Agenda Item 3

Featured Cyber Security
Start-Up – Light Point Security
TOPIC: Featured Cyber Security Start-Up – Light Point Security (information item)

COMMITTEE: Economic Development and Technology Commercialization

DATE OF COMMITTEE MEETING: January 30, 2014

SUMMARY: At the request of Committee members, we are continuing to feature successful start-ups facilitated by USM institutions. Light Point Security has developed an award-winning product to protect enterprises from web-based malware. It isolates an employee’s web browsing session within a one-time-use cloud-based virtual machine to stop malware from doing any damage.

The company is based in Baltimore and is resident at the bwtech@UMBC business incubator.

ALTERNATIVE(S): This item is for information purposes.

FISCAL IMPACT: This item is for information purposes.

CHANCELLOR’S RECOMMENDATION: This item is for information purposes.

COMMITTEE RECOMMENDATION: DATE:

BOARD ACTION: DATE:

SUBMITTED BY: Joseph F. Vivona (301) 445-2783
Advanced Malware Protection and Data Loss Prevention

Zuly Gonzalez
Co-founder and Chief Operating Officer
http://lightpointsecurity.com
We Stop Web-based Viruses
The *Genesis* of Light Point Security
Detection Has Failed

85% Malware From Web Browsers

5% Anti-virus Detection Rate

29.2 million New Malware
Isolation is Better
Light Point Web

- Custom browser isolated within virtual machine
- VMs destroyed after each use

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Web Content
Light Point Web Server
Remote Display
SSL Encrypted

One-time-use VM

The Internet
Employee’s Computer

- Plugin to standard browsers
- Seamless user experience
Benefits of Light Point Web

Web-based Malware Protection
• Website content never touches employee computers
• Servers protected by dual-layered virtualization
• Ability to enforce policies by file type/size, digital signature, user, etc.

Indirect Internet Browsing
• Restrict internet access to employee computers
• Employees can still browse – only through Light Point Web
Benefits of Light Point Web

Seamless User Experience
• Integrates with standard browsers
• No change in behavior required

Added Privacy
• IP address and browser/computer signatures are masked
• Sites cannot track you across multiple browsing sessions
Accolades, Awards & Recognition

- Northrop Grumman Cync Program
- VOLT Fund recipient ($250,000)
- Top 10 **Most Innovative Company** by RSA Conference
- Top 5 **Startup of the Year** by Wall Street Journal
- **Most Innovative Startup** Company by NVTC
- **Cybersecurity Company of the Year** by HTC
- Won 3 **InvestMaryland Challenge** special awards
- Maryland **Incubator Company of the Year** Finalist
- Top 16 **Hottest Up-and-Coming Startup** by MAVA
- Top 10 **Coolest Security Startup** of 2013 by CRN
- **Cybersecurity Startup to Watch** by BBJ
- BizSpark **Startup of the Day** by Microsoft
Tremendous Market Opportunity

Worldwide Security Software
$17.7 Billion

Big → $1.4 Billion
Growing → 8.7%

U.S. Corporate Desktop Security Software

Fragmented → Top 5 = 44%
Disruption → Isolation = Up 20%
Compared to the Competition

• Ease of use
• Ease of installation and administration
• Level of security
• Performance
bwtech@UMBC Incubator & Cync

• Benefits
  – UMBC students
  – Northrop Grumman assistance
  – Entrepreneur In Residence assistance
  – Community involvement (CyberMD, CyberTini, etc.)
  – Entrepreneurship workshops (Michele Perry, etc.)
  – VOLT Fund
Additional Support

• Introductions to potential customers
  – Researchers in sensitive/confidential areas
  – State/County

• Gartner subscription
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