PRESENTERS

Thomas Ireland
CO-Founder CEO

Kerry Ireland
CO-Founder
President

Doug Lubahn
VP Customer
Success

Nolan Rinck
Senior Sales
Engineer

Today's Agenda

🤝	11:00-11:05	Host Introductions
📊	11:05-11:10	CyberIntel Solutions
🔐	11:10-11:40	Blackfog ADX Presentation
🎈	11:40-11:45	Q&A

FEATURING

BLACKFOG™

Douglas Lubahn
VP Customer Success at Blackfog

As VP of Customer Success, Doug oversees the customer journey, ensuring clients achieve success with BlackFog's solutions. Leveraging over 10 years at Absolute Software and tenured background in law enforcement and cybersecurity leadership. Doug is a strategic partner for our customers and partners and actively supports cybersecurity initiatives across the US and Canada.

Nolan Rinck
Senior Sales Engineer at BlackFog

With over two years at BlackFog, Nolan plays a pivotal role in both the sales and onboarding processes. As Senior Sales Engineer, he brings his technical expertise and problem-solving skills to various aspects of the business, ensuring smooth customer transitions and supporting key initiatives across the company.

OUR HOSTS

Thomas Ireland
Co-Founder CEO

Thomas Ireland is the Co-Founder and Chief Executive Officer of CyberIntel Solutions. He has a long track record of almost 10 years in sales leadership/operations, private wealth management, and global digital advertising for companies with seed-round funding to organizations with valuations of over $9 billion. Thomas has held pivotal roles at both private and publicly traded software companies across the United States. His expertise has helped build out standardized processes, adopted organization-wide, that enhanced operational efficiencies across the business enterprise. Thomas' entire career has revolved around servicing clients and partners above all else. His commitment to a customer-first approach aligns with CyberIntel Solutions' strategic vision of both servicing and innovating the Cybersecurity space.

Kerry Ireland
Co-Founder President

Kerry Ireland is the Co-Founder and President of CyberIntel Solutions. Kerry Ireland is an accomplished Systems Engineer and entrepreneur with over 40 years of experience in developing Real-Time Oceanographic Data Acquisition Systems, DoD Sonar Engineering Systems and Solutions, Software Development Technologies, Satellite Imaging Systems, Signals Intelligence, and Cybersecurity Operations for US Government and its Partners. He holds a BS in Oceanographic Engineering from the Florida Institute of Technology and an MS in Mechanical Engineering from the Catholic University of America. Kerry is the president and owner of Integrity Technology Consultants, Inc., a SWOB business focusing on technology development, systems engineering, acquisition program management, intelligence analysis/operations support, cybersecurity, and technology development in support of DoD, Intelligence Community, and State and Local Law Enforcement. Kerry's expertise in systems engineering and project integration has led to the delivery of several key technology programs in support of National Security Capstone requirements.

Our Expertise

The 5 Functions of the NIST Cybersecurity Framework

GOVERNANCE, RISK AND COMPLIANCE

CyberIntel Solutions, LLC, is a Cybersecurity solutions consultancy that delivers engineering solutions and a portfolio of Cybersecurity products addressing the Cybersecurity Framework, related policy adherence, architecture and point solutions required to defend Public and Private sector clients from Cyber-attacks. CIS works with Government Agencies as well as private sector Fortune 100 companies to identify gaps in cyber security compliance policies, manage and protect their assets- intellectual or physical properties, and defend against all known and prepare against emerging cyber vulnerabilities.

MANAGEMENT CONSULTING

The company's executives bring over 75+ years in the Intel Community, DoD, and Support to Military Operations, as well as their continuous engagement with private industry bringing state-of-the-art solutions in enterprise and global-scale computer, storage, networking, analytics, and real-time operations capabilities.

SYSTEMS ENGINEERING

CyberIntel Solutions will bring integrated Cybersecurity, Data, and Systems engineering discipline to deliver integrated services, and specifically – CyberIntel Solutions-as-a-Service (CISaaS) to provide personalized services to each client, with a dedicated team of professionals.

TRAINING

We provide the expertise and training necessary to ensure compliance with a variety of regulations, policies and directives governing the acquisition, development and deployment of information systems throughout the enterprise such as GDPR, FEDRAMP, DoD 500x, FISMA, FITARA, NIST SP 800-53, PMBOK, CMMi, COBIT, ITIL and ISO/IEC 27002.

![CyberIntel Solutions logo]

Delivering End to End Cybersecurity as a Service

FROM CYBERSECURITY FRAMEWORK DISCOVERY,
CONFIGURATION, ANTI-DATA EXFILTRATION, SOCC
TO MANAGED SERVICES

STEP 4

**Systems Engineering,
Cybersecurity Managed Services
Virtual CISO Services**

STEP 3

Manage, Detect and Respond

CYREBRO

STEP 2

**IoT/OT Discovery
Tool**
Phosphorus

**Misconfiguration
Tool**
GYTPOL

**Anti-Data
Exfiltration**
BLACKFOG

Phishing Training
phishfirewall

STEP 1

**Cybersecurity
Framework and Assessment**

CyberSaint
SECURITY

BLACKFOG™

Unleash the Power
of Anti Data Exfiltration

blackfog.com

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CyberIntel solutions

cyberintelsolutions.com

Ransomware dominated in 2023

- 632 publicly reported attacks worldwide
- 68% increase over 2022 figures

Globally:

USA 56%

UK 8%

Rest of the World 36%

- Data Exfiltration increased to both China (29%) and Russia (9%)
- Hackers moved away from encryption in favor of exfiltration and extortion

Data Exfiltration Surge in 2023

- In 2023, one of the most notable cybersecurity trends was the persistent rise in the level of data exfiltration.
- Throughout the year, data exfiltration incidents steadily increased, culminating in a shocking year-end statistic.

In 2024, we have already seen the level of data exfiltration surge to an all-time high of **93%**

93%
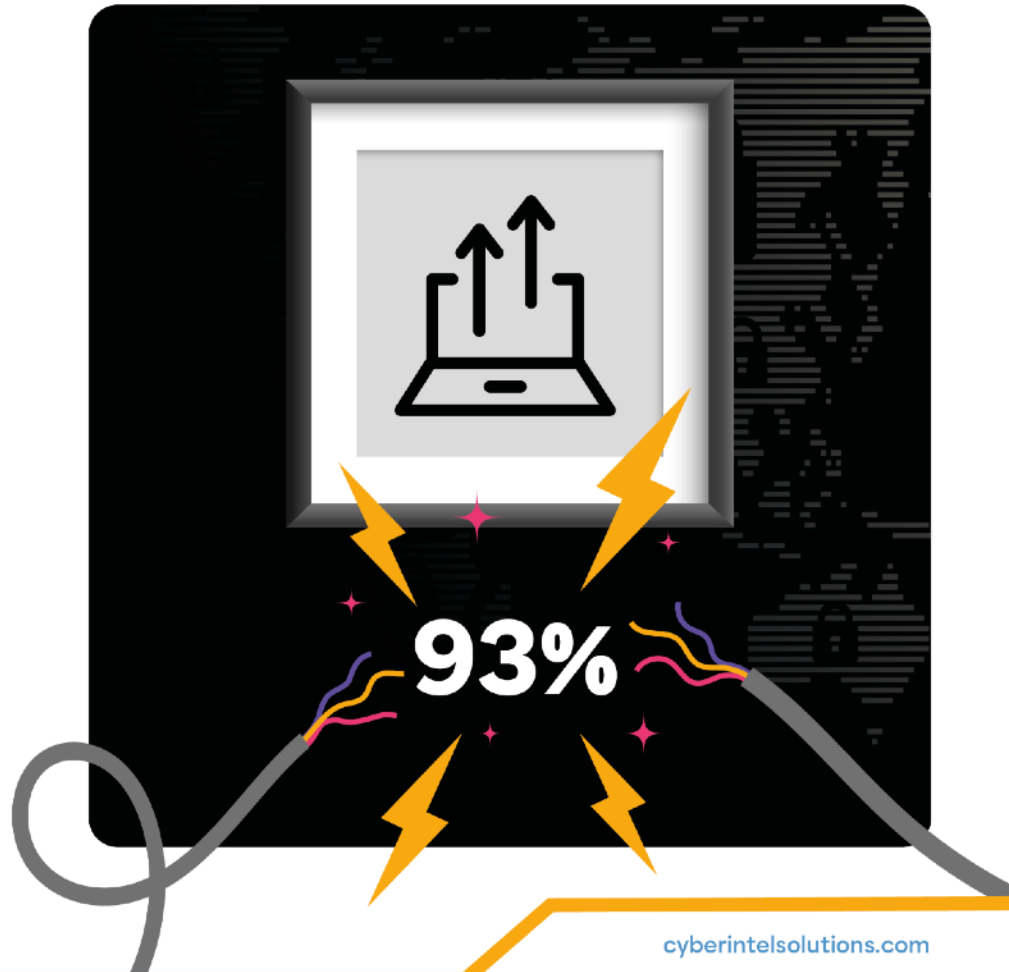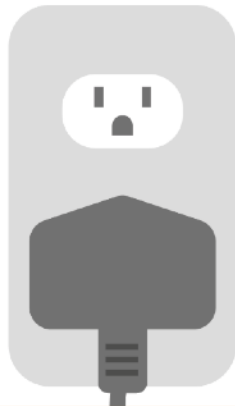
The Alarming Reality of Undisclosed Attacks

Disclosed Attacks
2023
632

Undisclosed Attacks
2023
4006

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How did we get here?

- No Industry is immune
- Cyber gangs target low hanging fruit

High value targets

Healthcare

Education

Government

Finance

Why are organizations targeted?

- Gangs are coordinated
- Access to AI
- > 80% Effective at bypassing AV
- Lack of skills
- Low budget to dedicate to cybersecurity
- Sensitive data gives higher chance of successful extortion attempts
- Big names = publicity

Ransomware attacks - top sectors targeted

Healthcare
2022 vs 2023

⬆

134%

Education
2022 vs 2023

⬆

63%

Government
2022 vs 2023

⬆

54%

Finance
2022 vs 2023

⬆

140%

Who is BlackFog?

Founded 2015 to address new cybersecurity threats from Ransomware

- Founders are veterans of multiple startups
- Existing defensive technologies ineffective
  - → Do not focus on the core problem...
  - → Data loss / Data Exfiltration

Pioneers of Anti Data Exfiltration (ADX)

- Hackers will get in...
  - → We stop them getting out
- Market disruptive technology

The Cost of Doing Nothing

Many reasons for attacks

- Extortion: Double and triple
- Espionage
- Insider threats
- Warfare / disruption

Cost of an attack

- Direct cost (ransom)
- Business disruption
- Remediation
- Lawsuits
- Government fines
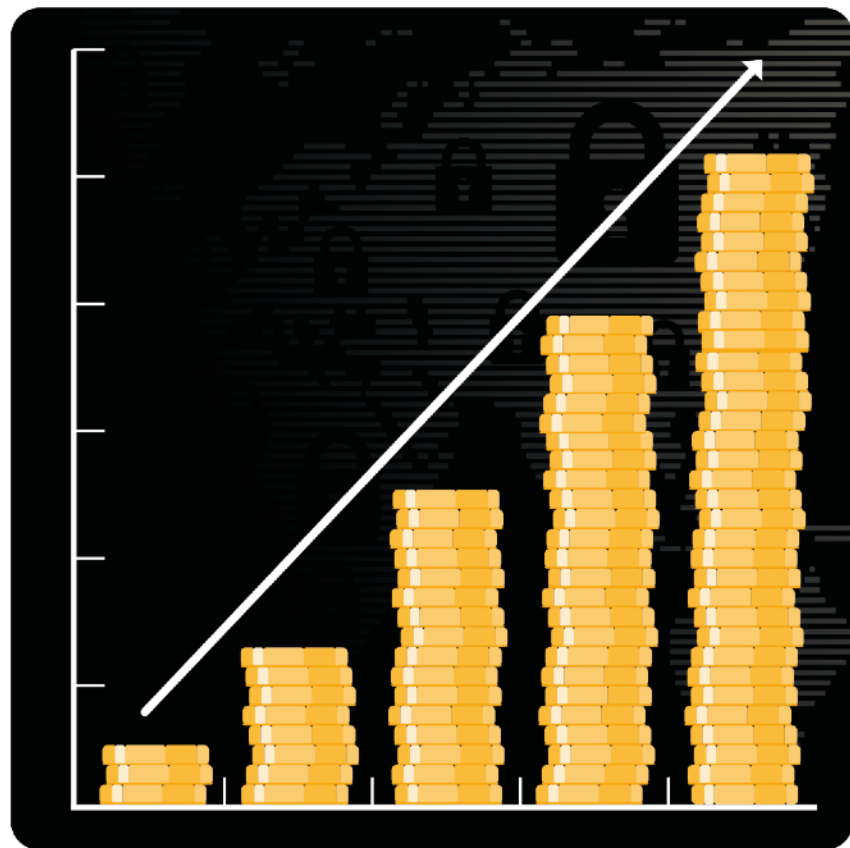
Fighting Back

Security typically focuses on traditional approaches

- Defensive
- Firewalls
- AV solutions
- EDR/XDR/DLP
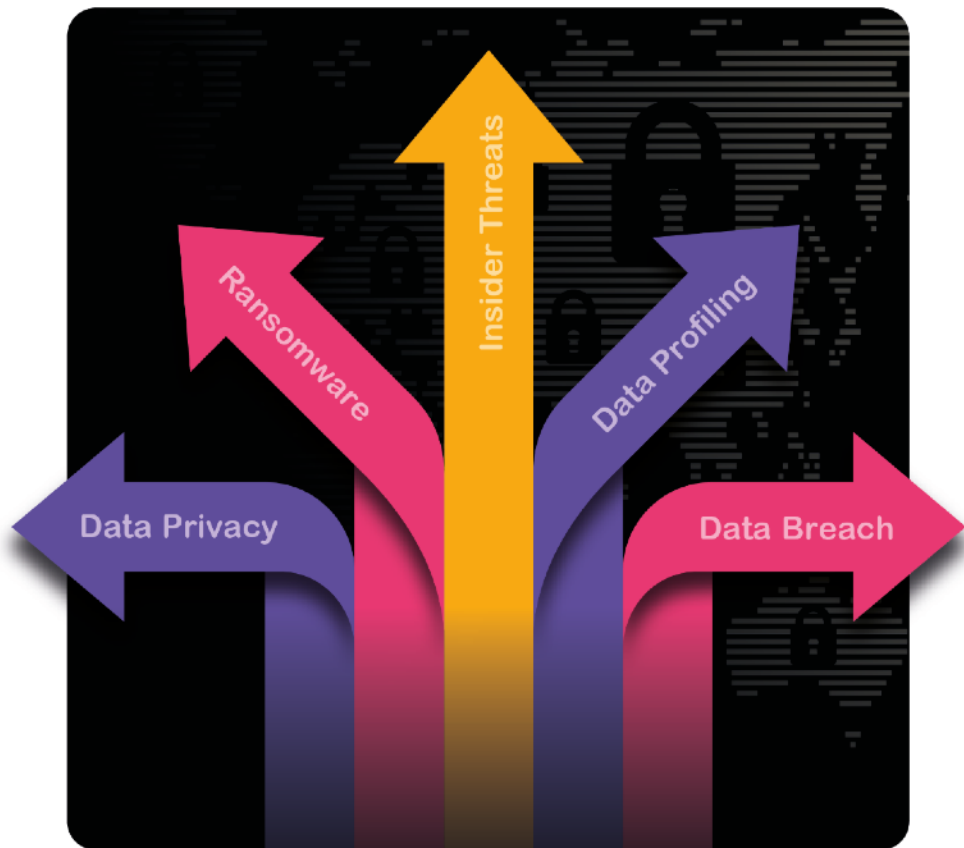
Solutions clearly ineffective

- Record attacks
- Record breaches / data loss
- Cybercriminals bypass solutions
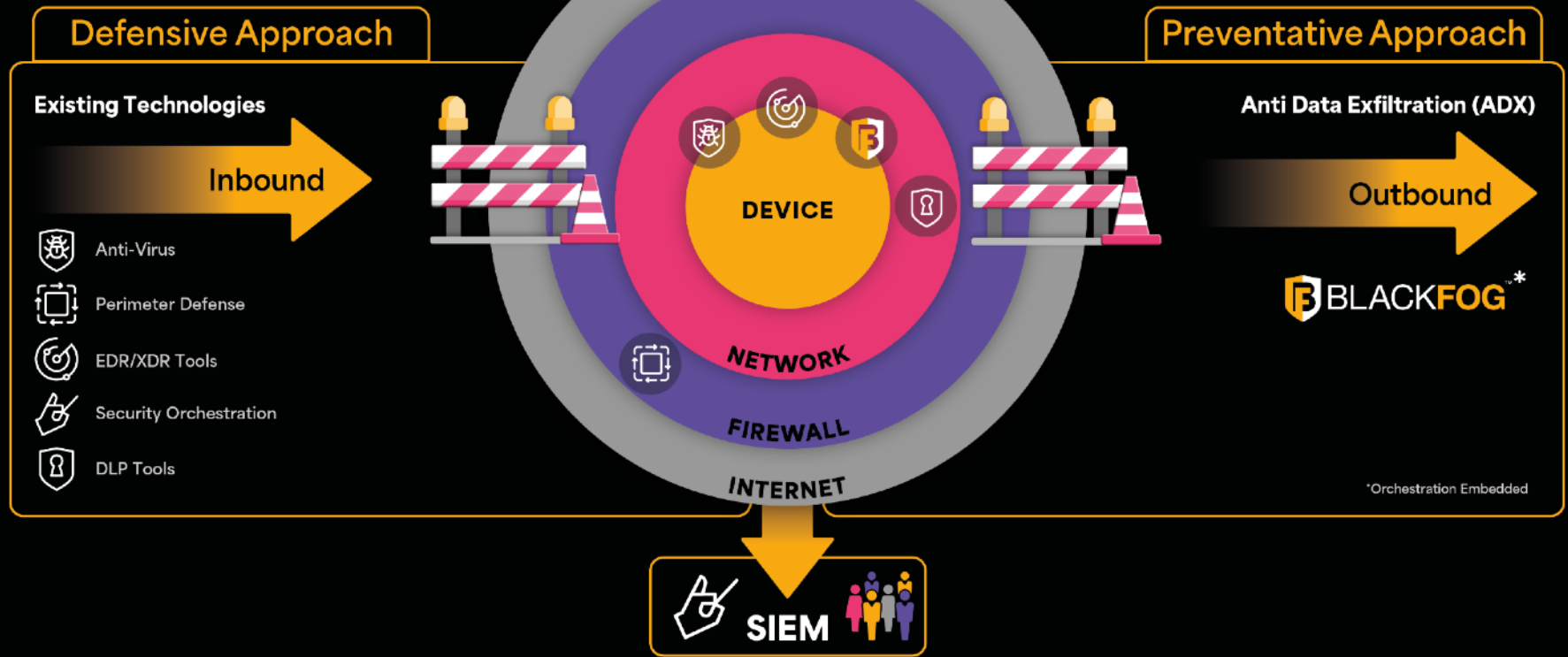 → Polymorphism
  → AI Training
  → Phishing
  → Dwell time

Anti Data Exfiltration (ADX)
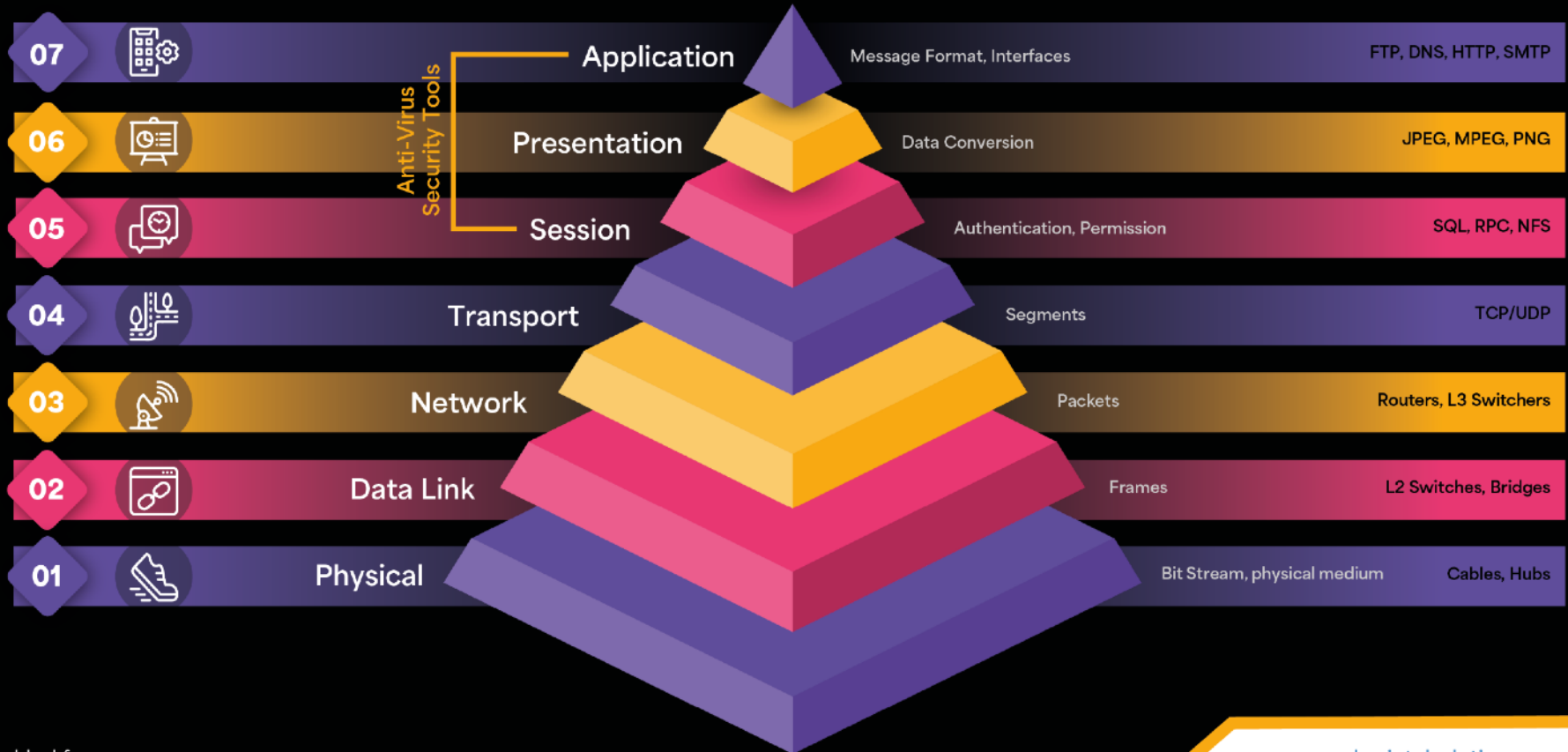
New Security Layer

- Focuses on prevention
- Stops data leaving the device
- Stops communication to C2 Servers
- Stops lateral movement
- Stops insider threats
- Stops exfiltration to restricted countries
- Stops data breaches
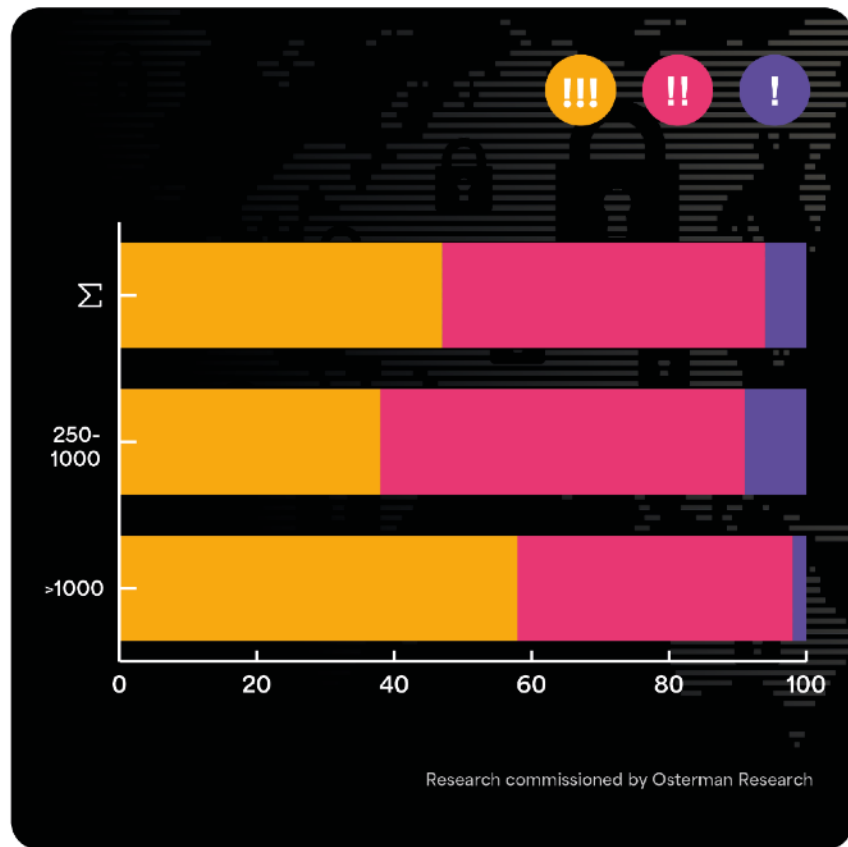- Stops over 99% of all ransomware

BlackFog Layer 3

07		Application	Message Format, Interfaces		FTP, DNS, HTTP, SMTP
06		Presentation	Data Conversion		JPEG, MPEG, PNG
05		Session	Authentication, Permission		SQL, RPC, NFS
04		Transport	Segments		TCP/UDP
03		Network	Packets		Routers, L3 Switchers
02		Data Link	Frames		L2 Switches, Bridges
01		Physical	Bit Stream, physical medium		Cables, Hubs

Anti-Virus Security Tools

Data is Still Being Exfiltrated

Almost **60%** of organizations are not confident in their ability to stop data exfiltration in a ransomware attack

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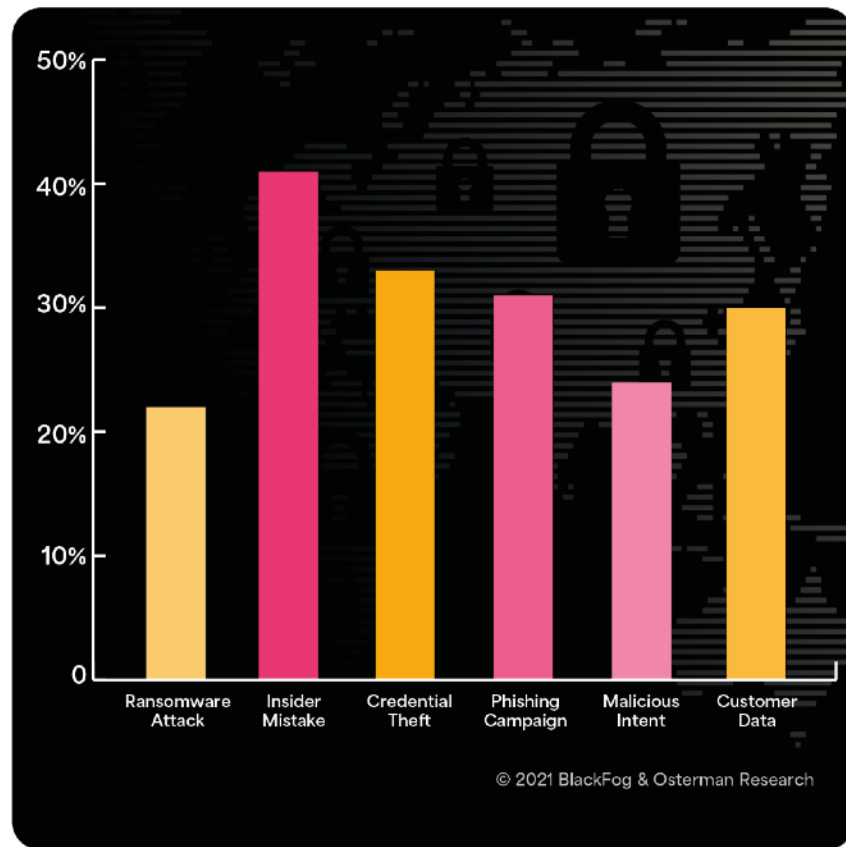
Customer Testimonial

> " Having someone else watching out for ransomware attacks and using a behavioral based technology, rather than relying on a Firewall or Antivirus really impressed me.

Anton Guerrero, CFO, Ahlborn Steel

Customer Testimonial

> " The level of intelligence and reporting BlackFog provides allows me to make the right decisions and determine if I need to block a malicious threat. The worst thing is impacting users and not allowing them to do their job. I also find the breach reporting, geofencing and ransomware trend data really powerful.

Reggie Charles, IT Director, Bonanza Casino

Recognition and Achievements: Celebrating BlackFog's Successes

2023 Cybersecurity Excellence Awards
Gold Winner - Best Virtual CISO in North America
Silver Winner - Most Innovative Cybersecurity Company in North America
Silver Winner - Ransomware Protection

2022 Cybersecurity Excellence Awards
Gold Winner - Best Ransomware Protection
Gold Winner - Data Security Product
Bronze Winner - Best Cybersecurity Startup
Bronze Winner - Most Innovative Cybersecurity Company

2024 Globee Awards for Cybersecurity
Gold Globee Winner - Data Loss Prevention
Gold Globee Winner - Cybersecurity Digital Collateral
Gold Globee Winner - Cybersecurity Project or Initiative

2023 Globee Awards for Cybersecurity
Gold Globee Winner - Best Cybersecurity Newsletter of the Year

2023 Cybersecurity Breakthrough Awards
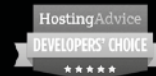Data Leak Detection Solution of the Year

2024 Fortress Cybersecurity Award
Winner - Best Data Protection Product

teissAwards2024
Best Threat Intelligence Technology

2022 Hosting Advice Developer's Choice Roundup
Best in Class Software: Ransomware Protection and Data Exfiltration Mitigation

Questions & Answers

Take the BlackFog 7 Day Ransomware Challenge

CYBERINTEL SOLUTIONS, LLC

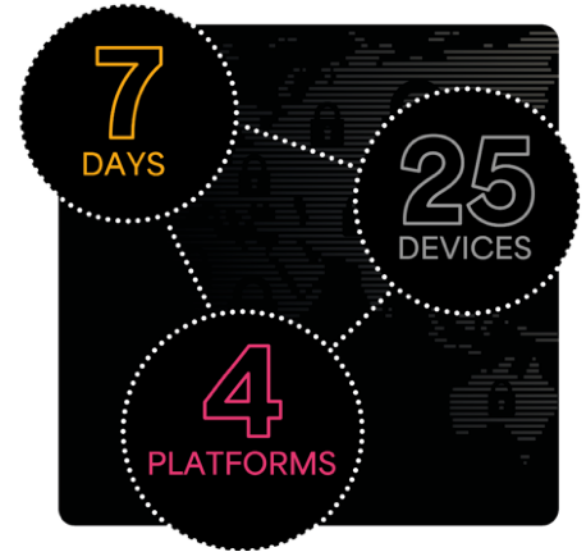5970 Barthelemy Avenue
Naples, FL 34113

Contacts

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Cell: (410) 402-4905

Take the 7 Day Ransomware Assessment Challenge

- Consult with our Threat Intelligence & Law enforcement professionals
- Detailed report produced highlighting what was discovered
- Example Case Studies & Stories from the trenches...

7 DAYS

25 DEVICES

4 PLATFORMS

THANK YOU.