

Acquisition Opportunity

Cybersecurity Software

The Company has developed best-in-class enterprise grade security software to protect the leading identity and access management (IAM) infrastructure used by over 90% of enterprises, and one of the top attack vectors targeted by hackers for ransomware, phishing and access to sensitive data.

The Company protects over 250K users with its real time, end-to-end security solution. It can be deployed across cloud, hybrid or on-premise environments in minutes or hours, rather than days or weeks. In addition, the Company offers sophisticated backup and recovery capabilities to reduce downtime that result in staggering costs due to foregone revenue, lost data, reputational damage and legal exposure.



CISOs, CTOs, MSSPs and IT professionals are increasingly aware that “zero trust”, “identity first” and “network security” models have vulnerabilities without hardening the critical access infrastructure the Company specializes in securing. Native security tools and point solutions are insufficient to remediate threats, achieve compliance, ensure proper governance and map to the MITRE ATT&CK framework.

The Company has customers across several verticals including education, government offices, law enforcement, financial services and technology, and currently charges clients an annual subscription after initially selling one-time licenses, including several \$50K licenses, to early customers.

The team is comprised of veteran IAM security experts with extensive experience at Avanade, Microsoft and Quest Software. Upon a sale, the Founder and key members of the team will support the integration of its solution into a new platform, assist with expanded sales and marketing that has been lacking as a standalone company and lead the development of new AI products that incorporate its innovative technology.

Company Snapshot

- **250K current users**
- **22 employees**
- **Founder funded with no institutional investors**
- **Clean balance sheet and low monthly burn**
- **Early traction in education, government, healthcare, technology and other verticals**

Contact Information

Tommy Mike
M&A Specialist, Software Sector
San Francisco, CA
tmike@independencegroup.com

The Independence Group
1107 Investment Blvd, Suite 150
El Dorado Hills, CA 95762
Corp. Office: (916) 458-7356
www.independencegroup.com