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

Light Point Security

Browsing the web has never been safer

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

The Internet

Light Point Web Server

Employee's Computer

Web Content

Remote Display

SSL Encrypted

One-time-use VM

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

- Plugin to standard browsers
- Seamless user experience

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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
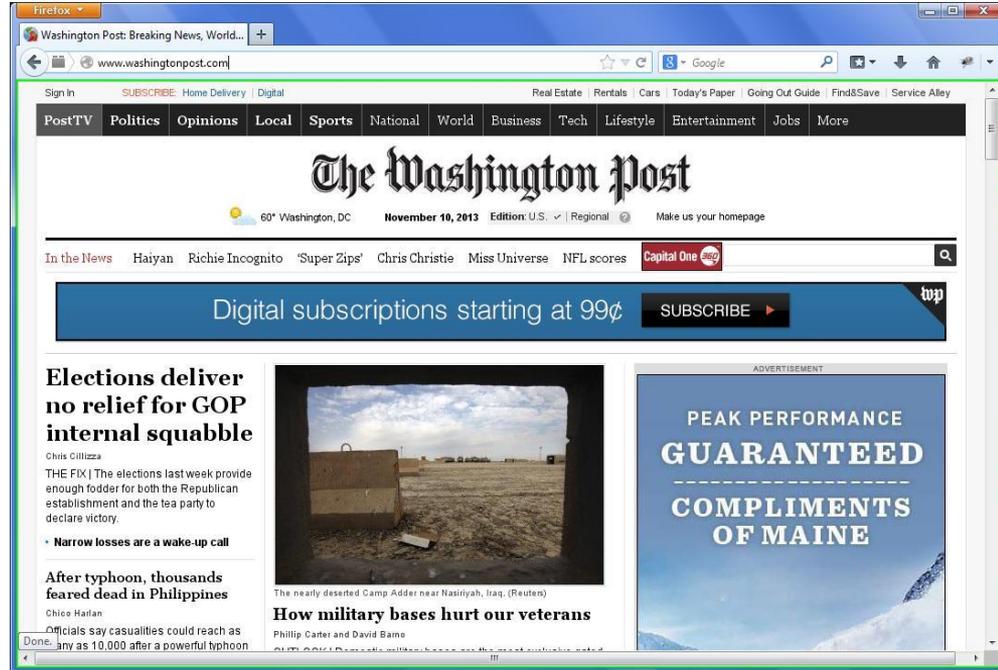- Employees can still browse – only through Light Point Web

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Benefits of Light Point Web

Seamless User Experience

- Integrates with standard browsers
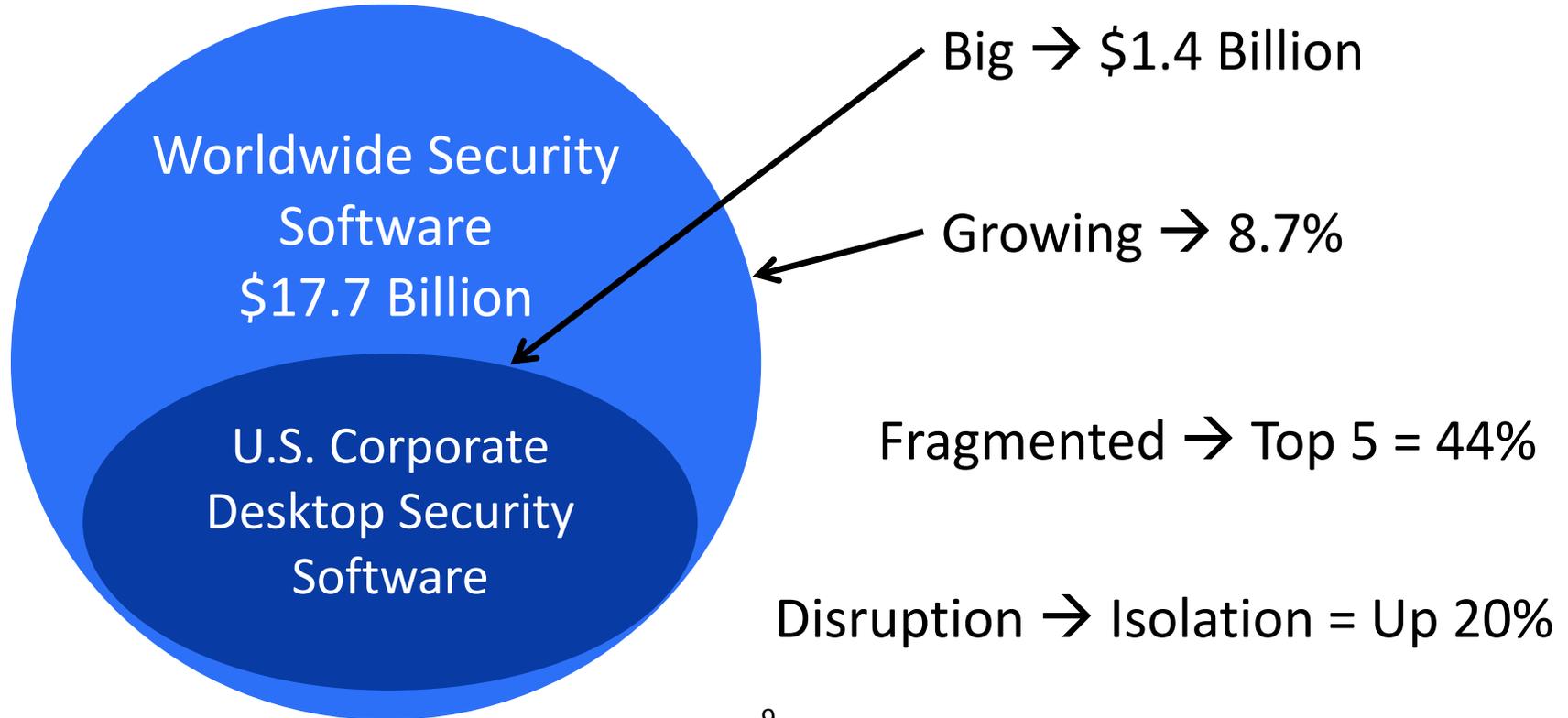- No change in behavior required

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

U.S. Corporate Desktop Security Software

Big → $1.4 Billion

Growing → 8.7%

Fragmented → Top 5 = 44%

Disruption → Isolation = Up 20%

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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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Light Point Security
Browsing the web has never been safer