TIGIR

Making the Cultural Shift
in
Security Assessments and Compliance

TIGIR

Advanced Risk Intelligence Software

Threat Information Gathering and Intelligence Reporting

THE (RISK) PROBLEMS

TIGIR

1

NO ONE SINGLE SOLUTION

THAT PERFORMS ALL COMPLEX RISK ASSESSMENT AND EVALUATION ACTIVITIES IN SIMPLE FORM

Many risk activities have data and valuation overlaps and interdependencies. Performing these activities and developing these outputs in isolation and apart wastes time, money and resources.

2

OUT-DATED AND INCOMPLETE FORMULAS

PERSIST IN CURRENT RISK ACTIVITIES

Risk formulas have not kept up with organizations changing needs, emerging technologies, asymmetry of threats and disasters and their impact on lines of business, revenues, resources and traditional and digital assets.

3

HIGH ERROR RATES AND INCONSISTENCY

DUE TO MANY MANUAL PROCESSES AND MULTIPLE STANDARDS

Manual processes, multiple standards and lack of constrained selections and inputs allow for individual interpretation, inconsistency and higher error rates, resulting in flawed or skewed risk outputs and impede repeatability and frequency.

4

COSTLY AND LABOUR INTENSIVE

REDUNDANT, ISOLATED PROCESSES MAKE RISK ACTIVITIES INFREQUENT OR ONE-OFFS

Disconnected risk activities are time consuming and costly in a climate where skilled resources are both expensive and scarce. Integrity of risk activities hinges on agility, dynamism and timely, relevant data.

THE SOLUTION: TIGIR…

TIGIR

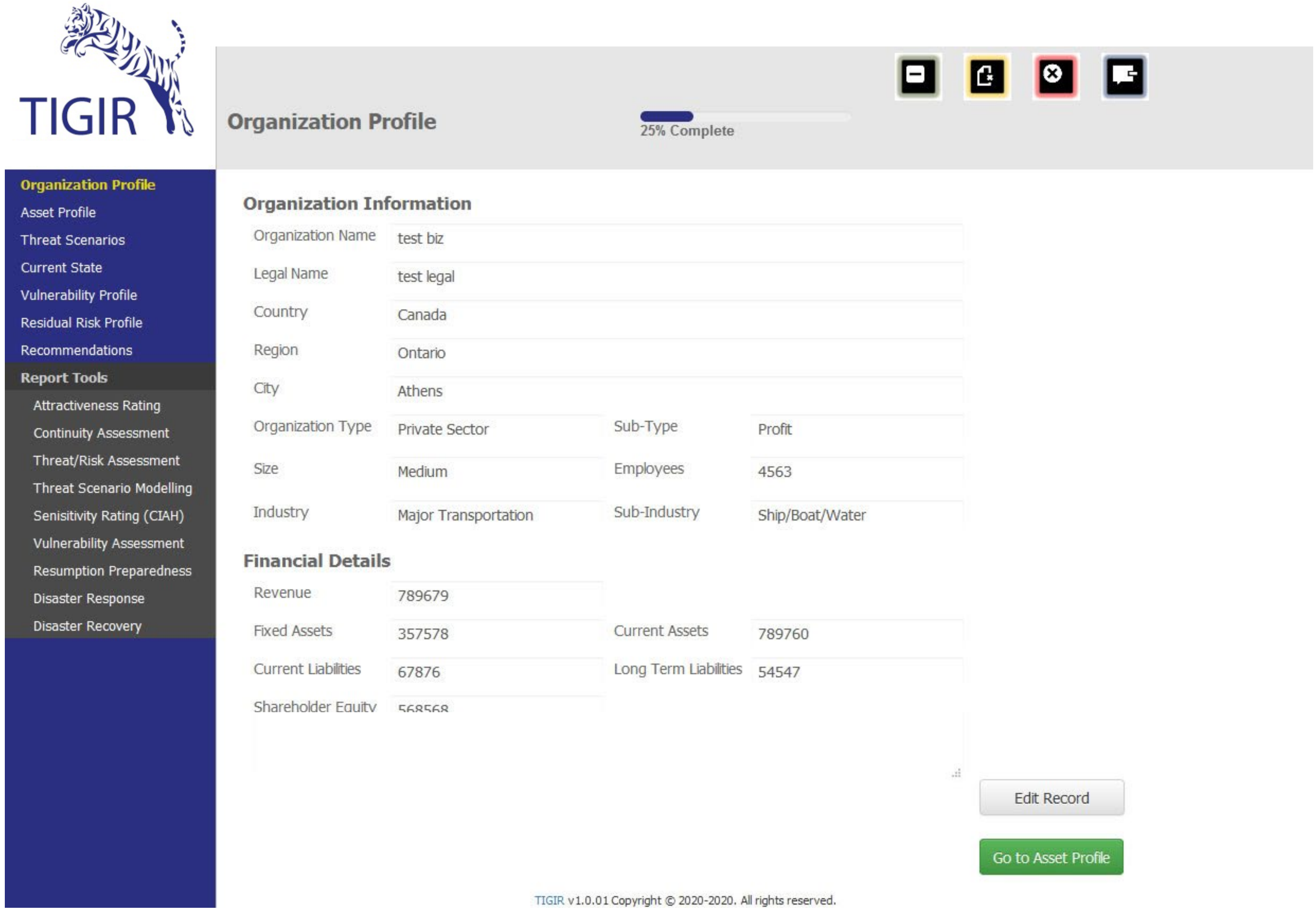
1 **Does it all in one application.** Performs assessment and analysis by valuing the organization, its assets and vulnerabilities against threat scenarios and providing prioritized recommendations to reduce risk.

2 **Dynamic and updateable record.** All risk outputs can be re-assessed as often as needed, can be compared to other assessments within the organization and maintain audit logs and AI controls for integrity.

3 **Comprehensive data and calculations.** Designed on industry standards, one database collects risk data and best practices across an organization converting it into useable risk intelligence and another collects forensic incident data for managers not techies.

4 **Costs 80% less and reduces work effort by 70%.** A new risk formula, decision-based design, patented functions and algorithm performs all risk activities organizations need to do - faster, cheaper and accurately, replacing manual processes and specialized skills.

BENEFITS



Organization Profile

Organization Information

Organization Name	test biz		
Legal Name	test legal		
Country	Canada		
Region	Ontario		
City	Athens		
Organization Type	Private Sector	Sub-Type	Profit
Size	Medium	Employees	4563
Industry	Major Transportation	Sub-Industry	Ship/Boat/Water

Financial Details

Revenue	789679		
Fixed Assets	357578	Current Assets	789760
Current Liabilities	67876	Long Term Liabilities	54547
Shareholder Equity	568568		

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- Recession-proof industry. Government mandated processes are one of the least likely to be cut.

- The majority of TRA's are performed manually by consultants; TIGIR disrupts the Consulting Sector and addresses the skills shortage by automating much of the Risk Assessment process.

- The manual process uses Word and Excel documents that are error-ridden and cannot be tracked or monitored; TIGIR tracks and monitor all Assessments.

- Risk assessments must adhere to strict standards and controls; TIGIR ensures and delivers to these standards.

- A government or large enterprise Risk Assessment will cost $120-180k, taking 3-4 months to complete; TIGIR does this in 2-3 weeks by automating the calculations.

- The Canadian government spent over $700M on Risk Assessments in 2020 with a growing backlog; the US is triple Canada’s spending.

- There is little no consistency and too much subjectivity in the process.

TIGIR 1.1 - Release Enhancements

- Updates existing ITSG-33 and NIST standards, including CLOUD, CMMC and SOC2 elements and social vulnerability values that change yearly
- Enhanced functionality, UI and reporting from user feedback and testing
- Elaboration of Breach Reporting functions

TIGIR 2.0 - A Robust Procurement Software Tool

New, overarching functionality that grows TIGIR to address wider requirements in the Procurement Model for contract authorities and vendors:

- End to end supply chain security building on TIGIR 1.0
- Procurement Lifecycle Management: Preparation, Bid Evaluation, Award, Contract and Vendor Management
- Compliance, Costing and Quality Tracking
- Approved Solutions Database for faster deployment

CANADIAN MARKETS

TIGIR

CANADIAN Government

Every year, the **Canadian government's 48 departments** are mandated to Risk Assess (SA&A) over **7,600** technological assets, costing over **$700M yearly**

Each department performs **100-250** Assessments a year with a backlog of **50-150** due to budget and resource constraints.

These are performed manually by contractors; there is no tool.
1 Asset = 1 Assessment = 1 Contractor = 4 months = $120k

Each department is responsible for its own spending in this area.
Vendors to the GOC are now required to comply with SA&A.

Overall the **GOC** spent **$144.9M** over 5 years protecting finance, telecomm, energy and transportation critical systems. Total spending was **$14B**

Private Sector

1,143,630	Small businesses
21,415	Medium businesses
3,000+	Large businesses

Current Spending for Canadian businesses on security consultants and professional services is about **$2B on data security** alone

1. General Risk Assessments
2. Government Vendor Compliance
3. Vendor Accreditation
4. Cyber Risk Insurance Compliance

The Canadian Financial Executives Research Foundation (CFERF) reports **20%** of organizations have no risk management program.

US MARKETS

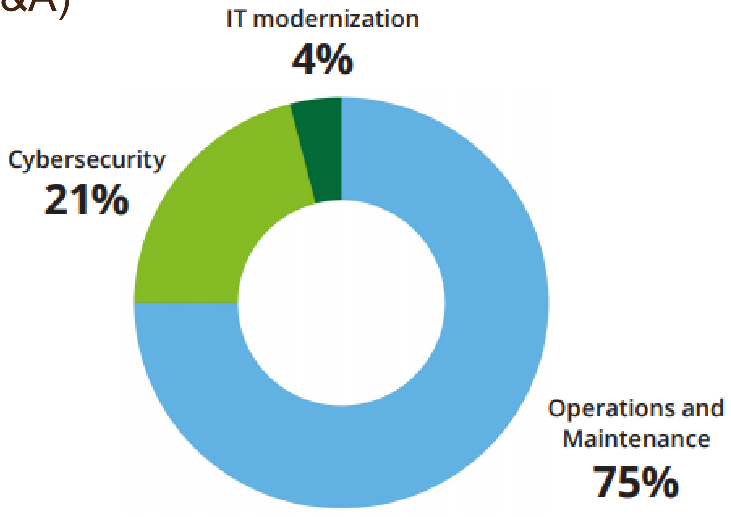
US Government

The US Government has **96 independent executive units** and **220 components** of executive departments, plus State and City.

Most are required to Risk Assess (SA&A) technological assets, especially the Department of Defence for Supply Chain Security

Vendors and Contractors are required to comply and certify With NIST 800:53 / CMMC.

The 2019 US budget included **$19B** for **cybersecurity** and **$3.1B** for **modernization**



$89.9 billion IT budget
$19 billion for cybersecurity
$3.1 billion for modernization

Private Sector

In the US private sector, across **20+ sectors**, there are approximately:

31.6M	Small businesses
1M	Medium/Mid-size businesses
20-30k+	Large business

Cybersecurity,
Cyber Compliance (NIST 800:53, CMMC) and
Risk Assessments
are a **Multi-Billion Dollar US industry**

1st YEAR REVENUES

TIGIR

TOTAL FIRST YEAR REVENUE

$5.7 M

ENTERPRISE/STANDALONE

FIRST YEAR

License Cost	$25,000/year
Projected Sales	150 licenses
Revenue	$4.25M

Training/Cert

FIRST YEAR

Revenue	$880K

WEB/SaaS

FIRST YEAR

License Cost	$1,250/year
Projected Sales	400 licenses
Revenue	$500K

White-Labelling

FIRST YEAR

Revenue	$80K

2nd YEAR REVENUES

TIGIR

TOTAL SECOND YEAR REVENUE

$19.7 M

ENTERPRISE/STANDALONE

SECOND YEAR

License Cost	**$25,000/year**
Projected Sales	**500 licenses**
Revenue	**$12.5M**

Training/Cert

SECOND YEAR

Revenue	**$1.6M**

Renewals

SECOND YEAR

Revenue	**$3M**

WEB/SaaS

SECOND YEAR

License Cost	**$1,250/year**
Projected Sales	**800 licenses**
Revenue	**$96k**

White-Labelling

SECOND YEAR

Revenue	**$1.6M**