



Altor-GRC, Inc.

NAICS: TRL3 541512, 541519, 518210, 541611, 541511

NAICS 541214 TRL8 multi-country payroll – GSA Ready

Technology Investment Summary

Commercial
Investors and Early Clients

Cage Code: 8NPW7
WOSB Certified CMMC Scored
UEI ME5RUJ78DQ16



Business Summary

Cyber Resiliency change are exponentially driving risk and compliance costs up for the global enterprise. The **Altor^{GRC} Data Enclave[®] Formulary** within 8 months provides:

- Fully integrated, end to end, for ALL Cyber Resiliency topics. This covers today's Silo-ed Security, GRC Topics
- When implemented provides CMMC 3 scored compliance with options to achieve higher scoring
- Reduced audit costs by >40%, year after year
- Reduced total IT budget by >40% year after year
- Reduces the number of security/privacy applications by >90% extensive 3rd Party Risk Mgt (TPRM)
- Reduces Data Breach and Reputation Impact to nearly zero via reduction of **integration debt**
- Business **Analytics Portal** processing integrity by **removing** data marts, lakes, warehouses further reducing costs; providing **organized and resilient data**
- Is data, application and industry **agnostic**
- **Currently Ready for use is the multi-country payroll system TRL8**

One Line Points

› Industry, Data, **Agnostic**
Integrated Cyber Resilience

› Business to Business (B2B)

Our company is seeking equity funding or early clients

Present Position

Data Enclave[®] Formulary has been developed to TRL-3 and CMMC Scored filing in - SBIRs and open BAAs

541214 Multi-Country Automated Payroll system - fully functional with clients at TRL-8 ready for GSA

IPR Position/ Strategy

Awarded the 2020 EuroStars UK R&D seal of innovation excellence Company has researched IP and will hold to publish.

Company: Altor-GRC, Inc. - Delaware

Stage of Development: Start-Up/DEV

Investment Required: \$9,500,000

Post-Money Valuation: \$35, 912,648

Area of Use	Specific Use	Amount
Research & Development	Product and Service Expansion	\$ 2,526,625
Sales & Marketing	Expanded Marketing Efforts	\$ 926,922
Compliance & Certification	Product and Service Expansion	\$ 1,690,000
General & Administrative	New Employees, Remote Equipment, Licenses	\$ 2,422,859
Enterprise Asset Acquisition	End-Point Assets for Production and R&D	\$ 145,000

Sales & Marketing

Altor has onboarded Advisors for Sales, and Investor Relations. Commercial Advisor is LeadStar working to define a plan with other industry leaders. There are several sales channels for leverage; **Direct Sales** (salespeople and relationships), **Indirect Sales** (VAR's and business relationships), **Databases** (various statutory court filings related to businesses and government filing lists).

Management & Key Reference

Cynthia Hennig Founder & President:
hencyl@altor-grc.com, 214-893-4640

<https://altor-grc.com/member/cynthia-l-hennig/>

Advisors, Mentors, and staged contracts: ready

Reference Links:

All Altor information downloads: <https://altor-grc.com/downloads/>

Altor LinkedIn:

<https://www.linkedin.com/company/altor-grc-inc/>

Target Market : Global Enterprises

- › Total Market with related services: \$1T+/yr
- › Non-Global, multiple on-prem: \$500b/yr

EBITDA ANALYSIS
(Earnings Before: Interest, Taxes,
Depreciation & Amortization)

Net Income	\$ (2,666,303)	\$ (2,819,339)	\$ 18,853,104	\$ 61,208,231	\$ 122,280,888
Interest	\$ -	\$ -	\$ -	\$ -	\$ -
Taxes	\$ -	\$ -	\$ 3,959,152	\$ 12,853,728	\$ 25,678,987
Depreciation & Amortization	\$ 51,894	\$ 393,968	\$ 694,596	\$ 951,263	\$ 1,223,763
EBITDA	\$ (2,718,197)	\$ (3,213,307)	\$ 14,199,356	\$ 47,403,240	\$ 95,378,139
EBITDA %	0%	-158%	36%	44%	47%

Product & Services



Muit-Country Payroll Processing

Altor E2E - Altor Built and Managed Production

Guided Implementation – Client run platforms

Analytics Portal - Standards/Laws Matrix, Decisions, TPRM, automated Policies Access

Altor Services:

Diligence Reports

Data Solution Architecture

Ask the Expert(s), GRC Consultation

