



# Investor Summary

## Data Enclave® Formulary

Complete Cyber Resiliency

**Integrated Automation of  
Governance, Risk and Compliance**

NAICS: 541512, **541214**, 518210, 541519, 541611, 541511  
Cage Code 8NPW7 CMMC scored  
TRL 3 UEI ME5RUJ78DQ16

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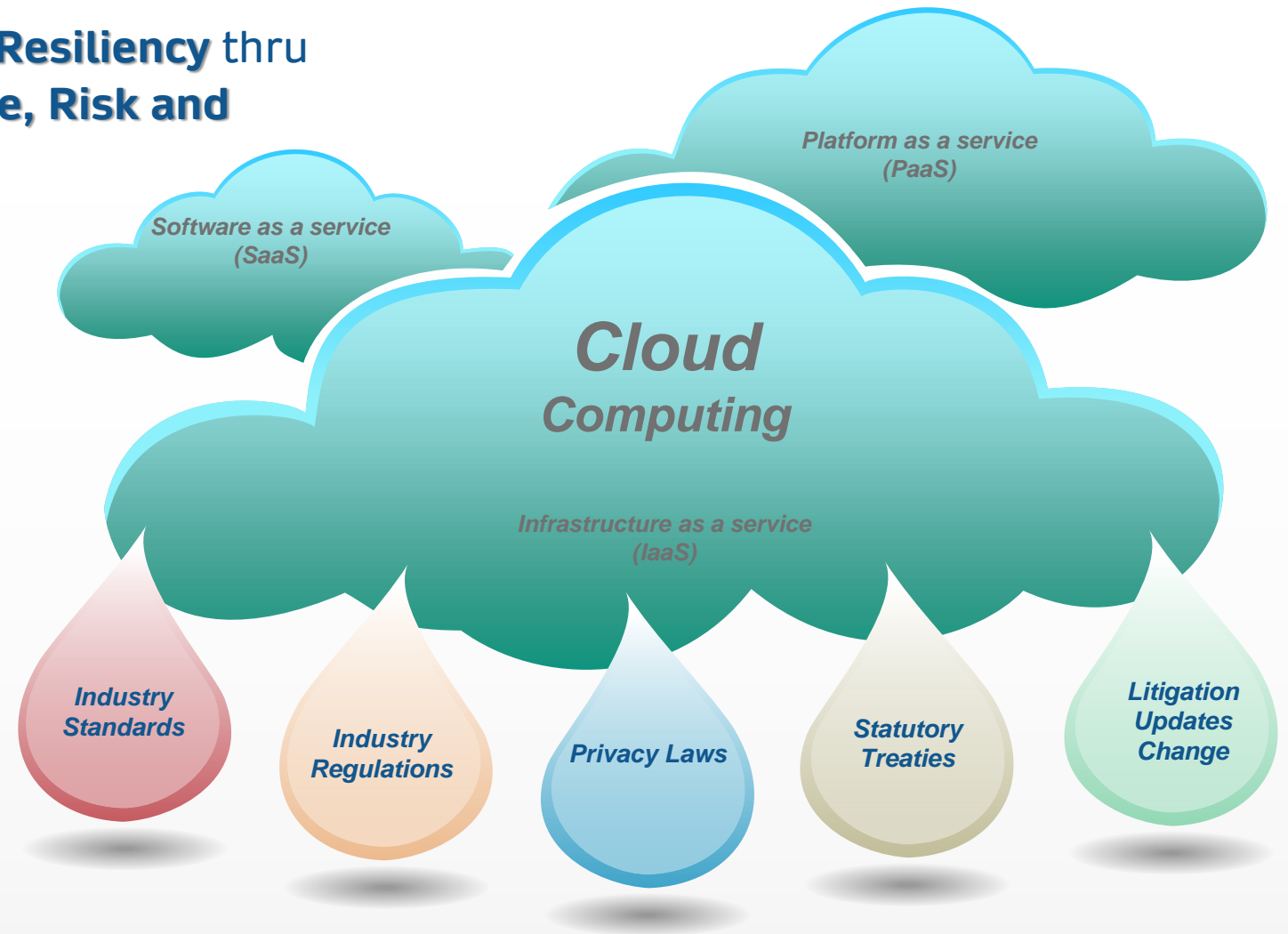
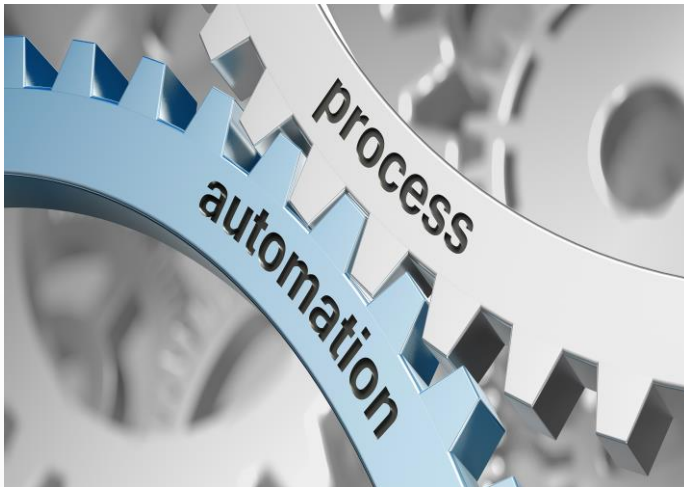
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# Company Purpose

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Empowering all industries with **Cyber Resiliency** thru  
**Integrated Automation of Governance, Risk and  
Compliance (GRC).**



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# Problems of Current Solutions

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## Today



01

Separate Manual Process for each standard, regulation, law

02

Distraction from core business efforts to accommodate silo-ed topics

03

Difficult to align Policies and Practice

04

Decisions are not aligned due to Risks and Gaps

05

Misalignment of vendors, contracts and supply chain are invisible

06

Change and updates are disruptive manual processes

07

Employee pushback due to change and manual effort

**ALTOR**<sup>GRC</sup>

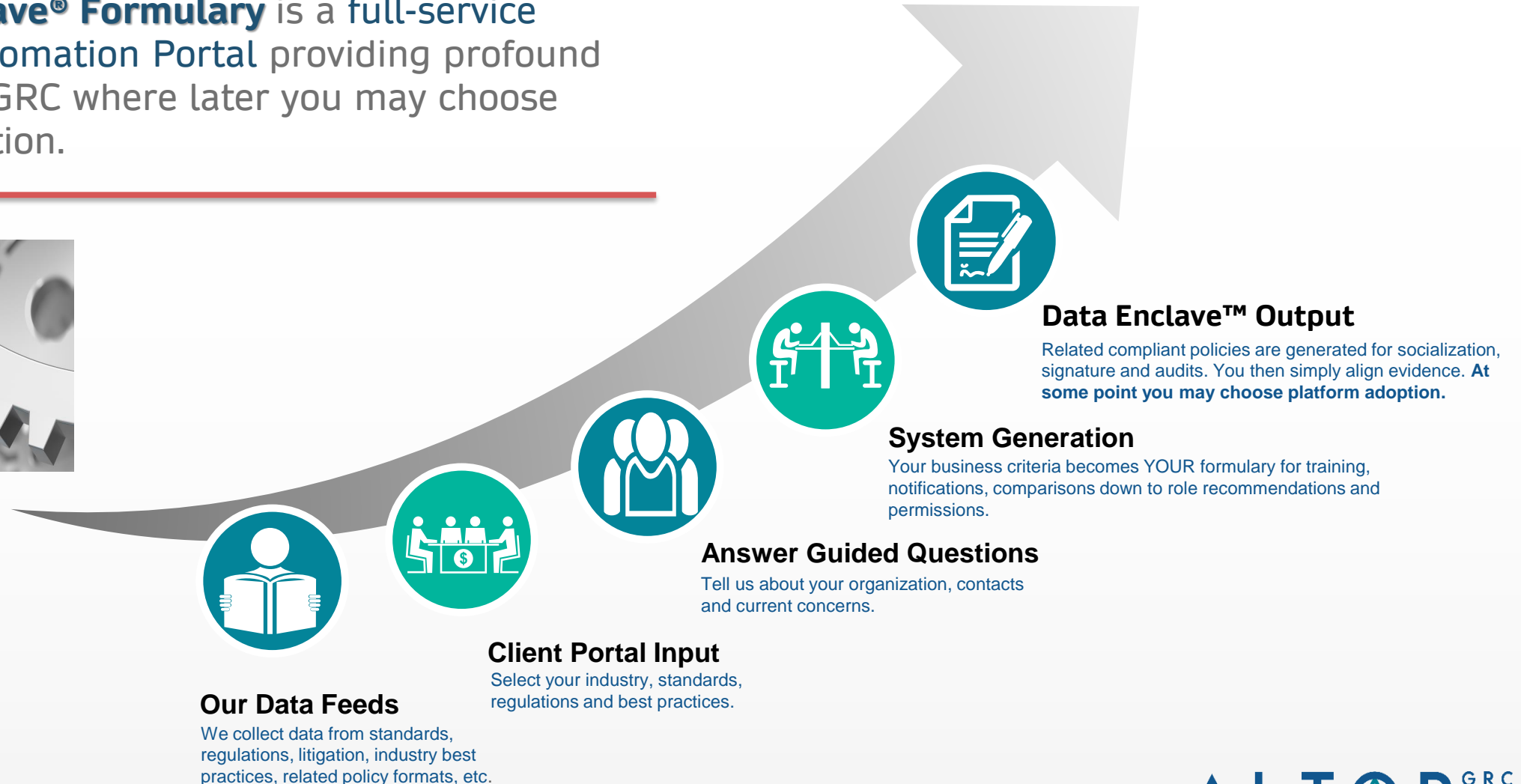
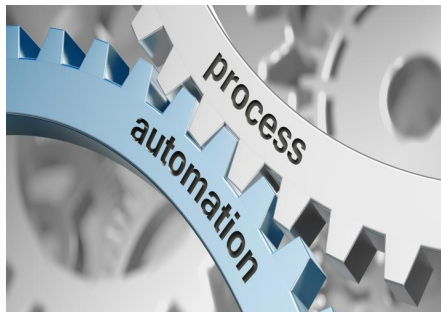
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# Solution

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The **Data Enclave® Formulary** is a full-service Integrated Automation Portal providing profound efficiencies in GRC where later you may choose Platform adoption.



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Everyone has heard of digital transformation within their own organizations that have resulted in efficiencies of how a business operates and the value they deliver to their customers.

Today's business is impacted by an ever-changing array of **external risk factors**. "Digital Traceability" is the way to manage external risk factors creating resilient value chains.

The **Data Enclave® Formulary** provides remedy to external risk factors where the following benefits are immediately realized:

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## Benefits:

1. Simplification thru integrated data efficiencies in a single pane of glass
2. Ease of use that is specific to YOUR business
3. Cost reductions in all areas are significant >40% of current budget allocation
4. Improved decision making, aligned to the velocity of change and the business value proposition
5. Ongoing Assessment(s) with a Root Cause approach for continuous improvement (maintenance) versus reactionary compliance or audit schedules
6. Improved operational efficiency
7. Defines both a short-term and a long-term GRC roadmap

# Market Potential

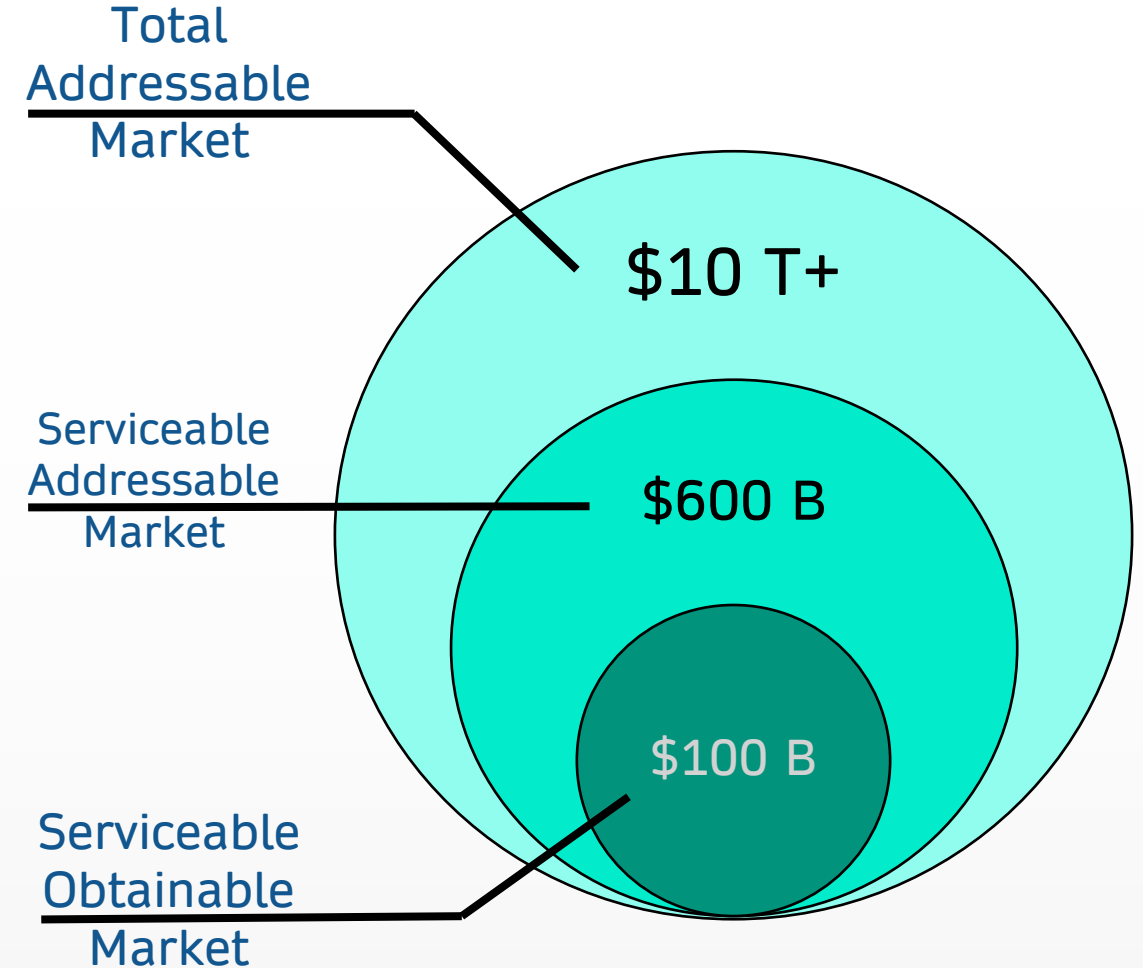
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**CyberCrime Magazine: Cybercrime To Cost The World \$10.5 Trillion Annually By 2025; “greatest transfer of economic wealth in history”.**

- \$6 trillion – the damage that cybercrime caused in 2022.
- The vast majority (74%) of botnet attacks target the financial sector.
- 33 billion accounts will be breached in 2023.
- The number of ransomware attacks increased 350% in 2018.
- 97.2% of malware that was blocked in 2018 was targeted at PCs and laptops running Microsoft Windows.
- 59% of Americans report they have experienced cyber crime or in some way fallen into the hands of a computer hacker.
- 70% of small businesses are completely unprepared for a cyber attack.
- 88% of professional hackers can infiltrate an organization within 12 hours.

## North America 2020 Averages

- Cost of Average Breach : \$8.64 M today
- Time to Identify and Contain 237 days
- Costliest industries: Health Care, Government Agencies



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No current direct competitor

**Indirect Segmented/Silo-ed Competitors fall into Four broad categories. All are time and material billing offerings as advisory roles only, no contract accountability.**



**Audit:** Organization focused on the validation of evidence against standards reporting findings to the enterprise, they provide little or no direction on resolution of findings or gaps. Manual



**GRC Consultants:** Organizations focused on process improvement and GRC alignment with limited or no added value beyond gap analysis or stovepipe project execution. Manual



**Cybersecurity Technology:** Information Technology solutions that focus on securing the enterprise, only cover select areas without integration, silo-ed by topic. Manual



**Managed Security Service Providers:** Focused on monitoring and response to security threats, after the fact or as advisors. Manual

## Client Engagement

- Merger and Acquisition Technical Diligence
- Partner and Enclave Union referrals
- Prior build Certino.com introductions
- Mentors, Advisors, and government contacts

## Sales Efforts

- Direct Portal Sales
- VARs MSPs, MSSPs, Universities, Small Business District Centers
- Databases – there is a 10yr litigation backlog for HIPPA cases alone
- Government agency feeds, CISA, etc. and other impact lists

## Future Opportunities

- Portal client conversions to client platform instances
- Whitelisting; Bain and Company, Accounting Firms, Global Supply Chain providers
- Conferences and Industry Security Events



# Team

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The Altor Ecosystem is aligned with commercial, industry advisors, partners, experts and government resources.

(Ref: <https://altor-grc.com/ecosystem/> )

24 additional resources have been identified, staged and ready for onboarding immediately post funding.

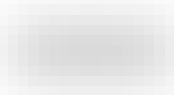
Screening with Workforce Interactive for Innovative behaviors is in place.



**Cynthia Hennig**  
President,  
Founder

PMP, Patents, Solution Architecture, Delivery Mgt, Engagement Mgt

<https://www.linkedin.com/in/hennig/>  
<https://altor-grc.com/member/cynthis-l-hennig/>



**Swanson & Reed, Whitley Penn, CPA**

Financials, Agreements, Payroll, Accounting, R&D Tax reductions

<https://www.swansonreed.com/>  
<https://www.whitleypenn.com/>  
CPA selction = Done



**Michael Byrd**  
Data Wrangler

Mathematics, Data, API, Integration

<https://www.linkedin.com/in/michael-byrd-work314/>  
<https://altor-grc.com/member/michael-d-byrd/>



**Trent Di Giulio**  
Commercial  
Advisor

Branding Content, S&M Planning, Concepts

<https://www.linkedin.com/in/trent-di-giulio-869613a/>  
<https://altor-grc.com/member/trent-j-diguilio/>

Business Actions are Defined in the Altor Plan at: <https://altor-grc.com/downloads/>

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# Altor Evolution

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2002

2012 - 2014

2017

2020

2021



Richard McBride



Revenue



Covid 19

TRL 8

**Certino Clients – Siemens, Suez Water, Amazon, PwC**

- Q4 2021 PwC whitelisting
- Commercial Offering
- [finance@altor-grc.com](mailto:finance@altor-grc.com)

**Certino Build Award from the UK R&D Program**

- 2017 One of the Highest Tax abatements in the program history year after year

**2020 Eureka EruoStars UK R&D Seal of Innovation Excellence**



Cynthia Hennig

**Evolution Detailed Deck:**  
<https://Altor-grc.com/downloads/>



Partnership

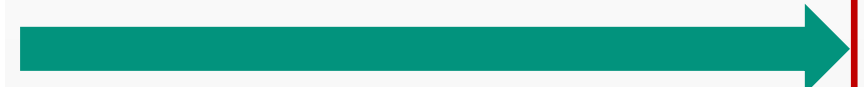


10

**Altor Enclave Formation**

- Expert E2E delivery definition
- Client Topic priority controls
- CMMC - scoring

**TRL 3 and CMMC Scored**



Pre-Revenue

**ALTOR<sup>GRC</sup>**

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- Original Investment Capital is needed to cover First 18 Months of Operations \$9,500,000

- Tranche Funding can be facilitated, scheduled and timed
  - Added risk as the build cost is front end loaded
- First client onboarding at 6-8mos
- Request Proforma via: [info@altor-grc.com](mailto:info@altor-grc.com)

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

- Equity starts at 26.5% for \$9.5m
- Most investors have Capital funds cover initial Altor Compliance/Certification, payroll, contracts & R&D (Laws, Compliance & Response)

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

## Altor<sup>GRC</sup>'s Data Enclave<sup>®</sup> Formulary Revenue Paths:

- **Multi-Country Payroll – GSA ready NIACS 541214**
- **Data Enclave<sup>™</sup> Portal**
- **Altor E2E** - Altor Built and Managed Production
- **Guided Implementation** – Client Built with Altor's Guides (could afford licensing), client Managed Production
- **Altor Services:**
  - Data Solution Architecture
  - Diligence Reports
  - Ask the Expert(s)
  - GRC Consultation
  - Innovation Uplift Service
  - Government Subcontracted

Our mission is to provide industry with the ability to return their focus to their core business by minimizing GRC distractions. To obtain this goal our expression is architected Automated Integration of ALL Cyber Resiliency topics. We carefully define criteria that is practiced thru our entire supply chain and is evidenced based.

Our continued success stems from the knowledge that:

**“In the company of others, we do our best work™”**

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Cynthia Hennig  
President  
email: [hencyl@altor-grc.com](mailto:hencyl@altor-grc.com)  
contact: +1 (972) 385-8908

Multi-Country Payroll Processing Inquires: [finance@altor-grc.com](mailto:finance@altor-grc.com)  
NAICS 541214 GSA ready

# Thank You

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## Seeking Funding and Early Clients; join our journey

**ALTOR-GRC, Inc.**

Additional Detailed Information: <https://Altor-grc.com/downloads/>

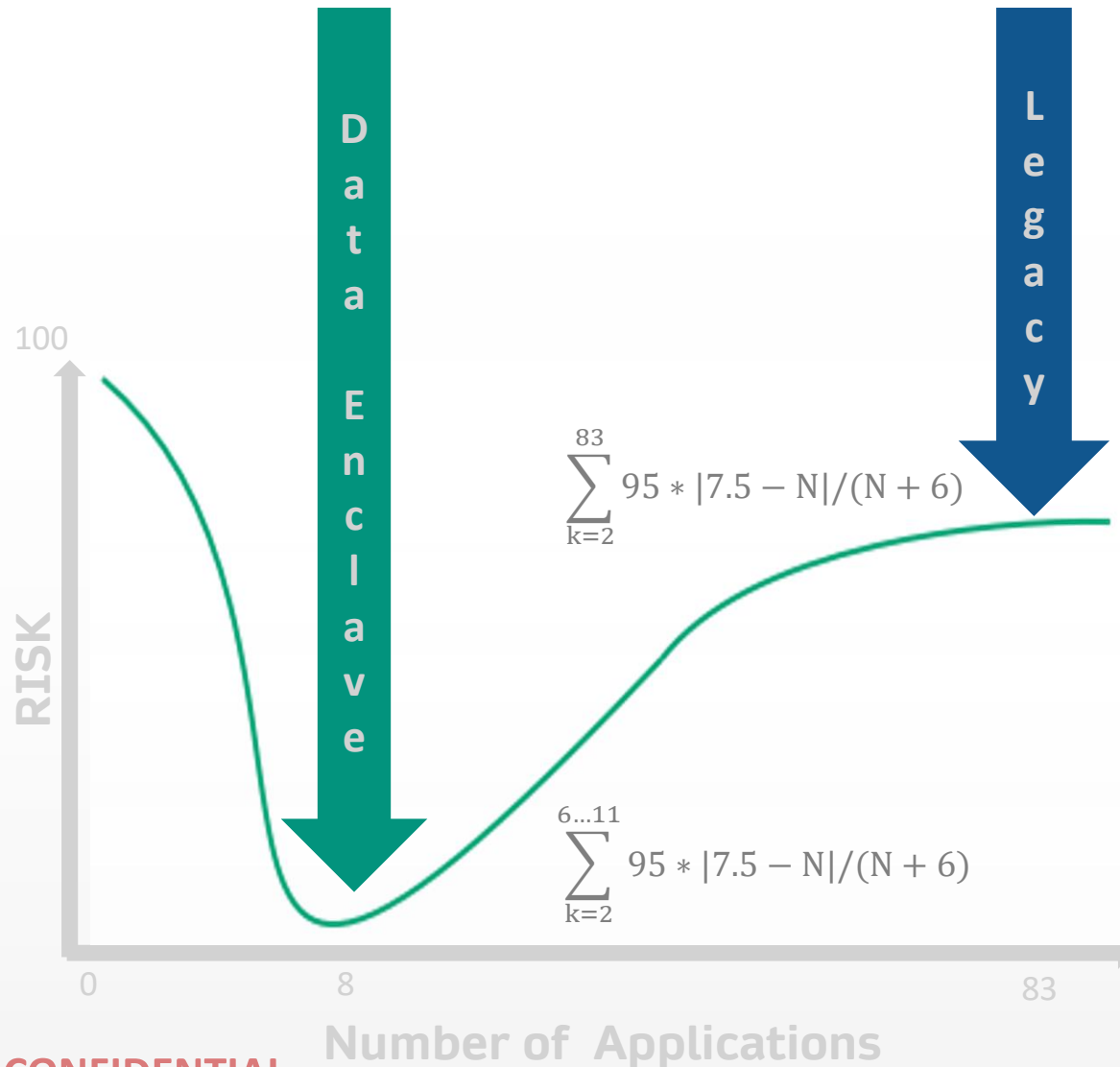
Requests: [info@altor-grc.com](mailto:info@altor-grc.com)

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# Security Technology Risk Curve - TPRM

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## Top Challenge: Security/Privacy Vendor Sprawl:

- Security GAPS
- Increased costs, risks, fines, audits
- Shadow IT expansion
- Inefficient procurement processes - TPRM

(Source: MIT Technology Review, Going Lean: How Vendor Consolidation Creates Big Gains, June 2020)

## Benefits of Security/Privacy Vendor Reduction:

- ✓ Reduced total IT budget by >40%
- ✓ Decreases Audit by >40%
- ✓ ~Zero Data Breach and Reputation Impact
- ✓ Removal of Marts, Lakes, Warehouses
- ✓ Enhanced processing and reporting
- ✓ Data, Industry, Application, BI Agnostic

(Source: Gartner, Drive Cost Optimization and Efficiencies With IT Vendor Portfolio Rationalization, May 2017)

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# Industry - 80 Years of Evolution

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## Competition for the Business Enterprise Financial Budgets

In the past 30 years of IT Architecture these 5 topics have evolved thru vertical software (SW) products with disparate data languages. The focus has been on vendor sales and profits, not the benefit of the Business Enterprise specific IT needs. Altor removes the vertical Software silos so that the Enterprise can clearly “know” how to control spend with the greatest value to the Enterprise.

### ***Accounting and Audit Practices***

Accountants are the “experts” for financial audits working from the time and material profit model. Altor leverages *topic* “experts” for audit of; security, standards, laws, processes, technology, etc.? Profound savings are realized in both cost and time when topic “experts” are engaged with performance accountabilities.

### ***Business Processes***

The evolution of business and its technology use has been a spending tug of war. Integration of business processes with systems affords IT simplicity, controls costs, and ensures business processes drive IT change in a DMAIC model.

### ***Technology Complexity and Security***

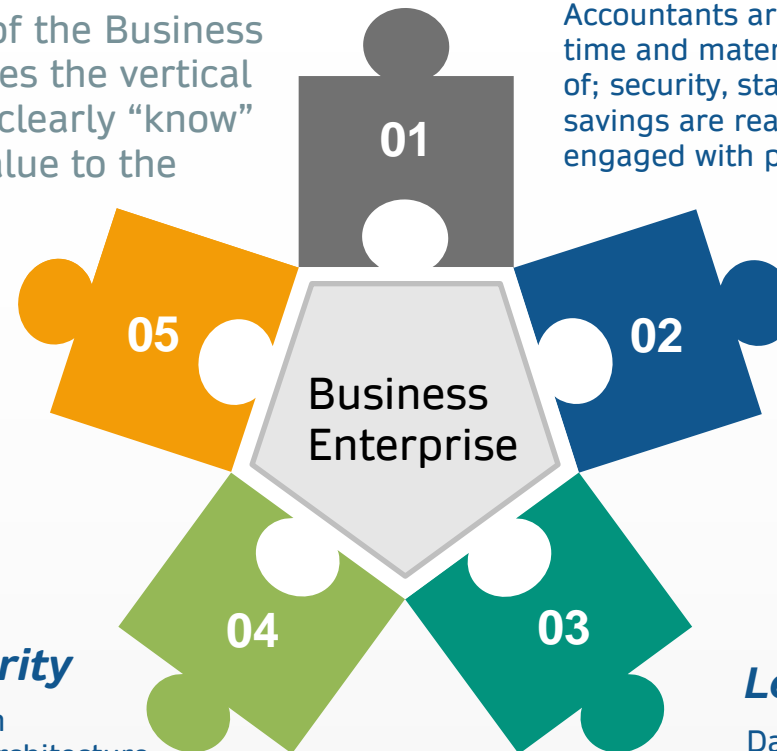
During the past 30 years technology has been an escalating arms race. The proper data solution architecture will reduce surface risk exposure and deescalate the security wars providing simplification.

### ***Industry Standards/Certifications***

They number in the thousands. A Security Consolidated Framework ensures that the business enterprise prepares once and files for many. This approach ensures that audits are cost/time efficient. Integration with updated Enterprise data Solution Architecture configuration ensures human errors are reduced and systems prompt for maintenance and compliance rather manual or BOT workflows.

### ***Legal Regulations***

Data Privacy Laws (DPLs) emerge frequently with no end in sight. The key is “Data”. Altor builds data solution architecture in a new way becoming immune to this topic via business-driven change management.



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# Altor<sup>GRC</sup> Data Enclave<sup>TM</sup> Formulary

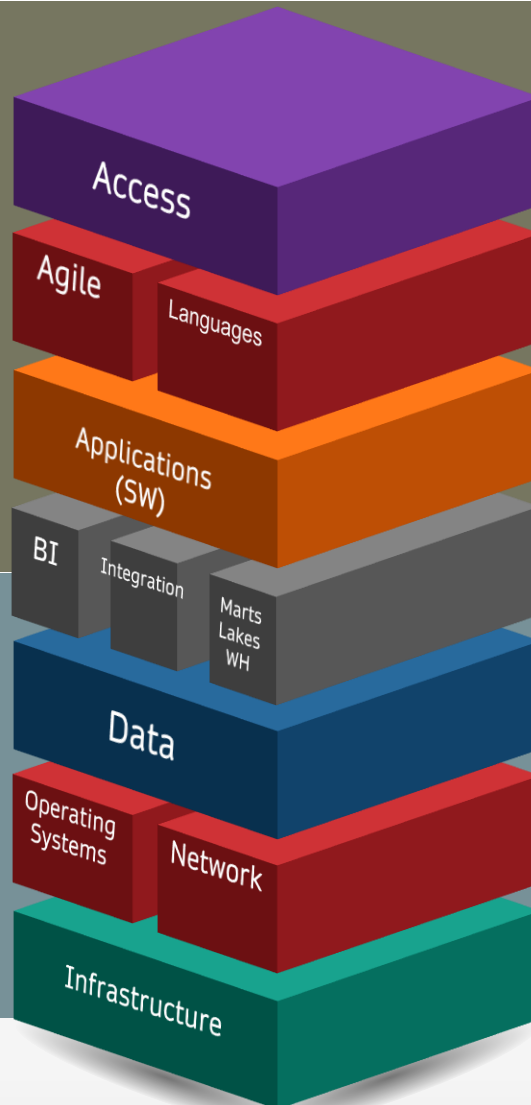
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## IT Modernization

Driven by 30 years of Shareholder Capitalism focus has been on business software applications, foundation layers were neglected.

Client applications remain the same in the delivery, no disruption.

Altor goes back to the earlier R&D model of all layer inclusion. This affords configuration and continuous controls driven from Infrastructure through end points.



Security from Configuration to End Points

Change from Business

## Implementation

- Client industry standards, certifications and compliance requirements are reviewed. Client vendors are reviewed.
- Client determination of approach and related delivery and services.
- Selection of client App/Data for approval test with plan for rollout completion are defined. Client permissions are provided.
- Client Test Approval with plan refinements based on findings.
- Next steps are based on client approach and related delivery services made earlier with refinements based on approval.
- Full implementation in 6 to 8 months based on client size and preference.

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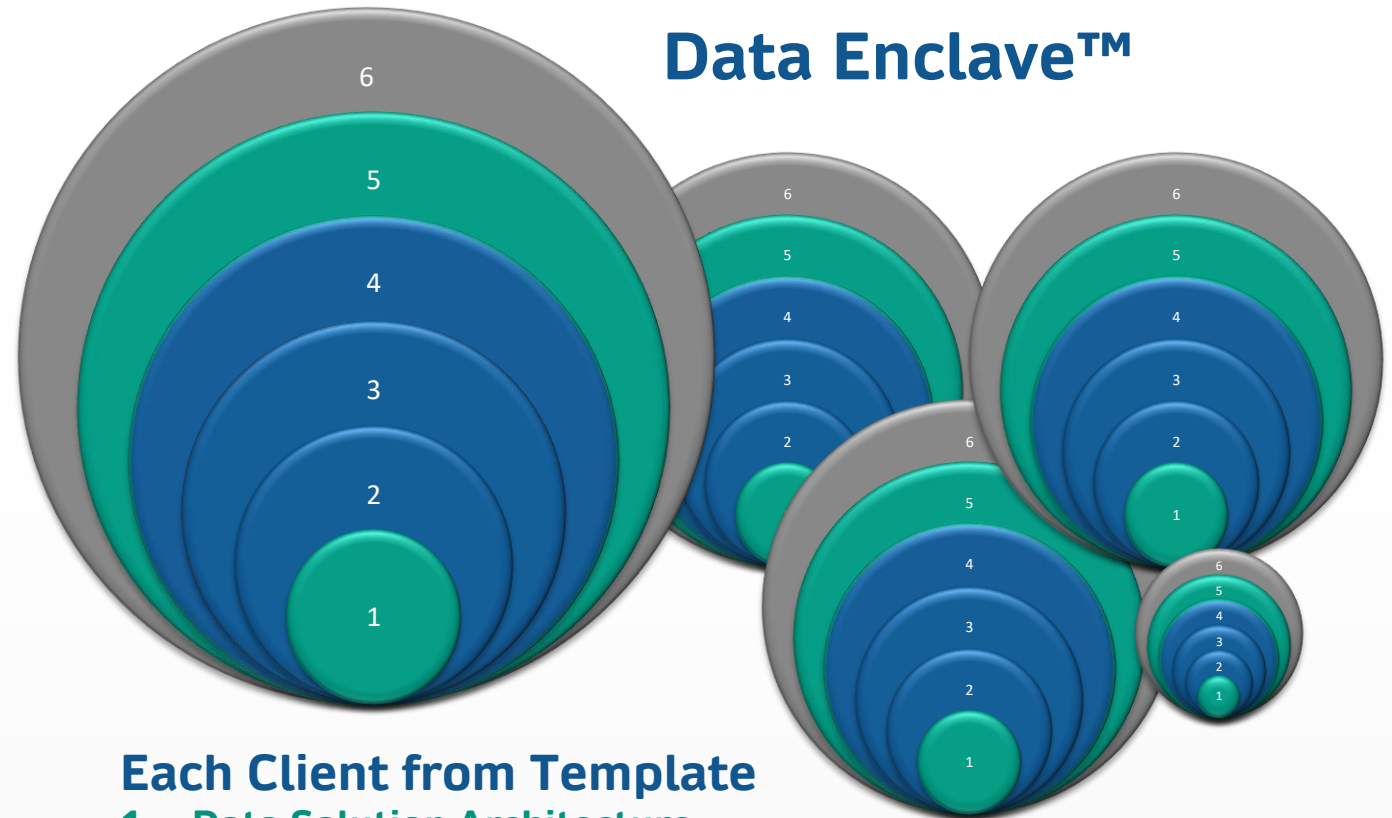
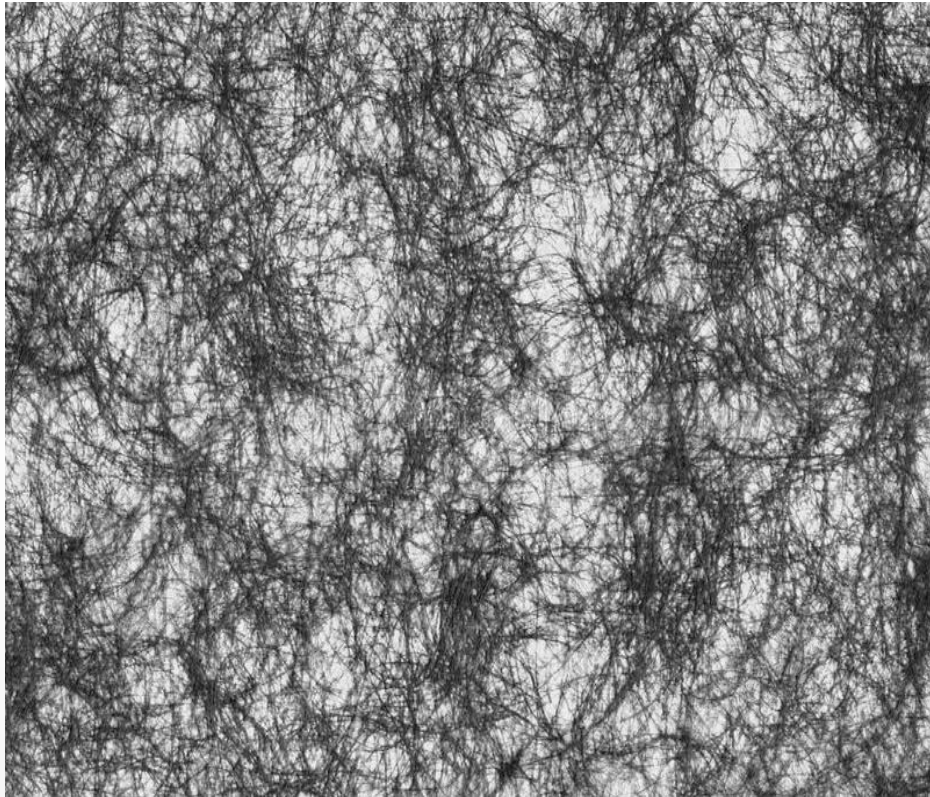
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# Data Enclave™ Formulary Solution

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## Today's IT System Structure



### Each Client from Template

1. **Data Solution Architecture**
2. Client Specific Stds; HIPPA, CMMC, PCI, ISO, NIST, etc.
3. Data Privacy Laws; CCPA, EU GDPR, etc.
4. Vendor Mgt w/TPRM for Cyber and Privacy w/CMMC
5. **Integrated SOAR w/AI Controls**
6. **Business Process Integrated Change Mgt - DMAIC**

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# Product/Service/Formulary

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## Revenue Generation and Formulary

### Altor<sup>GRC</sup>'s Data Enclave<sup>®</sup> Formulary Delivery:

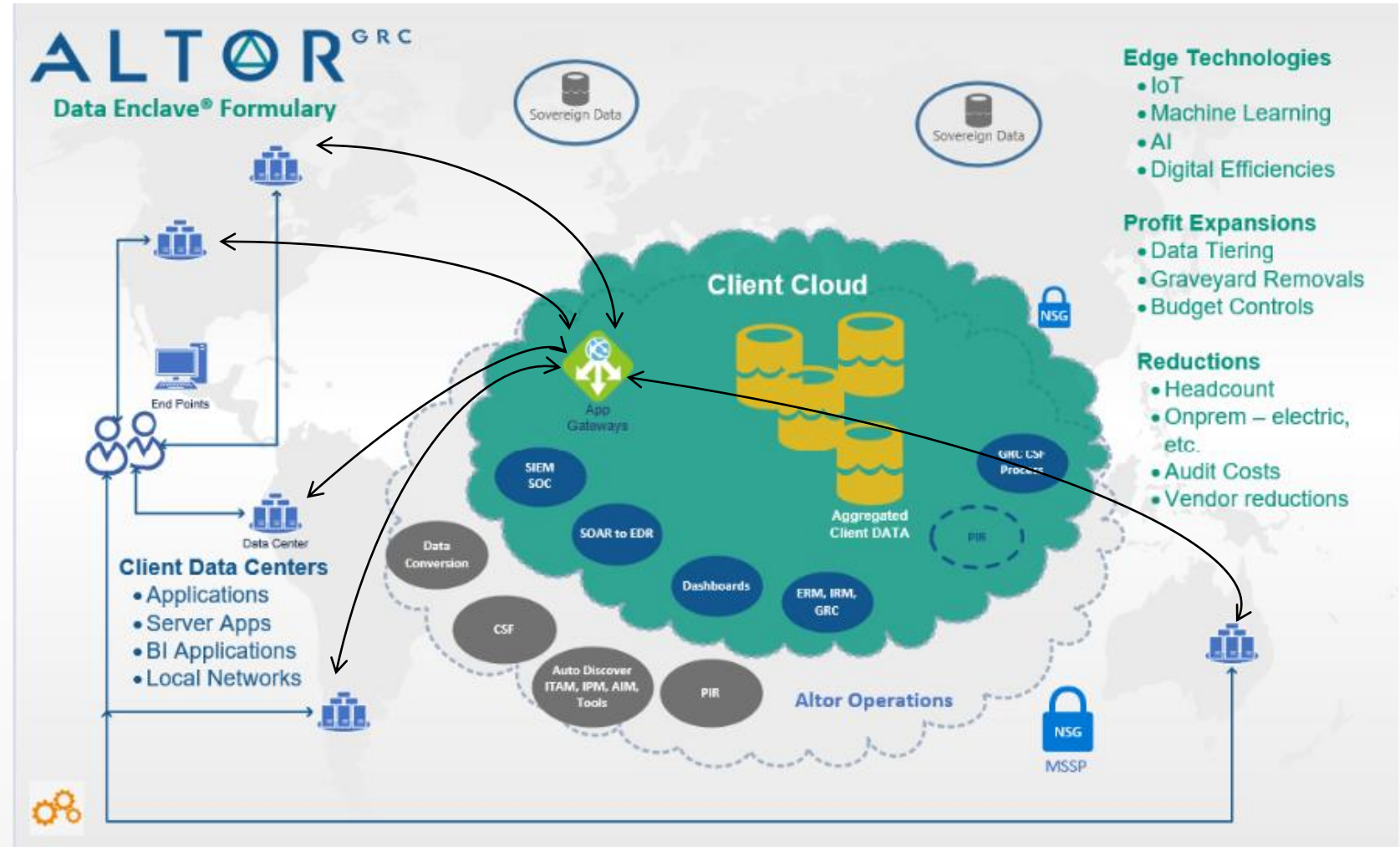
- **Altor E2E** - Altor Built and Managed Production
- **Guided Implementation** – Client Built with Altor's Guides (could afford licensing), client Managed Production
- **Altor Services:**
  - Data Solution Architecture
  - Client Support
  - Ask the Expert(s)
  - GRC Consultation
  - Innovation Uplift Service

### Legend

Gray Ellipse – One-time client setup

Blue Ellipse – Client selected vendor(s)

Gold - Client Data Solution Architecture



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