on 3/31/2021.
- Risk Vector Analysis:** A list of risk vectors with corresponding maturity levels: Compromised Systems (B), Public Disclosure (A), System Patching (A), Application Security (C), Communications Encryption (B), Email Security (A), and User Behavior (D).
- Recommended Focus Areas:** Three focus areas are listed: Focus Area 1 (User Behavior), Focus Area 2 (Application Security), and Focus Area 3 (Compromised Systems).
- CIS Control-Based Maturity Level Assessment Based on Externally Observed Risk Rating:** A bar chart showing the number of goals completed and remaining for Basic, Foundational, and Organizational maturity levels. The chart indicates that the Basic level has 6 goals completed and 4 remaining, the Foundational level has 10 goals completed and 0 remaining, and the Organizational level has 3 goals completed and 0 remaining.
- CIS Controls Mapped to CMMC Maturity Levels:** A table mapping CIS controls to CMMC maturity levels (L1, L2, L3, L4/L5).

The table 'CIS Controls Mapped to CMMC Maturity Levels' is as follows:

CIS CONTROLS		L1	L2	L3	L4/L5
Penetration Tests and Red Team Exercises	#20				
Email and Web Browser Protections	#7				
Limitation and Control of Network Ports, Protocols, and Services	#9				
Application Software Security	#18				
Inventory and Control of Software Assets	#2				
Continuous Vulnerability Management	#3				
Controlled Use of Administrative Privileges	#4				
Maintenance, Monitoring and Analysis of Audit Logs	#6				
Data Recovery Capabilities	#10				
Secure Configuration for Network Devices, such as Firewalls, Routers and Switches	#11				
Implement a Security Awareness and Training Program	#17				
Incident Response and Management	#19				
Inventory and Control of Hardware Assets	#1				
Secure Configuration for HW & SW on Mobile Devices, Laptops, Workstations and Servers	#5				
Malware Defenses	#8				
Boundary Defense	#12				
Data Protection	#13				
Controlled Access Based on the Need to Know	#14				
Wireless Access Control	#15				

# Cyber Risk Radar Features

Cyber and Business Risk Assessment and Monitoring			
	Tier3	Tier2	Tier1
One Hour Virtual Consultation			
<ul style="list-style-type: none"> <li>Cyber Risk Profile</li> <li>Cyber Risk Maturity Roadmap &amp; Action Planning</li> </ul>	✓	✓	✓
One-time Cyber Risk Assessment	✓		
One-time Cyber Risk Scorecard In-Depth	✓		
Continuous Cyber Risk Monitoring		✓	✓
Quarterly Cyber Risk Scorecard In-Depth		✓	✓
Continuous Business Risk Monitoring			✓
On-Demand Business Risk Reports			✓
Additional Services			
V/SCRM GRC Executive Dashboard and Management			
Software-based Solutions Testing & Continuous Monitoring			

# Cyber Risk Radar – Scorecard Automation

Company: WhiteHawk - WhiteHawk

whitehawk.com/companies/whitehawk/scorecards/in-depth

Apps WHK INTG WHK STG WHK PROD WHITEHAWK LIM... AWS Cyber QSMO Mar...

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Purchase History Wish List Admin Members BitSight Black Kite Analyst Notes Scorecards Product Quotes

### In-Depth Scorecards

Search Filter

SUPPLIER YEAR QUARTER

ROWS PER PAGE: 10 1 - 10 of 669 PREVIOUS NEXT

Search Table Archive

<input type="checkbox"/>	SUPPLIER NAME	STATUS	YEAR	QUARTER	LAST UPDATED	EDIT REPORT	DOWNLOAD REPORT
<input type="checkbox"/>	Dell Technologies Inc.	Complete	2020	Other	12/2/2020	Edit	Download
<input type="checkbox"/>	ABT Associates	Complete	2020	Other	12/2/2020	Edit	Download
<input type="checkbox"/>	GE Digital	Complete	2021	Q2	5/4/2021	Edit	Download
<input type="checkbox"/>	Rockwell Automation, Inc.	Complete	2020	Other	9/14/2020	Edit	Download
<input type="checkbox"/>	General Dynamics Corporation	Complete	2020	Q4	12/3/2020	Edit	Download
<input type="checkbox"/>	KPMG International Cooperative	Complete	2020	Other	12/2/2020	Edit	Download
<input type="checkbox"/>	Planet Labs Inc.	Complete	2020	Q1	11/3/2020	Edit	Download
<input type="checkbox"/>	Fluor Corporation	Complete	2020	Q4	12/3/2020	Edit	Download
<input type="checkbox"/>	Smart Modular Technologies, Inc.	Complete	2020	Other	9/14/2020	Edit	Download
<input type="checkbox"/>	Sunbelt Rentals, Inc.	Complete	2020	Other	9/18/2020	Edit	Download

SCHEDULE CONSULTATION + New Report

Switch User

*Margins now at 70%*

# Cyber Risk Scorecard Features

Cyber Risk Identification, Prioritization, Compliance Maturity Baseline & Mitigation Strategy		
	Snapshot	In-Depth
1 Hour Virtual Consultation and Cyber Risk Review	✓	✓
Cyber Risk Profile – Identification of Key Risks to Revenue and Reputation	✓	✓
Cyber Risk Maturity Roadmap and Action Planning	✓	✓
Path to CMMC Review with CMMC Registered Practitioner	✓	✓
Tailored Solution Options Review	✓	✓
Security Rating and Risk Vector Analysis Results		✓
NIST 800-53, NIST 800-171, CIS, and CMMC Compliance Overview		✓
FAIR Overview of Cyber and Operational Risks in Financial Terms.		✓

# Executive Team/BOD Level Cyber Risk Program

*Know Your Company's Truth - The Key Digital Age Risks to Your Revenue and Reputation*

- ✓ Using commercial best of breed Cyber Risk open data sets and AI based analytics, determine what cyber criminals can see of your Company/Organization networks, data sets, online transactions
- ✓ Tailored and scaled to any sector, size company or organization
- ✓ Provides a global risk landscape perspective for informing resource decisions

## Hacker View of Cyber Risks, Findings & Mitigation Strategies



Continuous Cyber Risk Monitoring & Prioritization



Executive Cyber Risk Scorecards & Reporting



Real-Time Red Team Cyber Risk Validation



Dark Net Risk Validation & Assessment

**Have an ever-critical expert sanity check on your inside Cyber Team, MSP or MSSP  
Prioritizing Smart Action within Current Resources**

# Cyber Risk Program Features

Cyber Risk Identification, Prioritization, Validation & Mitigation Roadmap			
	Essential	Balanced	Premium
Virtual Consultation <ul style="list-style-type: none"> <li>Cyber Risk Profile</li> <li>Cyber Risk Maturity Roadmap &amp; Action Planning</li> </ul>	✓	✓	✓
One-Time Cyber Risk Scorecard In-Depth	✓		
Continuous Cyber Risk Monitoring		✓	✓
Quarterly Cyber Risk Scorecard In-Depth		✓	✓
Annual Red Team Risk Validation	✓	✓	
Semi-Annual Red Team Risk Validation			✓
Dark Net Assessment			✓
Validated Risks & Mitigation Options Mapped to Resourcing Roadmap			
Additional Virtual SME Consults in Support of Executive Communication & Decision Making			



# Showcasing Innovative Solution Partners

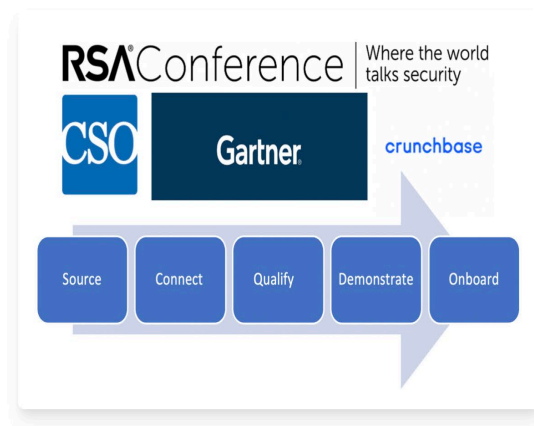


Solutions ▾ Marketplace News & Insights About Us ▾ Client Portal Admin ▾



## WhiteHawk Enterprise Vendor Lead Sources & Process

- ✓ Since 2015, WhiteHawk has vetted 1 to 2 Innovative Cyber Companies every week for cutting edge impact, scalability, ease of implementation and affordability.
- ✓ WhiteHawk's end-to-end qualifying process ensures that our enterprise solutions are the optimal fit for our clients and partners business and performance needs.
- ✓ We focus on next generation cyber, risk and analytics platforms, solutions and frameworks.



## Enterprise Infrastructure VPN

Securing your remote workforce & team communications



NetAbstraction



SaferNet



Dekko Secure



CloudFlare

# The Team



## **Terry Roberts, CEO, President and Founder**

Cyber Executive across government, academia and industry. Previously Deputy Director of US Naval Intelligence, TASC VP for Intelligence and Cyber, an Executive Director of Carnegie Mellon Software Engineering Institute. Currently US National Security Cyber Thought Leader, Board Member and Chair Emeritus. US Fed Top 50 Women and MSSI in Strategic and Artificial Intelligence. <https://www.linkedin.com/in/terry-roberts-193493143/>



## **Soo Kim, Chief Operating Officer**

Previously the cybersecurity, technology strategy expert at Accenture Federal Services, Hewlett Packard Federal and VP at TASC. Experience in technical and business leadership, tactical execution, business operation, and solutions delivery. Bachelor's degree in mathematics from Virginia Tech, a Certified Enterprise Architect and Scrum Master. <https://www.linkedin.com/in/soo-kim-23655786/>



## **Kevin Goodale, CFO**

CFO at Impressions Marketing Group Inc. from 2005 – 2016. Career Commercial Financial and Contracting Manager with over 20 years at the CFO level, using degrees in accounting and management information science to reduce risk and increase profits. <https://www.linkedin.com/in/kevin-goodale-6ba4383b/>

# The Board

## **Terry Roberts, Executive Chair**



## **Phil George, Non-Executive Director**

Specialist in Information Security and Risk Management

Currently operates Nurv Cloud, a cloud telecom company, specializing in high quality, secure voice solutions. Launched Uber Perth in Australia in 2014 as Operations Manager. Former Non-Executive Director of Department 13 International Limited (ASX:D13)



## **Tiffany O. Kleemann, Non-Executive Director**

Previously SVP at Imperva, CEO Of Distill Networks, VP of Global Strategic Partnerships and Alliance Operations at FireEye and SVP of Client Solutions and Chief Revenue Officer for iSIGHT and Mandiant. Former Deputy Chief of Staff at the White House Office of Cyber Security and Critical Infrastructure Protection. Decorated US Coast Guard Officer.



## **Melissa King, Non-Executive Director**

A strategic, agile and innovative leader with extensive transformation, commercial and communications experience. Melissa currently leads FIBA Women's Basketball World Cup 2022 Organising Committee, was previous Chief Executive of Surf Life Saving Australia. She has experience with not for profit, corporate and government organisations including, Sydney Opera House, Department of Prime Minister & Cabinet and the Governance Institute. She is a Non-Executive Director of United Nations Association of Australia.



# Contact Us

We're here to help and answer any question you might have. We look forward to hearing from you.

First name

Last name

Email address

Message

## How Can We Help?

Please select a topic below related to your inquiry. If you don't find what you need, fill out our contact form.

### Schedule a Consultation

Book a time to consult with one of our cybersecurity expert.



### Become a Partner

Join our Partner Program and offer your products in our marketplace.



### Become an Investor

Inquire about investing in Whitehawk, Inc.

