



CYBER CAPITAL  
**PARTNERS**

MARCH 2022

# SYNDICATION READY DEALS

**We source, vet, and manage quality cybersecurity investments that become the standard for protecting the national security supply chain.**

Cyber Capital Partners, LLC ("CyberCP") is a cybersecurity business consultancy and independent sponsor. We are comprised of a team of cyber market experts who have experience in campaigns and management both in the VC and PE sectors. Our deal flow of technologies and companies are vetted against our 28 point proprietary methodology.

CyberCP is a DoD Trusted Capital Provider and supports the commercialization of cybersecurity technologies for the Defense and Intelligence Communities, and the 16 critical infrastructure sectors, including Energy, Finance, and Homeland Security.

## OPS-Edge

Venture Capital: Seed

### Technology License from National Laboratory

- Syndicating \$2.0m Seed Capital
- Energy Sector OT/Cyber Incident Response Dashboard
- MOU with Key Strategic Partner executed
- CRADA & Funding Arrangement with DoE Lab completed
- Experienced Lead Executive

## Project Red Hawk

Venture Capital: Pre-Series A

### Elite Security Level End Device Cybersecurity Platform

- Syndicating \$2.0m Pre-Series A
- Min \$250k
- Mobile/IoT/OT/SCADA Device Protection
- MOU with Key Strategic Partner executed
- Contracts with Large Device OEMs
- Funding Go-To-Market & Development

## Project Diamondback

Private Equity: Lower Middle Market

### Recap/Reorg Capital

- **Acquired 12/31/21, Recap 3/31/22**
- Portfolio of Offensive Cybersecurity Related Capabilities
- DoD/IC Offensive R&D
- Elite Exploitability-Related Services (Wargaming)
- Intellectual Property (IP)– OCO Tools
- Intellectual Property (IP)– Cyber Range & Training Environment

## Project Osprey

Private Equity: Lower Middle Market

### MBO and Growth Capital

- **LOI Executed, Close 3/31/22**
- Financial Services MSP/Cyber
- \$12.5m revenue, \$1.5m EBITDA
- \$8.5m MSP (Microsoft Azure, O365)
- \$4.0m Incident Response and Risk Management
- Management Buy-Out

## Project Titan

Private Equity: Lower Middle Market

### Acquisition and Growth Capital

- **Broad deal terms agreed upon, Close 4/30/22**
- \$10.6m revenue, \$1.4m EBITDA
- Lead Executive becomes CyberCP platform CEO
- DoD/IC data security contractor
- Data Science, Security, and Training
- Intellectual Property (IP)– Hyper Data Toolkit

**CyberCP de-risks early cybersecurity investments, whether early venture capital or private equity.**

#### Sourcing:

CyberCP sources innovative cybersecurity technologies from National Labs & Federally Funded R&D Centers and Technology Accelerators. We have contractual access to over 300 federal cyber technology research programs.

#### Vetting:

CyberCP brings participants in early to evaluate cybersecurity investments in Nuclear, Energy, and other Critical Infrastructure Services.

Our industry partners range from boutique intelligence community contractors to market leading organizations.

#### Managing:

CyberCP is a cadre of senior executives that bring expertise in all C-levels of investment management and operational maturity.

When we partner on our deals, our compensation is in the form of equity and management fees. When we partner on your deals, we charge management consulting fees.



# OPS-Edge

Venture Capital: Seed

## Technology License from National Laboratory

Operational Technology OPS-Edge is a software tool that allows enhanced collaboration between Operational Technology (OT) Operators and IT/Cyber Personnel to improve cybersecurity response times in operational technology environments.

### ! Business Problem

When an attack occurs in the OT network (Energy, Nuclear, Water, Chemicals, etc.), it can remain unresolved, posing a continuous threat to millions of dollars of equipment damages, threat to service delivery, and potentially human lives. One major cause is communication barriers between control room operators and cybersecurity professionals.

### 🕒 Development History

- **2015** R&D Start
- **2018** Successful Proof-of-Concept Usability testing with OT Operators in California and Cyber/IT in Colorado using simulated attacks
- **2020** Market Intelligence/Technology Showcase
- **2021** CyberCP, Strategic Partner, and Lab won TCF Funding Award
- **2022** NewCo Launch

### 🗣️ Market Overview

The Ops-Edge technology has initial market applicability to Electric and Water Utilities. It then will be applied to the Oil and Gas industries and Chemical Processing companies. The field of use potential is for any complex industrial command and control processes with cyber physical interactions that require security.

OPS-Edge tool can also be used to provide reporting functionality for liaising with Federal and State regulators, in response to a new requirement introduced in President Biden's May 2021 Cybersecurity Executive Order.

- **Market Validation:** Dominion Power, Western Area Power Administration, Ernst & Young, and Cyber Capital Partners

### 💰 Funding History

\$2,000,000 in Dept of Energy R&D

\$1,000,000 (\$500,000 TCF Funding, \$500,000 CyberCP and Partner)

### 📄 Syndication Ask

🎯 **Raise:** \$2,000,000 Seed

#### Use of Funds:

- NewCo Formation
- Technology License
- Minimally Viable Product (MVP)
- Go to Market

Strategic Partner has deep expertise around OT visualization tools, has foundational technology that can be integrated with lab technology, and IP. A provider of Human Integration Software for utility operations, with customer relationships in the Energy sector, including early adopter candidate(s).



# Project Red Hawk

Venture Capital: Pre-Series A

Elite security level end device cybersecurity platform to protect devices (mobile phones, servers, Internet of Things \_IoT), Operational Technology/Supervisory Control and Data Acquisition (OT/SCADA) (Total Addressable Market: \$30B).

## ! Business Problem

All computer systems require protection from zero-day attacks, an ability to separate data and applications of different sensitivity (including multi-level security—MLS), and a resilience to attacks, even when the hardware is in the control of the attacker.

## 🕒 Development History

- **2012** Founder led development for PCTel Inc.
- **2013** Intellectual property acquired from PCTel; company founded
- **2015** Present: Motorola licenses for inclusion in several critical products
- **2019** US Marines license for use of in-theatre devices
- **2020** Motorola/NSA approved for use on classified networks
- **2021** FY23 ACAT IV Program of Record for Navy
- **2022** Motorola Next Generation/NSA approved for use on classified networks; Zebra Technologies licenses for inclusion in full suite of national security products

## 🔍 Market Overview

Red Hawk's initial market application is top US Federal customers to provide commercial solutions for classified use (\$3B mobile security market) and the Critical Infrastructure Markets (\$133B+) with access to Infrastructure Bill funding.

Red Hawk will leverage Zebra Technologies relationship to target Zebra's 20 million users, launching Red Hawk's commercial go-to-market, including the IoT market.

- **Market Validation:** Motorola, Zebra Technologies, USA National Security Agency, United States Marine Corps, Cyber Capital Partners

## 💰 Funding History

\$3,000,000 in Founders Round

\$2,250,000 in Private Investors

## 📄 Syndication Ask

🎯 **Raise:** \$2,000,000 Pre-Series A (@250k minimum)

- **Development for Technology Road Map**
- **Commercial Sales & Marketing**
- **Product Delivery**

Patented techniques have protected against the Kingroot and StageFright zero-day exploits. Adopted by national security market for over 5 years, demonstrating security qualifications. Robust IP has required no security patching since deployment. Red Hawk's unique architecture allows for isolating multiple personas on a single device, enabling multi-level security policies.

Red Hawk's patented IoT security technology is embedded into devices to prevent unauthorized access, block threats both from the network or other interfaces as well from within the device and ensure device integrity and authenticity.



# Project Diamondback

Private Equity: Lower Middle Market

## Recapitalization & Reorganization Capital

Diamondback is a portfolio of Offensive Cybersecurity Operations capabilities and solutions. DoD/IC Customers and industry clients with complex security requirements.

### Investment Highlights

#### Cyber Capital Partners Acquired 12/31/21, Recap 3/31/22

- Portfolio of Offensive Cybersecurity Related Capabilities
- \$5.0m revenue Offensive/Wargaming Professional Services:
  - DoD/IC Offensive R&D
  - Elite Exploitability-Related Services (Wargaming)
  - Federal & Commercial Cyber Workforce Skills Analysis & Training
- Intellectual Property
  - 75+ Mission-Related Cyber Tools and JUPITER Command & Control Platform
  - Cyber Range & Training Environment

### Business Offerings

#### Offensive Cybersecurity Operations/ Exploitability Services

- Self-Managed War Games Planning & Coaching
- Managed War Games
- Sponsored OCO Research & Development
- Skills assessment, training & development and candidate screening & selection
- Defensive Cyber Solution Architecting
- Defensive Cyber IV&V

#### JUPITER Offensive Command & Control:

Offensive cyber command and control platform and a suite of 75+ tools needed for offensive cyber missions and wargaming exercises.

#### MARS Cyber Range & Training Platform:

Virtualized environment platform and a fully developed suite of exercises to test and improve an organization's cybersecurity skills (personnel) and defensive posture (IT/OT environment).

### Post-Transaction Plan

- Restructure into three companies, Diamondback Cyber Attack Services, JUPITER and MARS.
- Accelerate Concierge Services, Incident Response, and Continuity of Operations (Ransomware).
- Capabilities Expansion: Wargaming (Managed/Self-Managed), Device Library Models, ancillary OCO tools
- Customer Expansion: 16 Critical Infrastructure Sectors,
- CyberCP executive to serve as Interim CEO of Diamondback Cyber Attack Services
- Investment in corporate infrastructure and operational maturity.
- Ramp up sales and account management.
- Tuck-in Acquisitions, including additional offensive capabilities

### Deal Sketch

CyberCP SVP (GP/LP) recapitalizes 70%

Management/Seller Equity – 30%

NWC infusion into each of three companies

Earn-out aligned with contribution margin increase, financed through bank debt

Total Current Investment: \$10,500,000



# Project Osprey

Private Equity: Lower Middle Market

## Acquisition and Growth Capital

Osprey is a Managed Service Provider (MSP) to financial services market with over 125 clients. Access to Key Customers with complex cybersecurity requirements.

## Investment Highlights

**\$12.5m in 2021 Revenue, \$1.5m+ in pro forma adjusted EBITDA, \$17.0m 2022 p(win) waterfall.**

- LOI Executed, Close 3/31/22
- 125+ financial services clients
- Proprietary Intellectual Property: Continuity of Operations and Risk Management Software
- Cybersecurity Services
- IT Infrastructure and Telecommunication Networks
- Microsoft Azure/O365 Reseller
- Deep consultative sales, trust relationships with customers
- Management Buy-Out

## Business Offerings

**Disaster Recovery & Cybersecurity:** Business Continuity Planning, Disaster Recovery Services, IT Security Compliance Consulting, IT Security Architecture and Strategic Planning, CISO as a Service, Security Incident Event Management (SIEM), Managed Patching, and Anti-Virus Management.

**Managed Service Provider:** Hosted Solutions (Azure, Private Cloud), Telecom, Office 365, Migration Service, and More.

## Post-Transaction Plan

- Split Business Units into Two Companies.
- Accelerate Concierge Services, Incident Response, and Continuity of Operations (Ransomware).
- MSP: gross profit improvement through solution outsourcing.
- Investment in corporate infrastructure and operational maturity.
- Ramp up sales and account management.
- Tuck-in Acquisitions, including additional markets.

## Deal Sketch

CyberCP SVP (GP/LP) purchases 75%

Management Rollover Equity - 25%

Earn-out aligned with pipeline capture

Leverage with Acquisition Debt

Additional Growth Investment:  
\$2,000,000



# Project Titan

Private Equity: Lower Middle Market

## Acquisition and Growth Capital

Titan is a US Defense and Intelligence Community contractor with approximately 40 cleared personnel specializing in mission focused data sciences, security, and training. Access to Key Contracts and Programs.

## Investment Highlights

**\$10.6m in 2021 Revenue, \$1.4m in pro forma adjusted EBITDA, \$18.0m 2022 p(win) waterfall.**

- Broad deal terms agreed upon, Close 4/30/22
- Mission-focused Big Data Science, Engineering, and Discovery Capabilities
- ICMP-approved Big Data Analytics, Search, and Visualization Product Deployed with USGC Customer
- Access to Key Contracts and Programs in Support of Major Intelligence Community Agencies
- Proven Ability to Attract TS/SCI-Cleared Technical Data Scientists to Grow the Business
- History of Achieving Growth with Virginia IC Customer and Scaling Reach with other IC Agencies
- Proprietary Intellectual Property: Hyper Data Extraction & Visualization Toolkit

## Business Offerings

Cybersecurity, Data Science, and Cloud-based Analytics solutions to US Department of Defense and Intelligence Community. Differentiated and highly sought intelligence solutions, including artificial intelligence, machine learning, cyber threat analytics, and embedded software development. Data sciences include Engineering, Data Clouds, Security, Visualizations, and Search and Discovery.

## Post-Transaction Plan

- Lead Executive becomes Key Member of CyberCP Cyber ProServ Platform.
- CyberCP brings sponsored R&D pipeline.
- Investment in corporate infrastructure and operational maturity.
- Ramp up bid and proposal activities to win large full and open prime contracts.
- Tuck-in Acquisitions, including Offensive Cyber capabilities.

## Deal Sketch

CyberCP SVP (GP/LP) purchases 80%

Seller Rollover Equity - 20%

Leverage with Acquisition Debt

Earn-out aligned with pipeline capture

Additional Growth Investment:  
\$1,000,000



# DEAL FUNNEL

## Venture Capital (\$2m-\$5m)

**Zero Trust Plus** Complete Zero Trust solution that hides and replaces attack surface through port obfuscation, IPv6 hopping, and AI driven "honeypot" to deceive attackers for long durations. Early test and evaluation shows high levels of efficacy.

**Exploitability Mapping** Think Google Maps for vulnerabilities and exploitability pathways. Risk management and offensive capabilities. Experienced executive team.

## Venture Capital: Seed and Lab Technology Licenses (\$2m)

**MASTERRI** Industrial Control Software that accurately calculates device dependency and the resulting expected Return on Resiliency Investment. Two Large Utility Partners.

**WiFIRE** Unknown wireless signal detection for physical/cyber/signal/drone security. Team of strategic partners.

**OpDefender** Network Control and Monitoring System for Industrial Control Systems. Large OEM partner.

## Private Equity: Lower Middle Market

**Wheelhouse** \$2m+ Nuclear and Electric Power cybersecurity contractor with over 15 clients. Physical/Cyber Systems Implementation, CISO as a Service, other security services. (Intellectual Property) – Cyber Access Control (Bundled Product).

**Falcon** \$2m ('22) Cybersecurity Training Bootcamp through Universities.

**Scorpion** \$12.5m Revenue Government/Energy Cyber Professional Services.

**Aardvark** \$22m+ Missile Defense Agency Cyber Professional Services.

