IPERLANE

Scaling trust for the mobile world

Introduction

IperLane uses behavioral fingerprinting to provide mobile access control and authentication.

Our Vision of the Future

Identity = smartphone + behavioral fingerprint

Realizing the Vision

Phase 1: Companies sign up for internal enterprise access control solution

Phase 2: Companies sign up for behavioral-based 2FA

Phase 3: Eradicate passwords and replace them with behavioral fingerprinting

Phase 4: Network effects in helping companies inform their mobile strategy, centered around their users

Why Now?

▶ All major industries with security needs are being disrupted (healthcare, finance, IoT) and are mobile-first

▶ Mobile devices are more secure than desktops, yet not impenetrable and still don't solve the "human" problem

▶ Incumbents designed their solutions too early, without a clear use-case for their customers – now they are all inflexible and look the same as a result

▶ Companies are already using mobile devices to have stronger guarantees about identity (eg: 2FA)
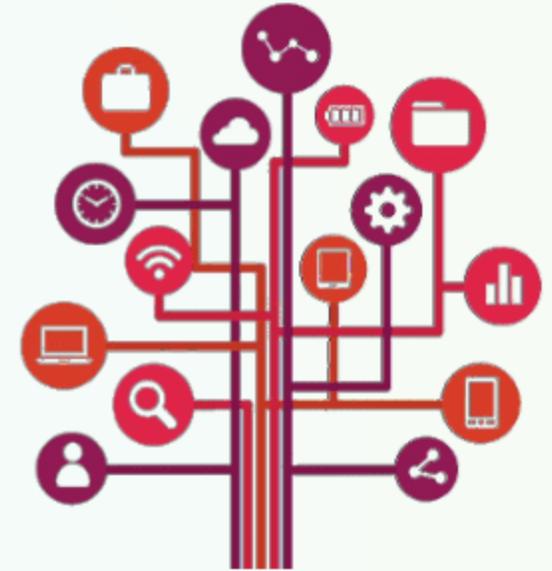
Why Start with Enterprise Access Control?

Enterprise strategy must go mobile

Users are the new enterprise perimeter

Collect data for behavioral fingerprints

Value Proposition

▶ Nimble and painless to integrate; practically non-existent integration costs

▶ Stronger 2FA, without the annoyance

▶ Unique analytics/logging capabilities that easily be integrated with Splunk-like systems

▶ "Remote attestation" via our subject matter expertise

▶ Longer term: no need to use passwords anymore

Broad Financial Opportunity – Today

Growth of enterprise mobility will drive IAM & mobile device security

- ▶ 26.8 million employees in the Fortune 500 x 1 device per user x $4 per device per month = $1.3 billion ARR

- ▶ ~50 million employees in the F1000 = $2.6 billion ARR

Over $60bn opportunity by 2020

$61bn

$36bn

$14bn

6-Year CAGR: 28%

IAM

Mobile Device Security

2014   2018   2020
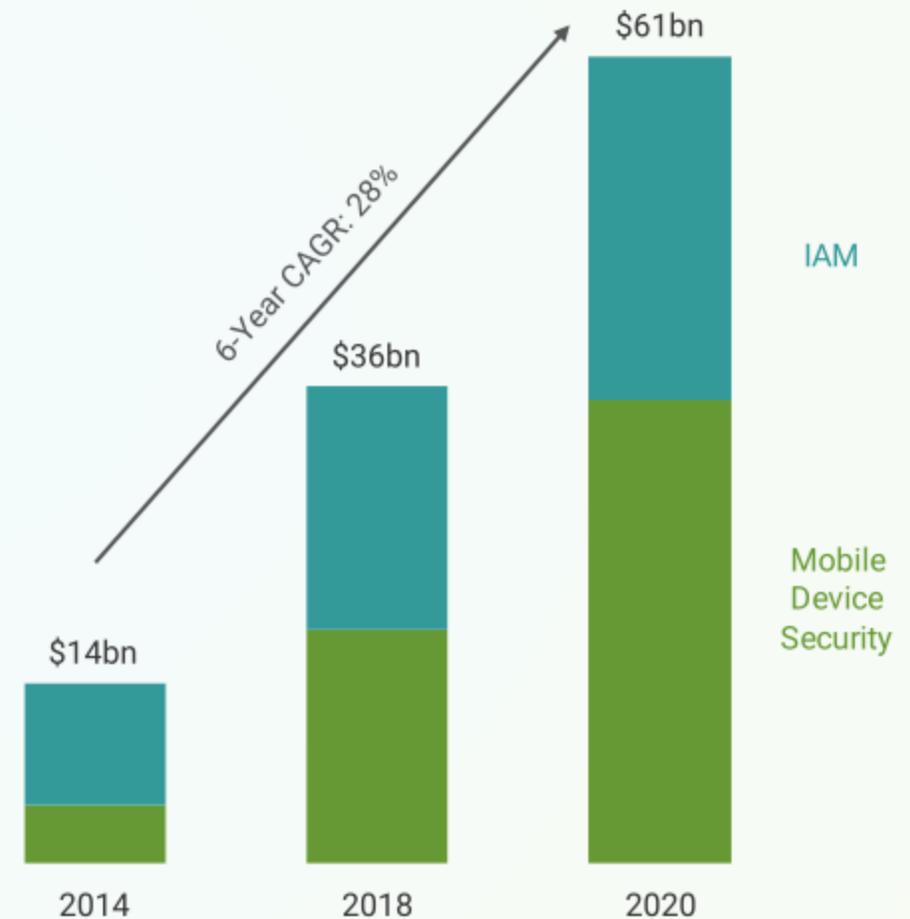
Sources: 451 Research, Allied Market Research, Forbes, Fortune, Markets & Markets

Broad Financial Opportunity – Tomorrow

Reducing friction in consumers' mobile experience adds value to customers' top line

▶ Just implementing better and less invasive anti-fraud today results in ~1% increase in revenue x $330 billion in mobile e-commerce sales = +$33 billion value-add

▶ Significant opportunity to reduce customer support costs as well as increase user trust and conversion rate for customers via password removal

Business Model

SaaS subscription model with tiered pricing aligned to scale and complexity of needs of our customers

▶ Enterprise access control in single digit $ range per device per month; flat pricing tiers weight number of devices and value-added offerings (user engagement intelligence, etc.)

▶ External behavioral auth in sub-$1 range per user per month; flat pricing tiers primarily weight number of users but also integrations with other factors (e.g. voice recognition)

Our Market Landscape

IperLane singularly unifies IAM with mobile security needs

Our Solution

Behavior-based mobile access management platform

Sensor Intelligence

GEOLOCATION

ACCELEROMETER

KEYBOARD

CONTENT METADATA

Internal

Mobile Access
Management

External

Cross-Channel
Authentication

Easily integrated plugin – no coding or SDKs required

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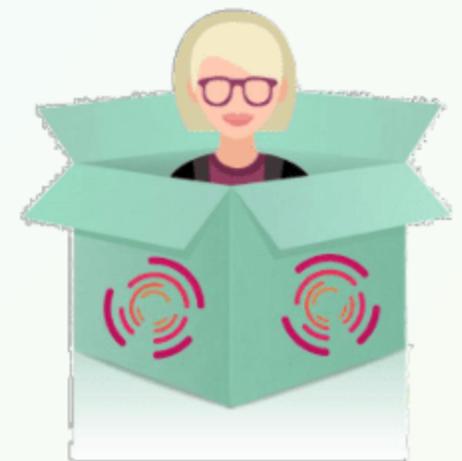
Product Offerings

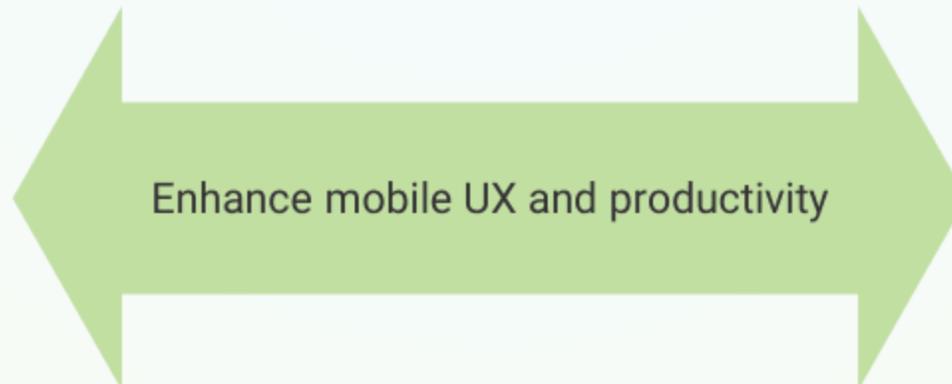## IperCron: Enterprise Access

Mobile access management via behavioral-based control lists

- Easy granular access control

- Agile rule creation based on behavior-based characteristics

- No interruption to employee workflow

- Lightweight & no-cost integration

IperGate: Consumer Access

Cross-channel user authentication via behavioral fingerprinting
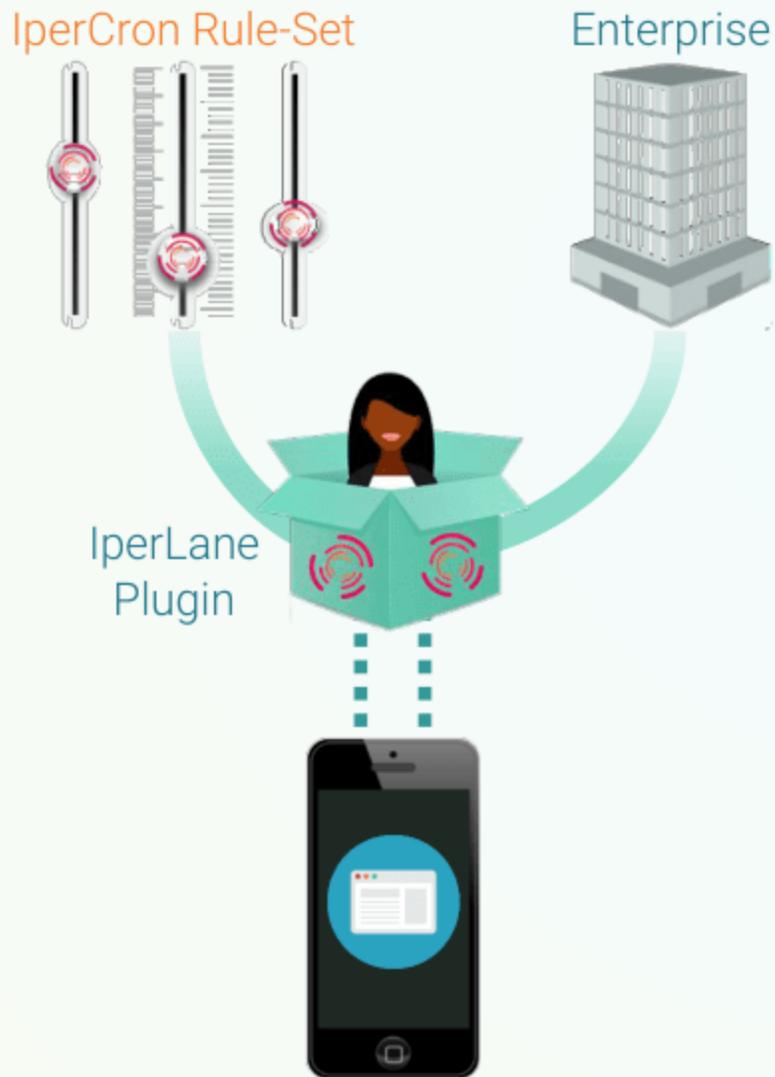
- Invisible authentication for users

- Outsourced backend management

- Data-rich insights of access activity

- Correlate multiple personas within apps using device as identity token
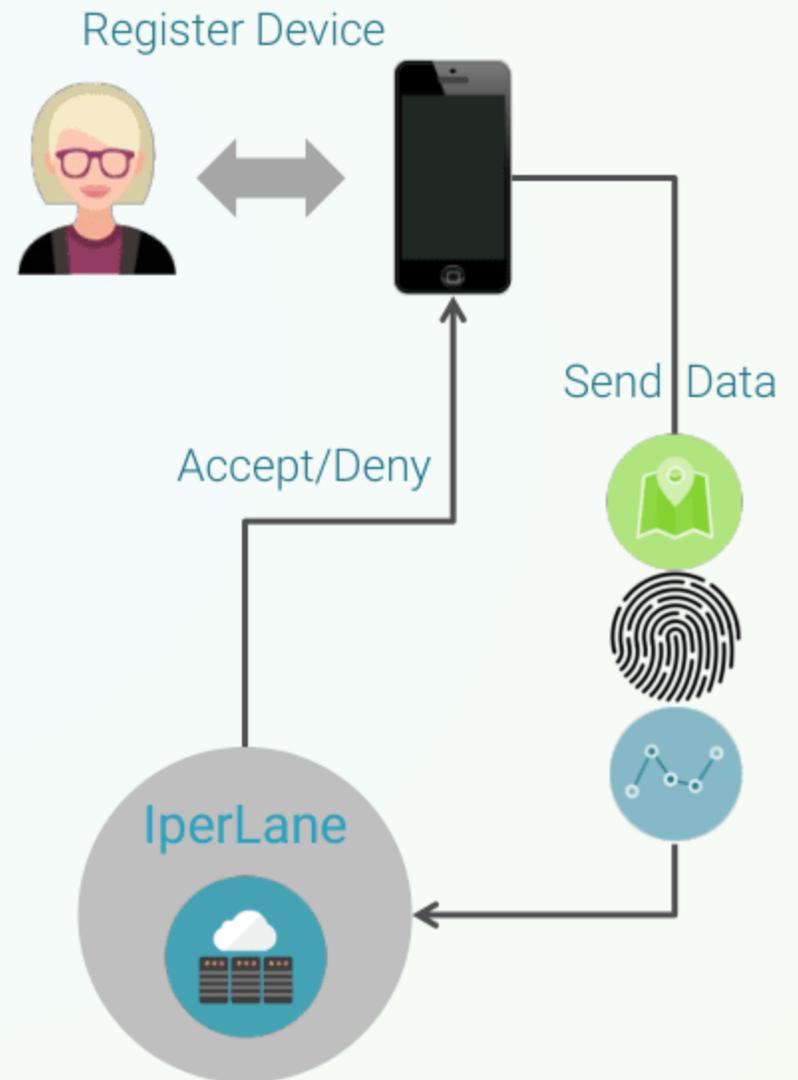
Enhance mobile UX and productivity

Product Mechanics

IperCron Rule-Set

Enterprise

IperLane Plugin

Register Device

Send Data

Accept/Deny

IperLane

Who We Are

Our team has extensive experience, technical understanding and a sizable professional network in information security

▶ Experience in offensive security research grants unique insights into the system internals and attack surface of mobile devices

Vincenzo Iozzo

- iOS Hacker's Handbook co-author
- Black Hat Conference Review Board member
- Recipient of DARPA Cyber Fast Track grant

Kelly Shortridge

- Co-lead of data security & analytics coverage at Teneo Capital
- NYU Poly Cyber Symposium advisory board member

Giovanni Gola

- Member of Google's Project Vault implementation team
- Awarded DARPA Cyber Fast Track grant
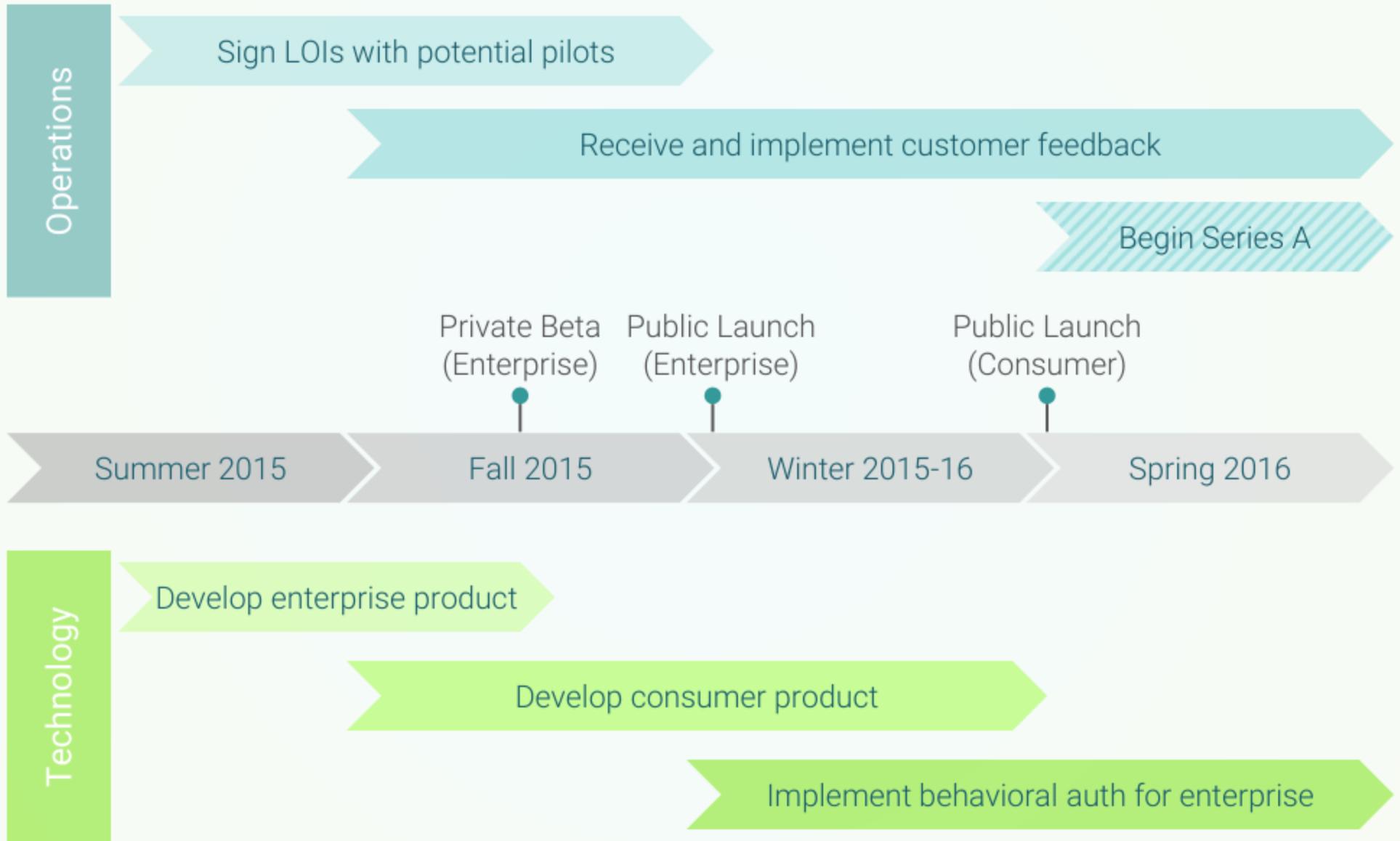- Speaker at infosec conferences globally

Joi Ito

- Director, MIT Media Lab
- Board member of NY Times & Sony
- Chairman, PureTech
- Early investor in Flickr, Last.fm & Twitter

The Next 12 - 15 Months

Operations

Sign LOIs with potential pilots

Receive and implement customer feedback

Begin Series A

| Summer 2015 | Fall 2015 | Winter 2015-16 | Spring 2016 |

Private Beta (Enterprise) — Fall 2015

Public Launch (Enterprise) — Winter 2015-16

Public Launch (Consumer) — Spring 2016

Technology

Develop enterprise product

Develop consumer product

Implement behavioral auth for enterprise

Capital Raise

We are raising a $2mm seed convertible note, which will take us through enterprise pilots and launch of the consumer solution

▶ To date, DG Incubation has invested into the note, along with angels Charlie Songhurst, Jun Makihara & Sean Masaki Flynn

Goal	▪ Release enterprise solution in Fall 2015 for pilot customers in targeted market segments ▪ Begin consumer solution public beta to further testing
Key Hires	▪ VP of Engineering (Hired May 4, 2015) ▪ Data Scientist / Chief Scientific Officer ▪ Back-end Developer
Initial Partnerships	▪ Potential pilots with large financial services, e-commerce and retail enterprises ▪ Partnerships with mobile app dev & enterprise app providers