



# WyvernIQ™: Revolutionizing Cyber Health Command Centers

Proactive Cybersecurity Powered by AI/ML

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# Problem



Cyber threats are evolving rapidly, and organizations struggle to proactively manage their security posture.



- Delayed responses and increased vulnerabilities due to lack of real-time insights.



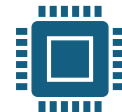
- Fragmented solutions create gaps in coverage.



Supporting Data:



- Cybercrime costs expected to hit \$10.5 trillion annually by 2025.



- Average breach detection delay: 280 days (IBM).

# Solution: Introducing WyvernIQ™

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First-of-its-kind Cyber Health Command Center.

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Provides real-time Cyber Health Scores for proactive decision-making.

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Detects and mitigates threats using AI/ML-driven insights.

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Consolidates data from multiple sources into a unified platform.

# Target Market Strategy

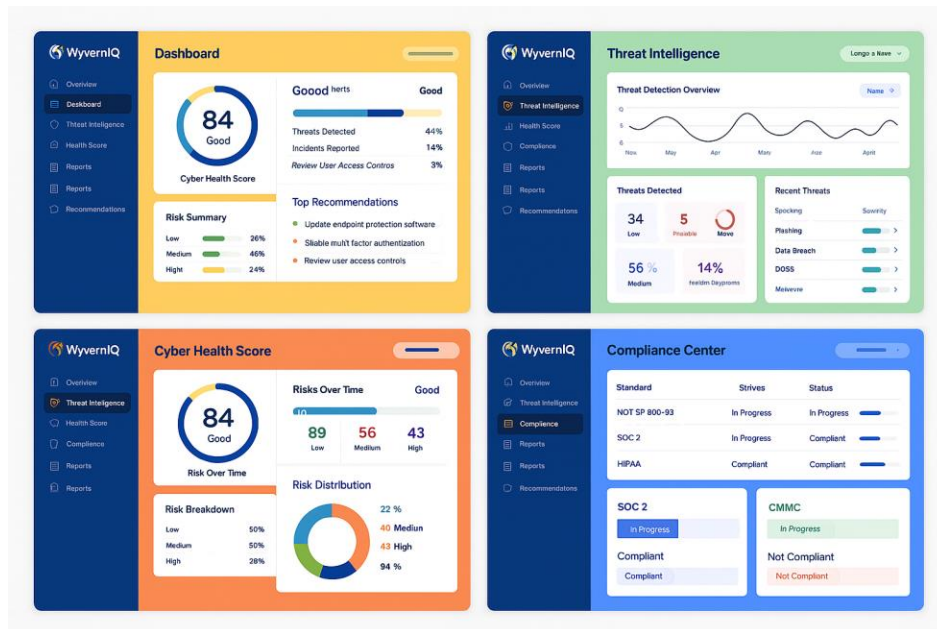
We're starting with small to mid-sized enterprises in highly regulated industries — such as finance, healthcare, and critical infrastructure — where security expectations are growing, but internal cybersecurity resources are limited.

## Why This Market:

- Rising pressure from cyber insurance, contracts, and compliance audits
- No CISO? No problem — WyvernIQ delivers a Cyber Health Score, risk prioritization, and compliance visibility out of the box
- Agentless, API-first platform → rapid deployment, minimal friction
- These organizations need security tools that are simple, proactive, and affordable

Our wedge: Replace guesswork with visibility. Empower small security teams with AI-guided defense and automated readiness insights.

# A Glimpse Into WyvernIQ™



- **Cyber Health Score Dashboard**
  - Risk Summary by Category (Cloud, Identity, Devices)
  - Real-time Cyber Health Score with AI-generated recommendations
- **Threat Intelligence Panel**
  - Visual Threat Feed with Severity and Time Graph
  - MITRE ATT&CK alignment and threat source tracking
- **Compliance Snapshot**
  - Control family coverage (SOC 2, NIST 800-53, HIPAA)
  - Evidence logging and readiness scoring

*"Designed for clarity, actionability, and non-technical decision-makers."*

# Market Opportunity: Regulated SMBs

## Primary Targets

- **Small to Mid-Sized Businesses in:**

## Finance & Fintech

- Regulatory Needs: SOC 2, PCI DSS, GLBA

## Healthcare & Life Sciences

- Regulatory Needs: HIPAA, HITECH

## Critical Infrastructure & Energy

- Regulatory Needs: NERC-CIP, ISO, CMMC, CISA

## Common Pain Points:

Lack internal security staff (no CISO)

Under pressure from cyber insurance and vendor risk audits

Need **affordable, automated compliance and visibility**

## Market Size Snapshot

**TAM** (Total Addressable Market): \$15B+

- *SMB cybersecurity tooling market across regulated sectors*

**SOM** (Serviceable Obtainable Market): ~\$10B

- *Focused on compliance-first industries with immediate security needs*

**Growth Rate:** 13–15% CAGR

*(Sources: Cybersecurity Ventures, Statista, Markets And Markets)*

# How We're Reaching Our First 100 Customers

## **Initial Focus**

- Mid-market SMBs in finance, healthcare, and tech
- Security/compliance leads without internal security teams
- Driving urgency around cyber insurance, vendor risk, and regulatory audits

## **Channel Strategy**

- Direct sales + demo-driven outreach
- Co-sell with MSSPs and advisory firms
- Inbound via content & webinars targeting compliance pain points
- Early pilot → case study → referral → expansion model



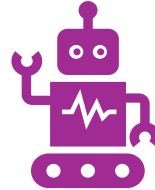
# Early Validation & Momentum

- Integrated with Azure, AWS, and GCP APIs
- Backed by Microsoft for Startups Founders Hub (Received \$150K in credits + cloud mentorship)
- 3 Early Partners (MSSPs & Compliance Advisors)
- Pipeline: 3 SMB Prospects + 2 MSSPs in pilot discussions
- Scheduled: 1 DoD Pilot, and 1 Commercial Client ready to move forward
- MVP completed and undergoing internal penetration testing

*"Securing digital trust before general availability."*



# Traction



## Milestones Achieved:

Recognized by Microsoft Founders Hub with award funding.

Infrastructure established on SentinelCloud with Databricks for AI/ML.

We are actively developing strategic partnerships, with announcements forthcoming as they reach finalization.



## Next Steps:

Complete pilot programs with key enterprise clients (2 Pending).

Launch full-scale marketing and onboarding campaigns.



# Technology and Innovation: The Backbone of WyvernIQ™

WyvernIQ™ is a cutting-edge platform built on enterprise-grade infrastructure, leveraging state-of-the-art AI/ML capabilities to deliver scalable, secure, and intelligent cybersecurity solutions. It features a fully agentless, API-driven architecture that requires no endpoint installation—eliminating compatibility issues, streamlining onboarding, and enabling rapid deployment. WyvernIQ™ securely integrates with APIs across Azure, AWS, and Google Cloud to provide full visibility across cloud, on-prem, and hybrid environments, making it ideal for large-scale enterprise and federal use cases.

## Highlights:

- Powered by robust technology designed for scalability and real-time performance.
- Proprietary algorithms drive the Cyber Health Score for proactive threat detection.
- Seamlessly integrates with existing systems to enhance operational efficiency.



# Business Model

## **Revenue Streams:**

- Subscription Tiers: Scalable pricing based on organization size and features.
- Enterprise Licensing: Custom integrations for large enterprises.
- Consulting and Support: Value-added services for optimization and training.

# How WyvernIQ™ Stands Apart

FEATURE / CAPABILITY	WYVERNIQ	WIZ	DRATA	AXONIUS
Cyber Health Score	✓	✗	✗	✗
Compliance + Threat Integration	✓	✗	✓	✗
Built for SMBs	✓	✗	✗	✗
Agentless API-Based	✓	✓	✗	✓

"While others address parts of the puzzle, WyvernIQ delivers a complete, accessible solution."

# Insights from Leading Cybersecurity Innovators

We're inspired by Wiz's breakout adoption, Drata's compliance automation success, and Arctic Wolf's MSP partnerships — WyvernIQ merges these learnings to serve a unique niche: **compliance-first SMBs without CISOs.**

Startup	Known For	Lesson Applied to WyvernIQ
Wiz	Agentless, simple deployment	Built agentless from day one
Drata	Compliance automation w/ visibility	Scoring + governance model
Arctic Wolf	Partner-first GTM (MSP focus)	MSSP co-sell model





# Competitive Advantage

## WyvernIQ™ vs. Competitors

### Unique Selling Points:

- Industry-first Cyber Health Score.
- Unified platform for threat detection, prevention, and response.
- Scalable and secure SentinelCloud infrastructure.

### Competitors:

- CrowdStrike: Focus on endpoint security.
- Splunk: Primarily SIEM-focused.
- WyvernIQ Differentiation: Combines proactive health scoring, AI/ML insights, and real-time monitoring.

# Financials

## **Projections (3–5 Years):**

- Year 1 Revenue: \$500,000 (pilot programs and early adopters).
- Year 2 Revenue: \$2.5 million (scaling subscriptions and licensing).
- Year 3 Revenue: \$5 million (enterprise penetration).

## **Funding Use:**

- 40% Product development (AI/ML enhancements, dashboard improvements).
- 30% Sales and marketing (team expansion, campaigns).
- 20% Infrastructure scaling (SentinelCloud resources).
- 10% Operations and compliance (e.g., FedRAMP).



## Our Vision

### The Cybersecurity Score of the Future

- **2 -Year Goal:** Be the gold standard for Cyber Health — just as FICO is for credit.
- **Vision:** Build the industry's first predictive, contextual, and compliance-aware cyber scoring engine.
- **Long-Term Value:** Continuous scoring + AI feedback = exponential compounding benefit for businesses.

*Every business will know their Cyber Health Score before making a digital decision.*



# Team

## **Leadership:**

- Dr. Suggs (CEO): Renowned cybersecurity leader known as the "Duchess of Cyber."
- Former DoD/Intel/Commercial fortune 100 employee with expertise in AI/ML and secure IT infrastructure.
- Spokeswoman/SME Cybersecurity Verizon Small Business Productions

## **Core Team:**

- AI/ML specialists.
- Cybersecurity engineers.
- Business strategists with experience in scaling startups.

## **Advisors:**

- Industry veterans in cybersecurity and AI innovation.

# The Ask

## Funding Request

**Our goal is to raise up to \$1 million in seed funding to:**

- Scale AI/ML capabilities and finalize product development.
- Expand sales and marketing efforts to penetrate enterprise markets.
- Support infrastructure growth for SentinelCloud/WyvernIQ scalability.

## Projected ROI:

- 3–100x return over 5 years.

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# Our Seed Round: Raising \$1M to Scale WyvernIQ™

## Use of Funds:

- 40% Product Development (AI/ML + UI polish)
- 30% Sales & Marketing
- 20% Infrastructure Scaling (SentinelCloud ops)
- 10% Compliance / Legal

**Goal:** Launch, secure initial traction, and build a brand foundation for category creation.

*"We're building a billion-dollar cybersecurity brand, not just a product."*