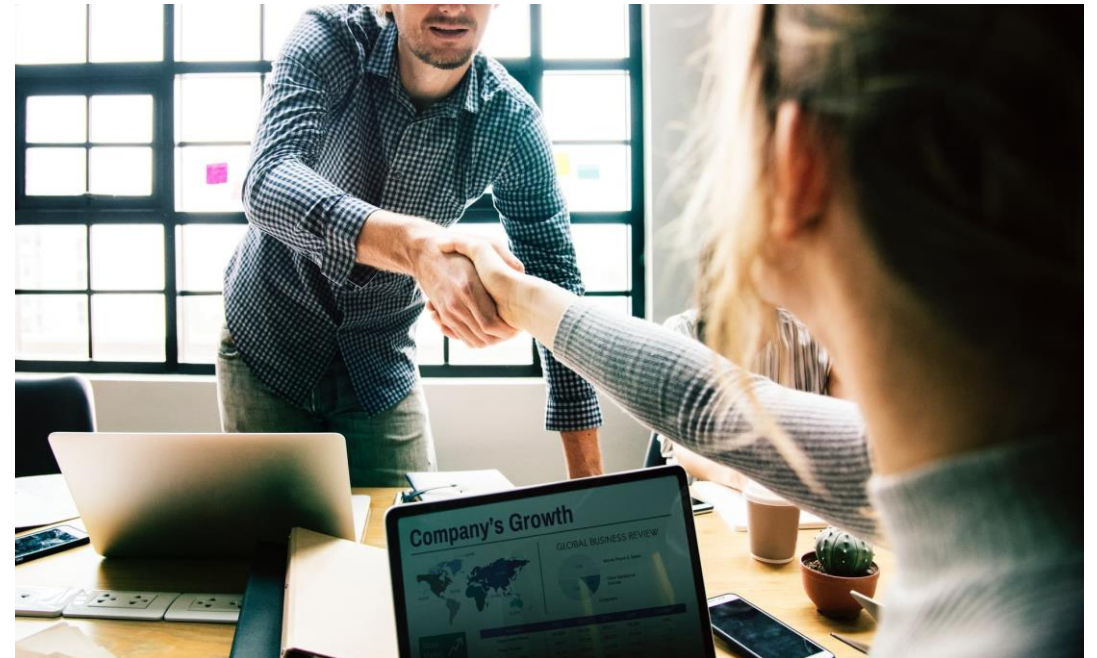


Endpoint Configuration Security

Corporate Overview
6/4/2020



Company Time Line



2018
June

gytpol 
eyes on policy
Established



2018
October

1st Beta
Customer



2019
February

Product Launch
(Israel only)
First Customer
acquired



2019
November

Reached 50
Customers &
500K Licenses
sold



2020
January

Scale-up
International
sales

Executive Team

- **Tal Kollender** – CEO and Co-Founder. Professional hacker. Cyber security expert in Israeli Army and later for *Dell EMC*
- **Gilad Raz** – CTO and Co-Founder. One of the first employees of *Checkpoint*, pioneered the first Anti-Virus and Firewall solution. Later Co-Founded *Digital Fuel* which was acquired by *VMWare*
- **Yakov Kogan** – SVP R&D and Co-Founder. IT Management Systems expert. Co-Founded *Digital Fuel* which was acquired by *VMWare*
- **Matthew Album** – Vice President. Cyber security leader in PayTV Conditional Access. *Accenture* consultant and held management positions in *Cisco* and *NDS Ltd.*

Endpoint Security Insights

70%

Successful Breaches originate on the Endpoint

\$1.67M

Average cost of a cyberattack to an organization

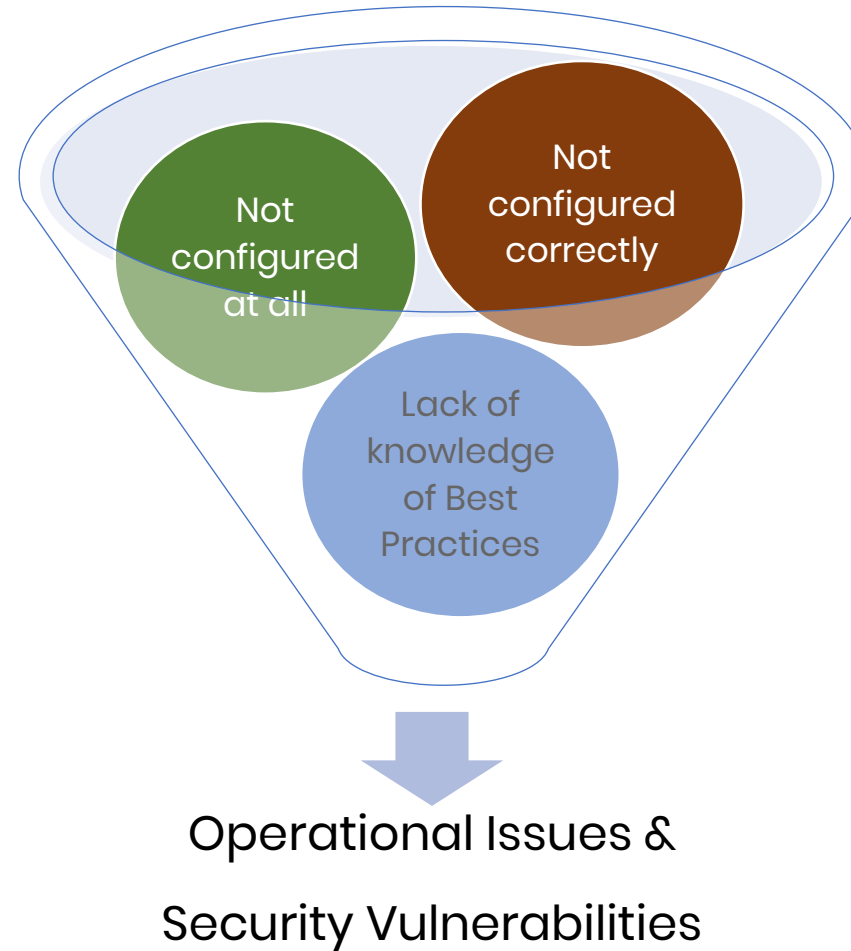
84%

Organizations feel exposed due to lack of visibility of remote endpoints

90%

Misconfigurations found by **gytpol Validator** on Endpoints (on average)

What is Misconfiguration?

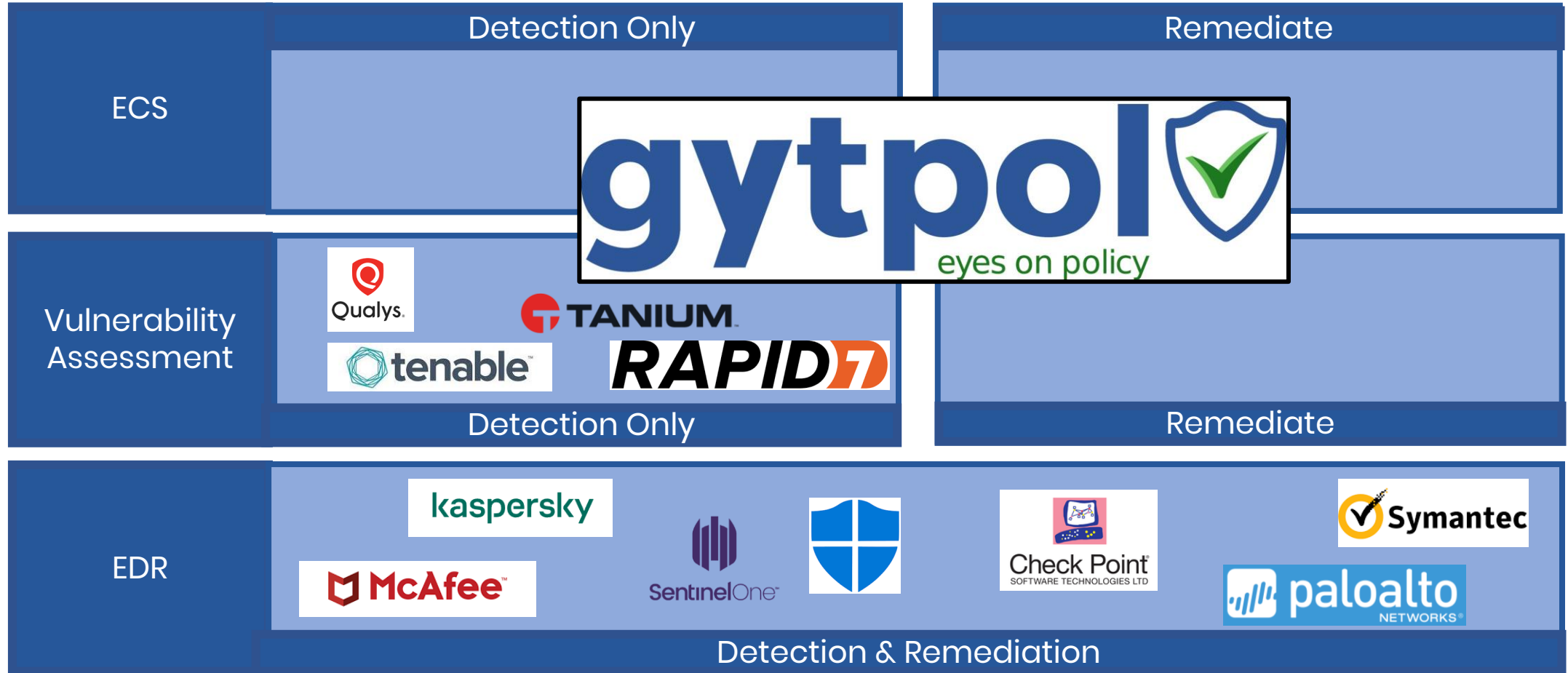


Early Detection before
a **security breach**
saves organizations
time and money

Endpoint Configuration Security (ECS)

- Finds **security vulnerabilities** in endpoints overlooked by other tools such as EDR, Vulnerability Assessment (VA) and Penetration Testing
- Customers use **ECS** in addition to other security tools.
- Provides a more **comprehensive security**

Endpoint Security Components



gytpol Validator

- **First and Leading** ECS Solution.
- **Includes 6 Key Modules**
 1. Endpoint Threat Analysis
 2. Policy Validation
 3. Remote Workforce Analysis
 4. Compliance & Audit
 5. Endpoint Performance Optimization
 6. Remediation



gytpol Validator Key Features



**Endpoint Threat
Analysis**



Policy Validation



**Remote Workforce
Analysis**



**Compliance and
Audit**



**Endpoint
Performance
Optimization**



Remediation



gytpol Validator Key Features



Endpoint Threat & Analysis

Discovers critical configuration vulnerabilities in endpoints. Identifies unprotected credentials & clear text passwords. Alerts local admins, unauthorized open ports, inactive anti-virus in endpoints and much more

gytpol Validator Key Features



Policy Validation

Prove Security Policies are applied and work correctly on the Endpoints & Users.

Identifies Active Directory threats. Intune & Group Policy discrepancies & vulnerabilities.

Verifies OS Security Updates

gytpol Validator Key Features



Remote Workforce Analysis

Maintain visibility on employees working from home even if they are not connected to the network by VPN.

gytpol Validator Key Features



Compliance and Audit

Near real-time validation of compliance, supporting GDPR, ISO 27001, NIST, CIS, SOX, PCI DSS, HIPAA. Create and customize your own internal audit rules for validation

gytpol Validator Key Features



Endpoint Performance Optimization

Improves Start-up and Login times.
Correlates delays with hardware types

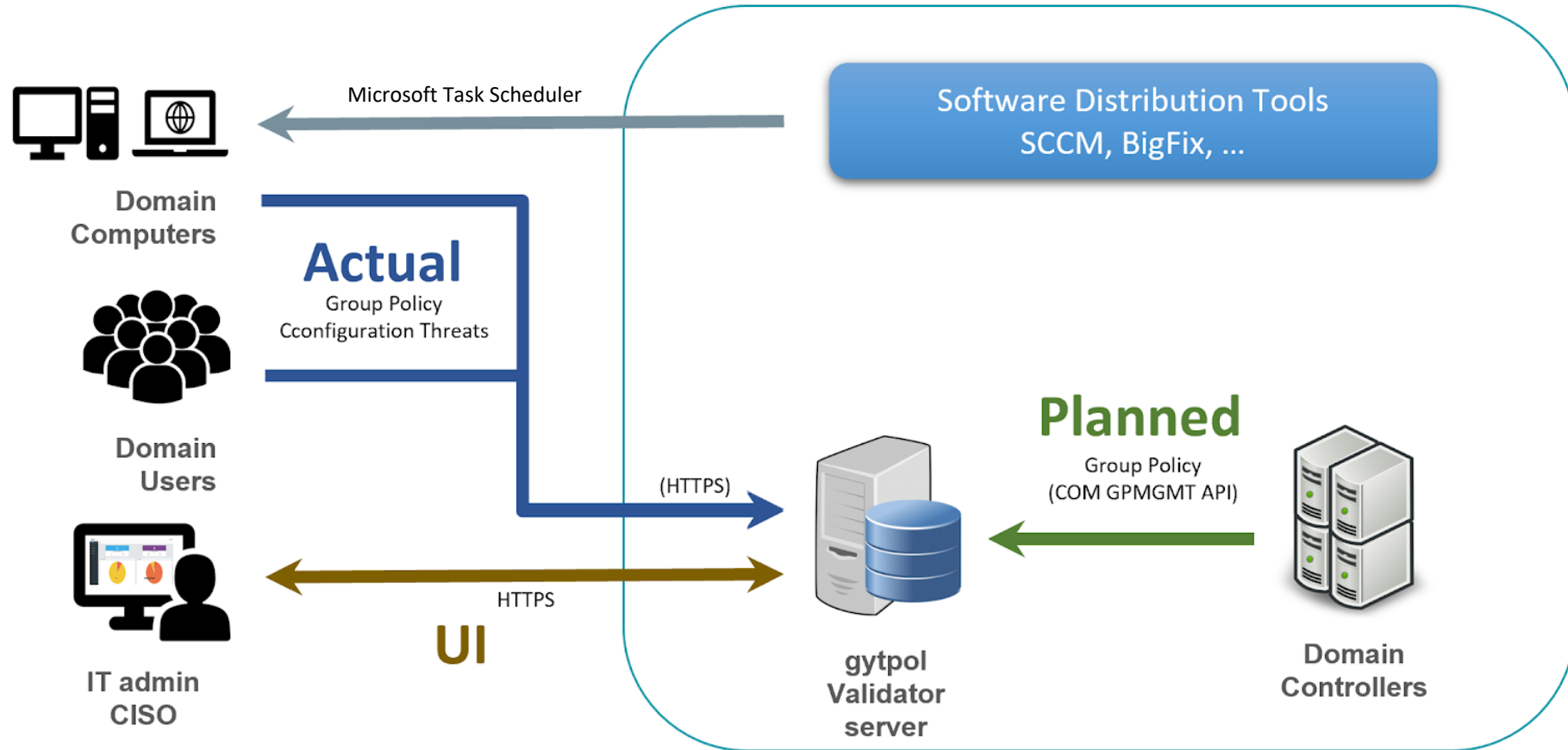
gytpol Validator Key Features



Remediation

Remediation actions allowing issues to be fixed quickly and accurately without risk. Trusted knowledge you can rely on.

gytpol Validator – How Does It Work?



Integration with SIEM



- ✓ Group Policy Discrepancies
- ✓ Host Threats
- ✓ Unpatched Hosts
- ✓ Root Cause for Long Login

IBM QRadar

splunk>

LogRhythm™

ArcSight

And others...

Validator Remote Workforce Module

**84% OF ORGANIZATIONS FEEL EXPOSED
DUE TO LACK OF VISIBILITY OF REMOTE ENDPOINTS**

How hackers exploit remote endpoints

- WiFi with weak encryption or fully open
- OS and Policies are not updated or un-patched
- VPN reliability. Encryption fails 40% of the time
- Anti-malware is either deactivated or missing 28% of the time
- Use of home devices to access corporate resources
- Use of unauthorized apps installed on corporate endpoints



Validator Remote Workforce Module

- Provides **visibility** of Remote Workforce endpoints to IT & SecOps allowing issues & vulnerability to be quickly identified and remediated
- E2E Encryption for Endpoints that are **not connected to the network** through our public cloud SaaS

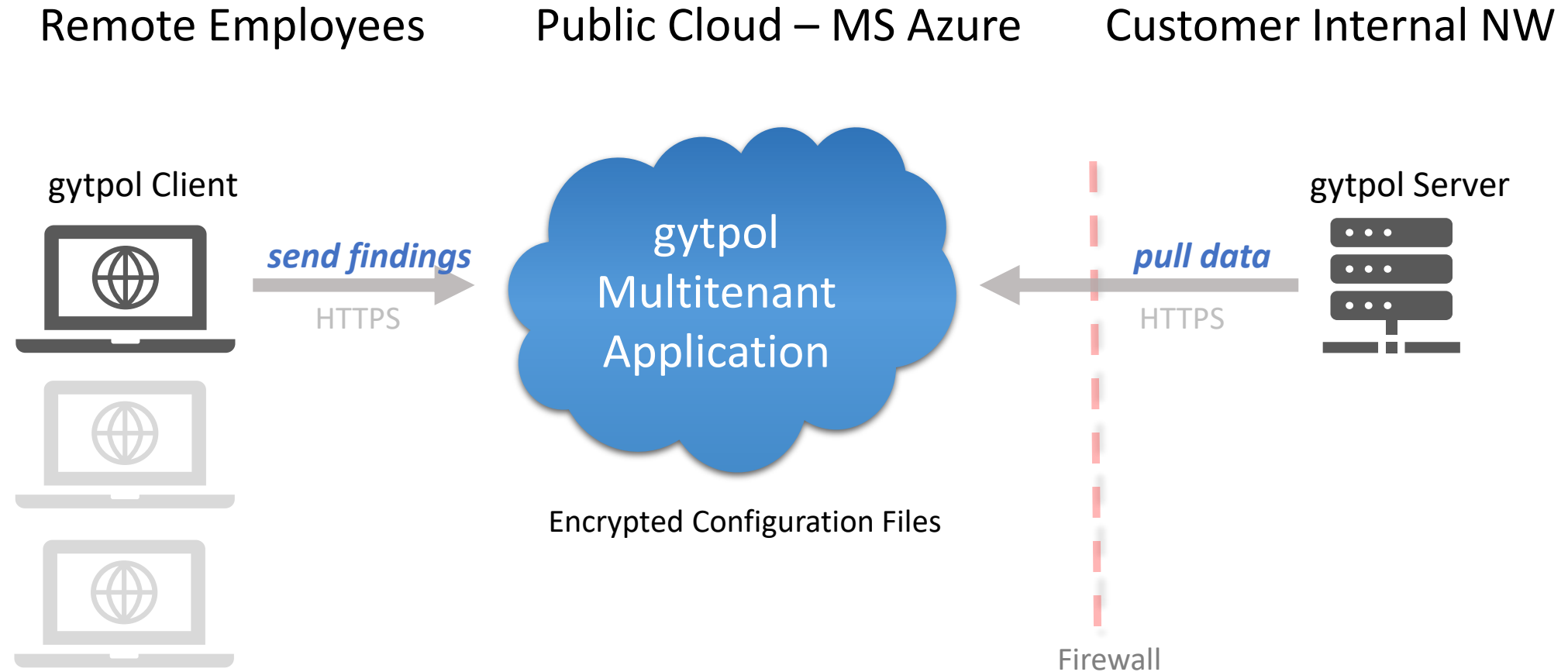


Validator Remote Workforce Module

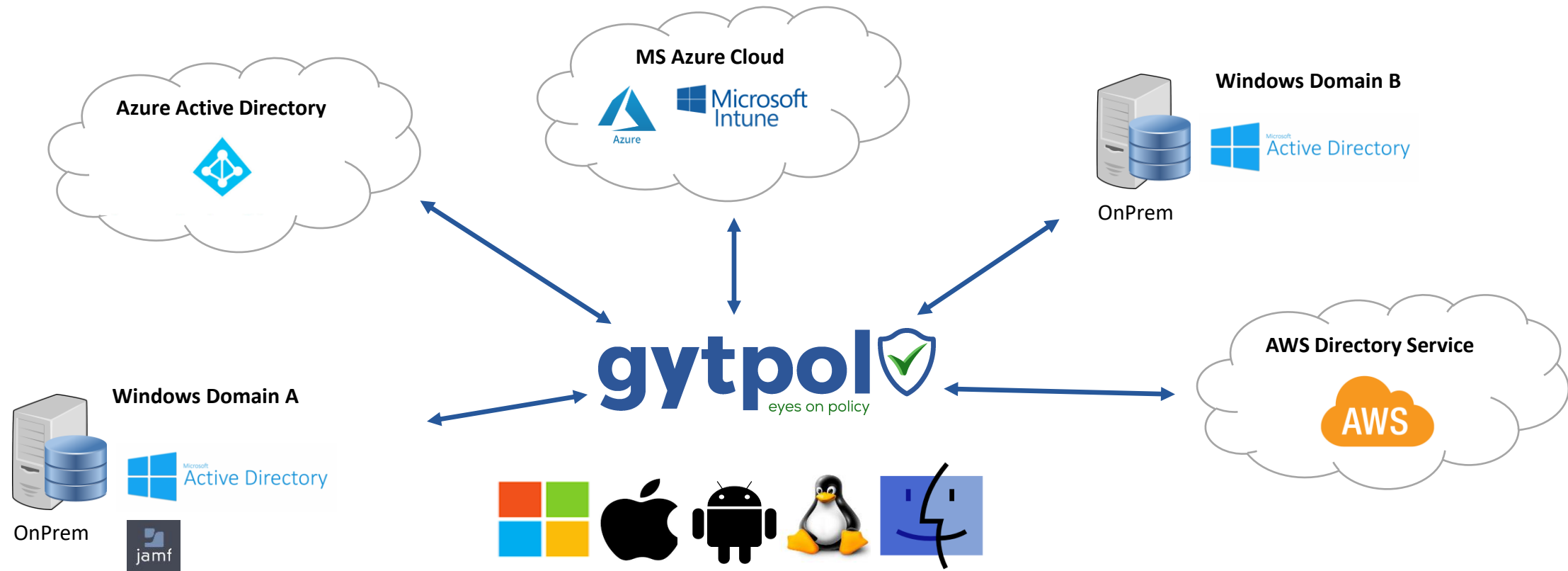
Analysis Includes:

- **WiFi connection.** Alerts if a weak encryption type or weak password is being used
- **Remote Desktop.** Reports if the RDS is active. Unless required RDS should be left inactive due to Microsoft vulnerability
- Last time the **OS and Policy** were updated on the endpoint
- **Services.** Check essential services are active on the endpoint for continued security
- **Geolocation** of Endpoint based on real IP Address
- **Bitlocker.** Alerts if the hard disk volumes are not encrypted. An encrypted hard disk helps prevent malware attacks and if the endpoint is stolen.
- **Proxy Redirects.** Checks any proxy redirects to another gateway belong to the organization.
- **Firewall.** Checks that endpoint firewall rules are active even when not connected to the organization network

Remote Employees E2E Encryption Architecture



Unified Endpoint Policy across the whole enterprise



Multi Platform: Domain & Non-Domain

Validator Major Roadmap Features



**0-3
months**

- Remote workforce module
- Multi-language
- Executive Reporting export
- Sorting
- MS In-Tune & Azure



**3-6
months**

- Compliance
- Advanced Policy Analysis



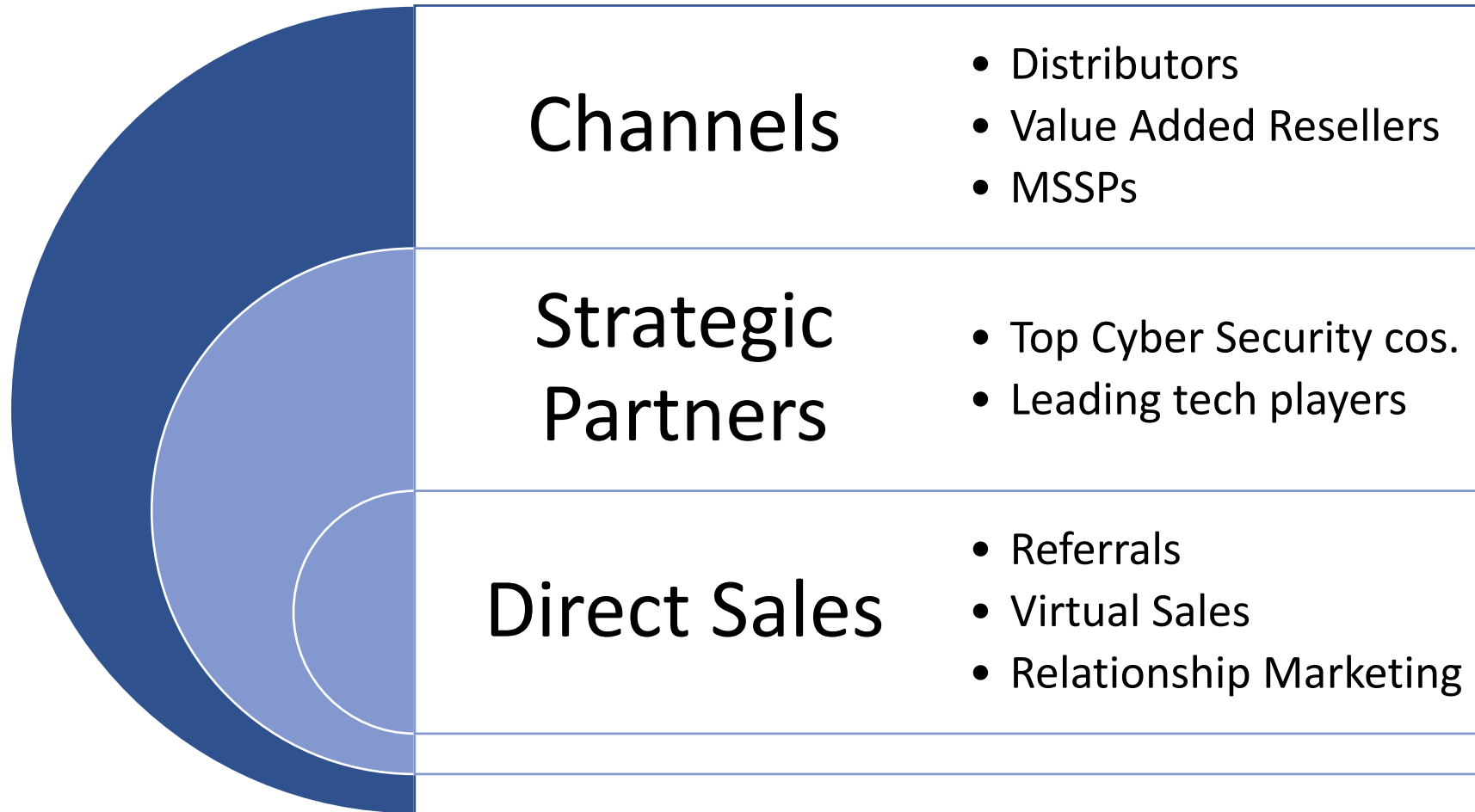
**6-12
months**

- MacOS
- Linux
- Multiple Domains

Value Proposition to End Customers

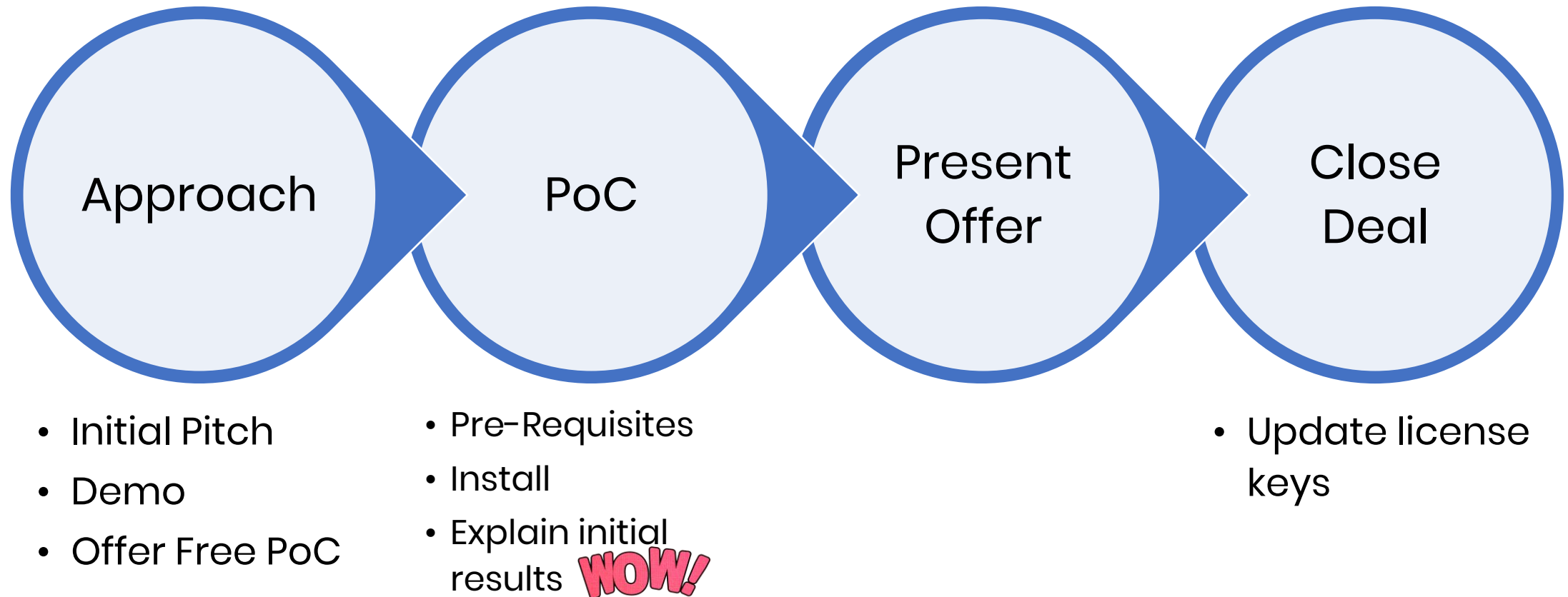
- **Only ECS solution** in the market which accurately proves security policies defined are correctly applied on the Endpoints in an enterprise.
- Addressing a **neglected area** of Endpoint security.
- **Fast** Installation and initial detection (1 hours maximum)
- **Reduces time and cost** for compliance and audit certification
- **Improved productivity** by reducing endpoint startup and user login times

Go To Market Strategy



Sales Process

Offering customers a free PoC, has a **90+% success rate of converting into a sale**






























Value Proposition to Channel Partners

- **Unique Product.** Does not overlap with other cybersecurity vendors you are representing
- **Upsell Catalyst.** Our analytical results have helped our partners to upsell additional products and services to their existing customer base.
- **Bundle** with other cybersecurity tools for new customers or opportunities
- **Non-Complex Product.** Easy to install and support. Minimal training required

Partner Program

- Pricing is an annual subscription license per user
- Partner can set the end customer price so long as it is not below the gytpol pricing guidance
- gytpol end customer pricing guidance includes discounts based on the volume and duration of licenses ordered
- Partner transacts with gytpol using a discount model. The discount starts at 35% and increases to 50% based on volumes.


Services	Consumer	Public Sector	Financial	High Tech
<p>Mishcon de Reya</p>  <p>ELVALAL</p>	<p>sodastream®</p> <p>DIPLOMAT</p>	 <p>TECHNION Israel Institute of Technology</p>  <p>gov.il</p> <p>Population and Immigration Authority</p>  <p>MINISTRY OF DEFENCE</p>  <p>TEL AVIV Municipality</p>  <p>THE OPEN UNIVERSITY OF ISRAEL</p>	 <p>UNION BANK</p>  <p>Bank Yahav</p>  <p>CLAL INSURANCE</p>  <p>HAREL Insurance & Finance</p>  <p>MERCANTILE 100 YEARS OF GROWTH</p>  <p>SHOMERA INSURANCE COMPANY LTD.</p>  <p>MIGDAL CAPITAL MARKETS</p>  <p>AYALON INSURANCE COMPANY LTD.</p>	 <p>Mellanox TECHNOLOGIES</p>  <p>NVIDIA company</p>  <p>Click salesforce Actual Intelligence. At Work. company</p>  <p>CYBERARK®</p>  <p>Playtika</p>  <p>matrix</p>
Manufacturing	Healthcare			
 <p>IAI ISRAEL AEROSPACE INDUSTRIES</p>  <p>ADAMA</p>  <p>ASHTROM Group EXCELLENCE IN CONSTRUCTION</p>  <p>CHEMOVIL כימוביל</p>	 <p>Bnai Zion Medical Center</p>  <p>HOSPITAL ASSUTA RAISING HEALTH STANDARDS</p>  <p>HERZLIYA MEDICAL CENTER</p>			

Trusted on over 500,000 Endpoints



Case Study

Mishcon de Reya

gytpol 
eyes on policy

**Security Validation Takes
Endpoint Protection to
Another Level**

CASE STUDY

"Protecting our firm and assets against 5th generation cyber attacks is only possible by including Gytpol in our cyber security architecture - with full protection mode and with complete endpoint compliance."

Ned Stovanovski,
Head of IT Operations & Security,
Mishcon de Reya LLP

**CATEGORY:
CYBER-SECURITY**

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