

Tigerstone

Our Mission: Solve the Endpoint Problem

The Team



David August
CEO / Co-founder

- *Founder/CTO AlphaCrest Capital*
- *Founder Parakinetix*
- *Professor of Computer Science, Princeton University*



Stephen Beard
CTO / Co-founder

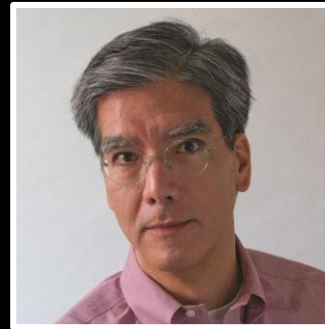
- *Founder/Technology Partner AlphaCrest Capital*
- *Head of development for wireless sensor startup*
- *Princeton University Ph.D.: Core Technology*

Business Advisory Board



Gene Hoffman

- *CEO/President/Founder EMusic*
- *Chairman/CEO Vindicia*
- *Built and scaled SaaS companies*



John Partridge

- *President/CEO Tokutek*
- *Partner of Summit Accelerator Fund*
- *20 years leading and funding startups*



Roselle Safran

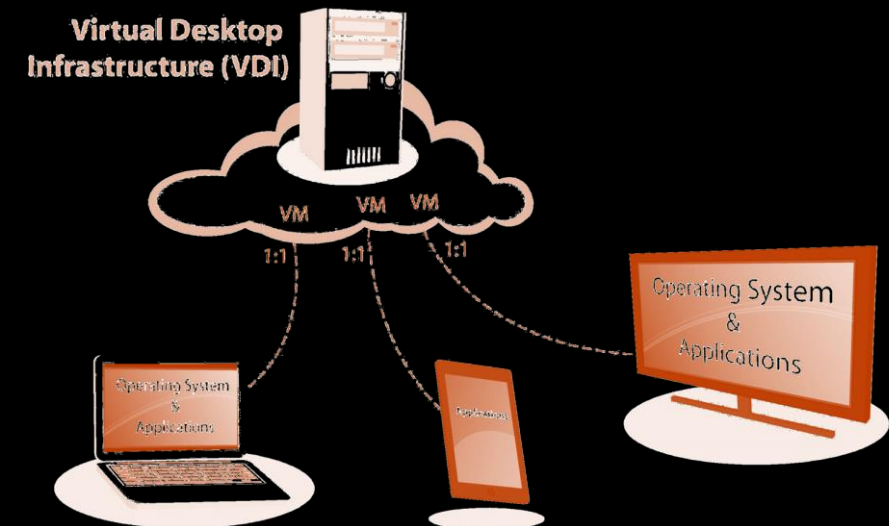
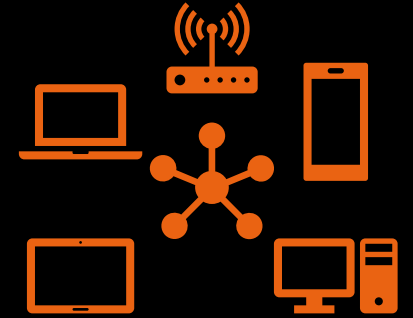
- *CEO/Founder of Uplevel Security*
- *Cyber Security Operations Branch Chief*
- *Entrepreneur in Residence – Lysical Ventures, LLC*

Greatest Pain Point for IT: The Endpoints and their Users

- ▶ Greatest security risk
- ▶ Annoying and expensive management responsibility
 - ▶ Endpoint downtime represents lost productivity for both the user and IT
- ▶ Users demand freedom and mobility – reject intrusive security measures
- ▶ Impossible to create perfectly secure / robust system

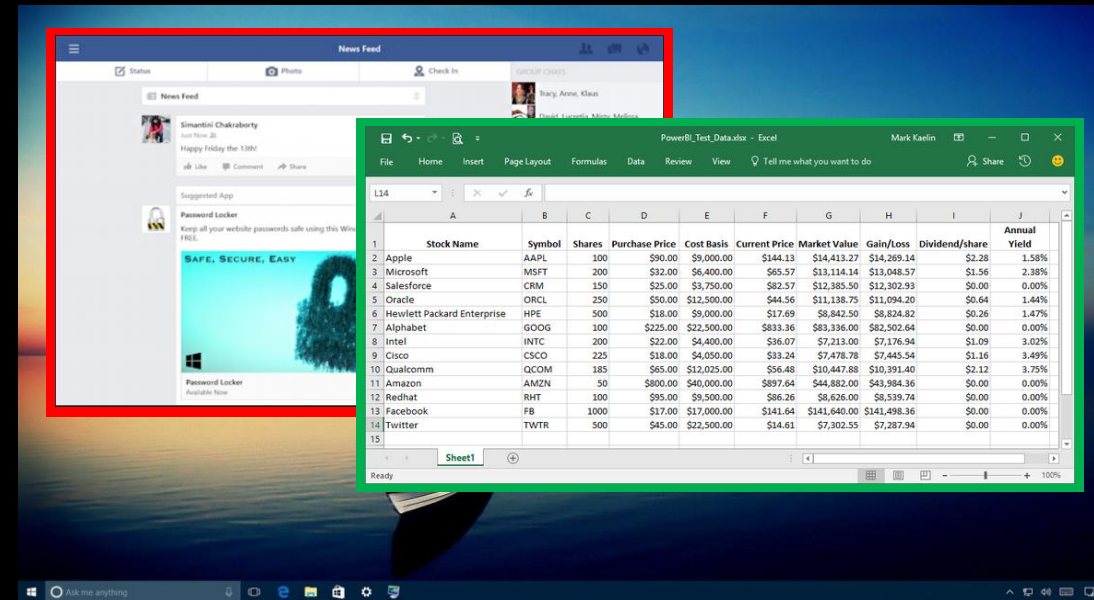
- ▶ Existing products only address symptoms

- ▶ VDI (Virtual Desktop Infrastructure)
 - ▶ Users hate it: laggy
 - ▶ Inefficient → Costly
 - ▶ Moves problem to the datacenter
 - ▶ Remedy of last resort



A Better Way

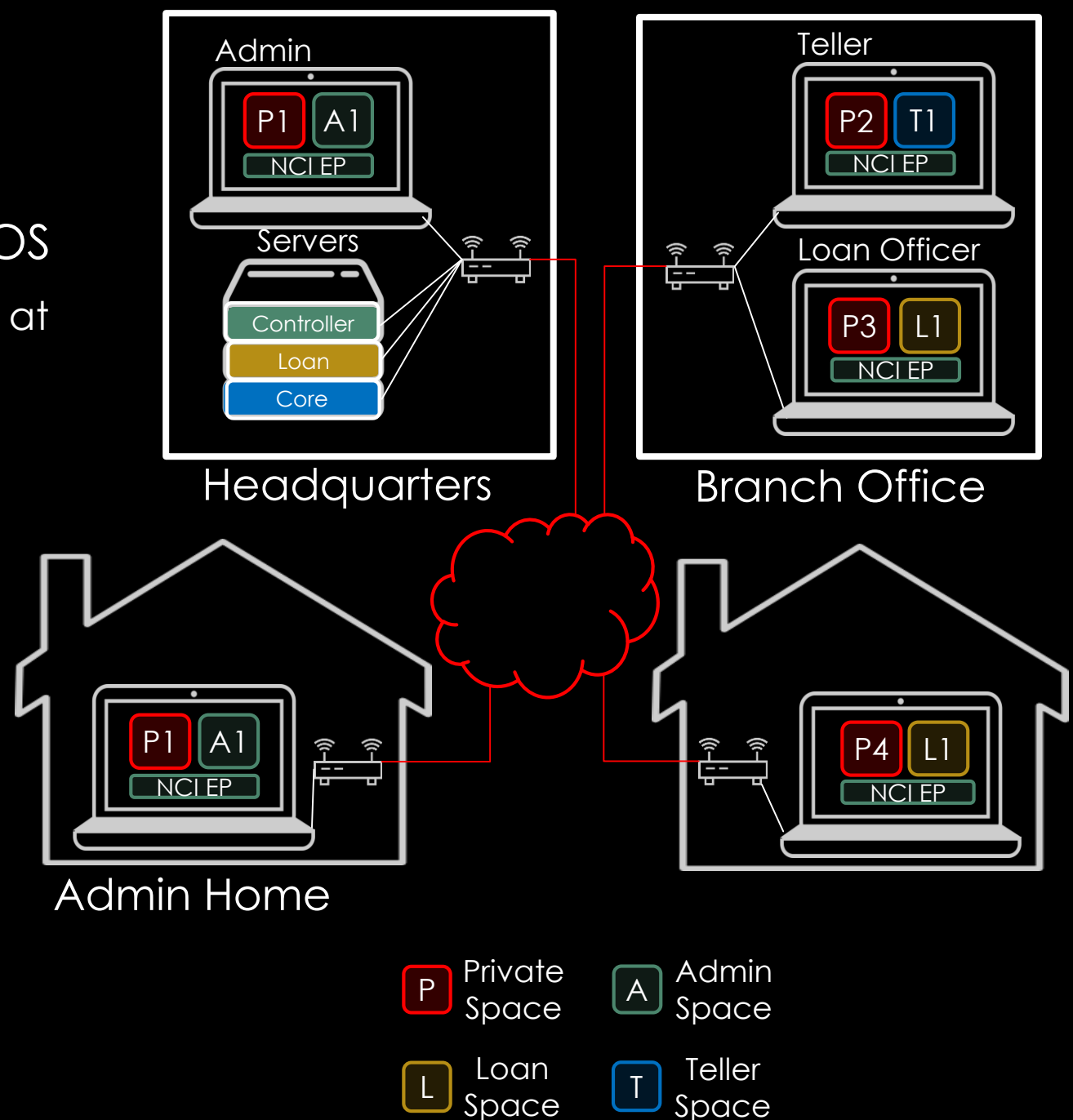
- ▶ Increase employee and IT productivity
 - ▶ No intrusive security to hinder employees
 - ▶ IT can quickly roll malfunctioning endpoints back to known good state
- ▶ Securely compartmentalize business and personal activities
 - ▶ Business is business. Personal stays personal.
- ▶ Secure management layer not touched by user
 - ▶ Reduces attack surface area



NCI Spaces in action. Green windows can access corporate data and are isolated from the red windows, which can access the general internet.

Tigerstone

- ▶ NCI Endpoint Platform sits below user OS
 - ▶ Device accessible regardless of corruption at user level
 - ▶ Simple rollback of user's system
 - ▶ Management without user involvement
- ▶ Centralized Controller
 - ▶ Remote access to all systems
 - ▶ Company-wide endpoint analytics
- ▶ Clean segmentation of workspaces
 - ▶ Users personal computing doesn't infect corporate
 - ▶ Simple network segmentation into isolated zones



Traction

▶ Current Design Partners, Future Channel Partners



- Managed Service Provider for the Sacramento Valley Region
 - 80+ clients across 110+ sites
 - Manages tens of thousands of endpoints
- Internally testing NCI and providing feedback

Company Roadmap

Mid 2019

End 2019

End 2020

Product

Alpha

- Core Platform
- Admin Portal
- Basic Analytics, Alerts, and Control

Beta

- Platform API
- Enhanced Analytics
- Seamless Spaces
- Enhanced Security Features

Release

- Platform App Store
- Polished Interface
- Automatic Remediation
- Simple Install

Business

- Full deployment at Design partners

- Beta release and initial sales
- VP of Sales Hire

- Full release
- Enterprise customers

Untapped Market

Computer / Network Security Market:

Global Cybersecurity Market+ (\$120B / Y, +10% YOY)

Desktop IT Security Spending+ (\$81B / Y, +10% YOY)

Virtual Desktop Infrastructure (VDI) Market:

Market Size: \$5B / Y, +25% CAGR

Limited by:

- ▶ Reviled user experience
- ▶ High ownership costs

70% of breaches originate from the desktop, but VDI (Citrix + Amazon + Microsoft+...) accounts for less than 7% of total desktop security spending

A viable desktop solution has enormous opportunity to UNLOCK substantial market share

Competition

- ▶ Replaces

- ▶ VDI



- ▶ Endpoint Management



- ▶ Container-based Solutions



- ▶ Augments

- ▶ Endpoint Malware Detection



Tiered Product Fits Customer's Needs

- ▶ Free Tier
 - ▶ Trial and Personal Use
 - ▶ No support
- ▶ Professional Tier
 - ▶ \$25 per seat, up to 100 seats
 - ▶ Access to analytics, remote support, and containers
 - ▶ Ongoing support
- ▶ Enterprise Tier
 - ▶ \$15 per seat, 100 – 1000 seat, custom pricing above 1000 seats
 - ▶ Tier 1 + Automated remediation features
 - ▶ Staff training, Install, and 24/7 support

Rough Financial Projections

	2019	2020	2021	2022	2023	2024
Licenses/Subscriptions expected to be sold	\$100	\$1,400	\$14,150	\$66,050	\$320,800	\$962,500
\$ avg selling price of total product	\$150	\$132	\$108	\$116	\$112	\$122
New product sales	\$15,000	\$184,500	\$1,533,000	\$7,647,000	\$36,048,000	\$117,522,000
SBIR/STTR Contract R&D	\$166,538	\$432,692	\$230,769			
Total revenue	\$181,538	\$617,192	\$1,763,769	\$7,647,000	\$36,048,000	\$117,522,000
Total COGS	\$900	\$7,590	\$42,360	\$188,940	\$832,560	\$2,689,440
Total Operating Expenses	\$405,229	\$961,275	\$2,490,485	\$7,243,837	\$34,069,649	\$86,645,032
+ Matching Grants		\$500,000				
+ Investments (Paid in Capital)	\$300,000	\$700,000				
Year-End Cash Proxy	\$75,409	\$923,736	\$154,660	\$368,883	\$1,514,674	\$29,702,202

SEED ROUND & SBIR Phase II

- ▶ Currently funded by \$225k National Science Foundation Small Business Innovation Research (SBIR) grant
- ▶ Seeking \$200k in funding through SAFE
 - ▶ \$6m cap, 20% discount
- ▶ Investment – large factor in SBIR Phase II Grant (\$750K non-dilutive funding)
- ▶ First \$100K matched 3x
 - ▶ Princeton Entrepreneurs Fund – SAFE matching \$100K
 - ▶ SBIR Phase IIB – non-dilutive matching \$0.50/\$1.00 invested
 - ▶ \$100K → \$300K cash to company + 750K = **\$1.05M**

Conclusion

- ▶ IT teams drowning in incidents and tickets
- ▶ Enormous, underserved market
- ▶ Everyone else has failed at the thin-client and VDI model, including Amazon and Microsoft
- ▶ NCI inverts conventional approaches
- ▶ Unique combo of seed capital, experience and expertise

Contact Info

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