



# Sales Presentation

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**EXISTING APPROACHES  
TO PROTECTING DATA  
AREN'T WORKING**

**WE NEED A NEW  
APPROACH XQ**





**XQ** is the first and only solution enabling self protecting data.

XQ is a cybersecurity technology that encrypts and routes data to/from devices like mobile phones, IoT, and connected devices, at the “edge” of the internet.

Lightweight and highly secure, it delivers end-to-end data protection even to devices and apps that have no ability to do so natively.





“Data is the world’s new natural resource. It is the new basis of competitive advantage, and it is transforming every profession and industry.

If all of this is true — even inevitable — then cyber crime, by definition, is the greatest threat to every profession, every industry, every company in the world.”

- *Ginni Rometty Former IBM CEO*



✘✘✘ By 2025, the data universe will consist of 175 zettabytes. That's 175 Trillion gigabytes.



IoT devices including Sensors in our Bodies, Homes, Factories and Cities



5G Networks & Communications



Autonomous Vehicle and SMART infrastructure

As companies adopt digital transformation, data will be stored increasingly in the cloud. Sharing this information across the digital interface, both internally and externally, significantly increases the cyber threats facing the enterprise.





# CYBER BREACHES COST COMPANIES REPUTATION & MONEY

**\$10.5 T**

2025 Global Cybercrime Cost

**\$8.19 M**

Average cost of each data breach  
for US organizations

**280**

Average amount of days to  
detect and contain a data breach



❖❖❖ CYBERCRIME REPRESENTS THE GREATEST WEALTH TRANSFER IN HISTORY



COLONIAL PIPELINE CO.

**EQUIFAX**

**CWT**



**Adobe**

**Capital One**

**BRENNTAG**

**LinkedIn**

**Marriott**  
INTERNATIONAL

**yahoo!**

JPMORGAN CHASE & Co.

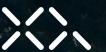
\*Victims of cybercrime







**PERMIMETERLESS  
ZERO-TRUST  
LETS DATA TRAVEL  
ANYWHERE SAFELY**

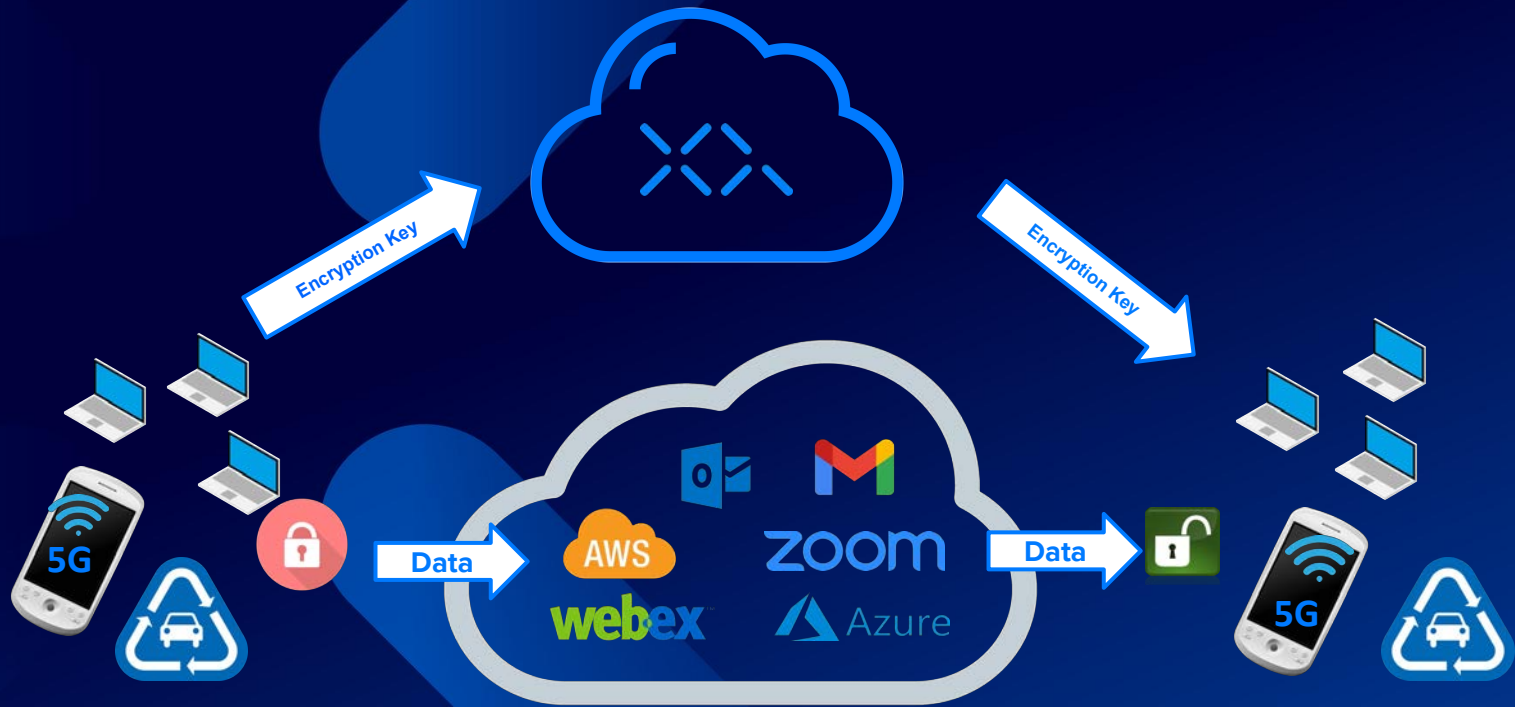




# XQ SOLUTION

Securely manage and protect data wherever it resides.

XQ offers encryption as a service and allows applications to easily incorporate a perimeterless zero trust solution with quantum resistant cryptography.

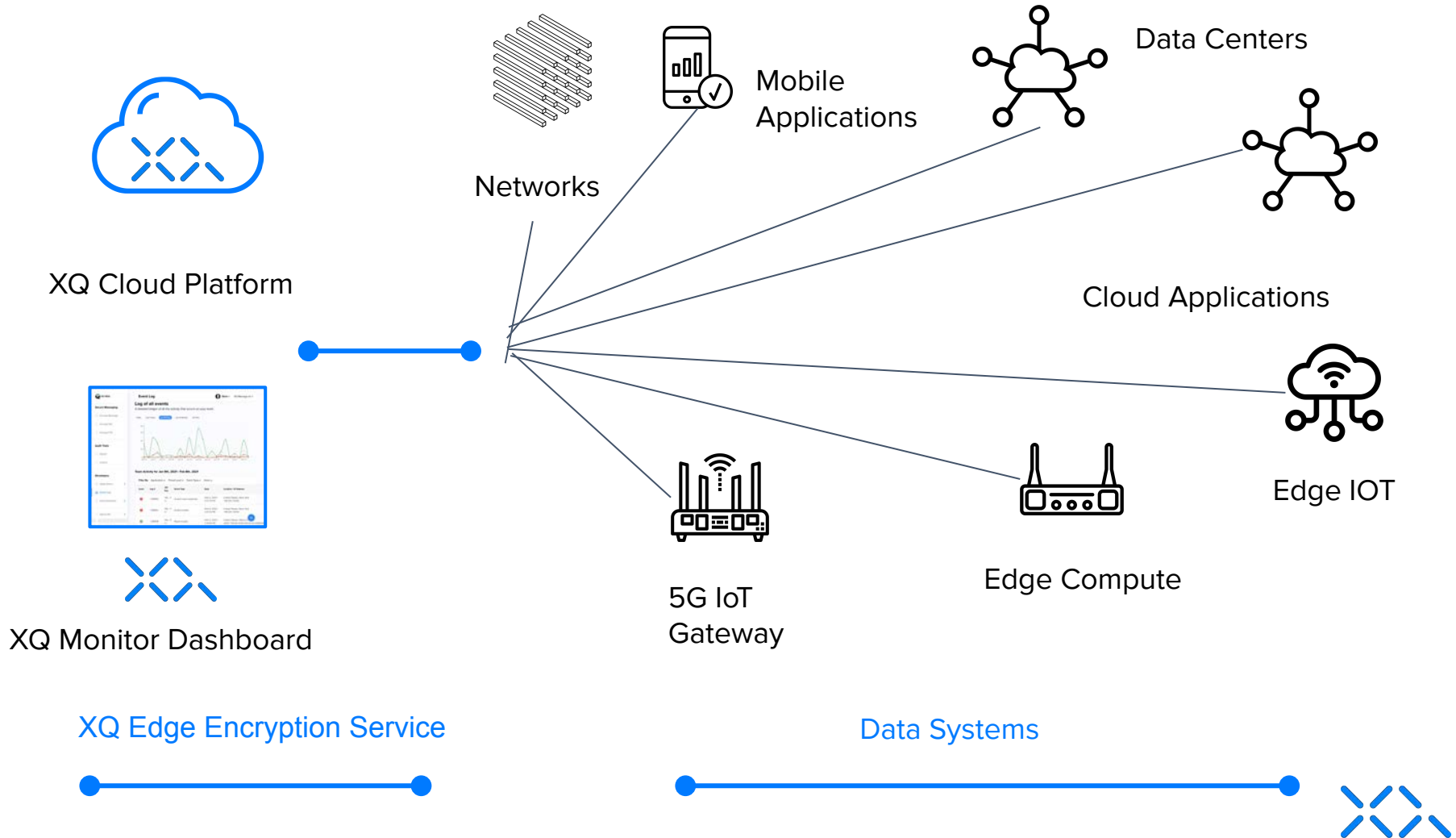


Our SDK & APIs enable business to integrate data security into their applications.



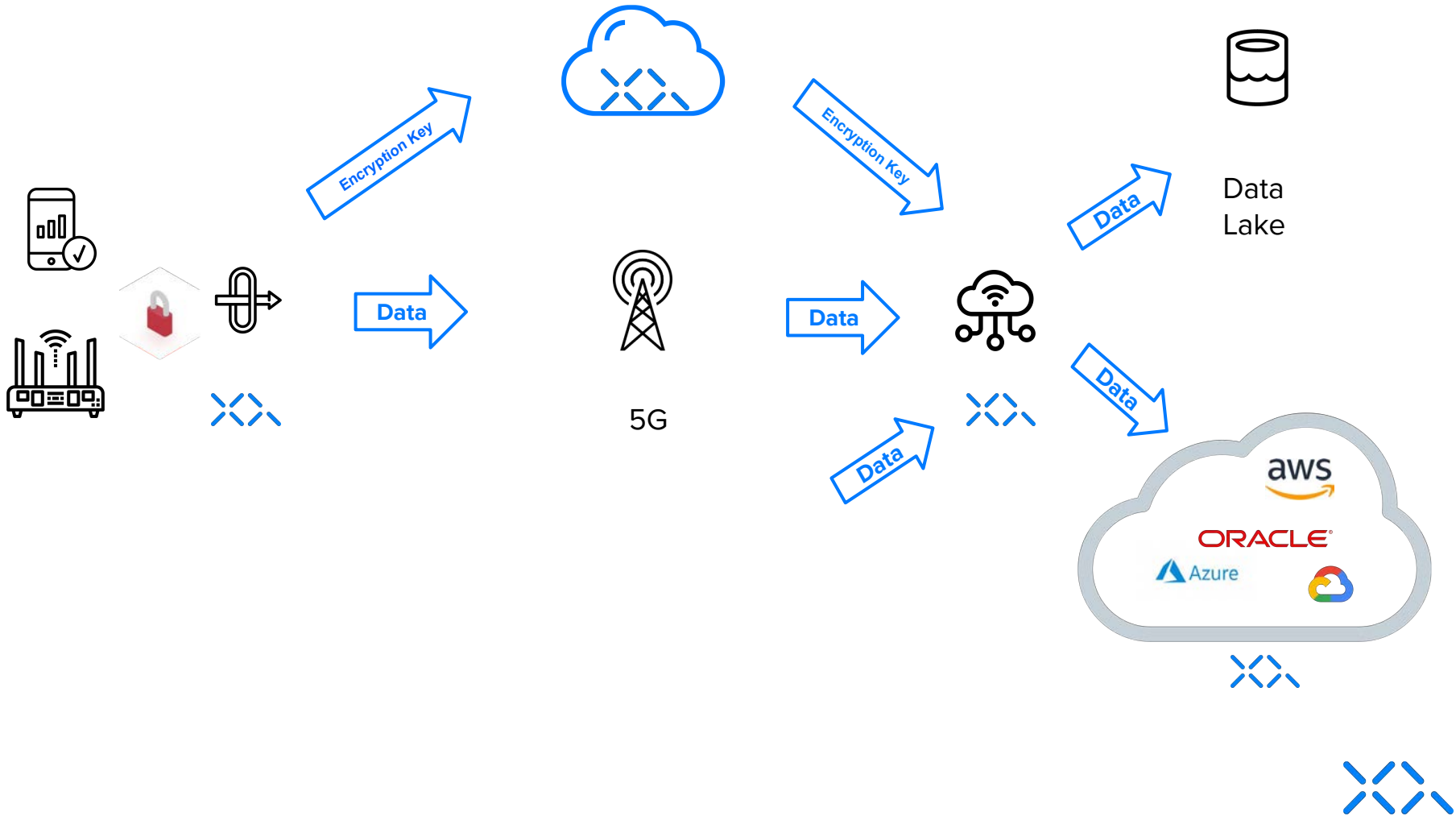
# XQ PROVIDES EDGE TO EDGE SECURE CROSS PLATFORM DATA VIEW

Premium Secure Service Providing Extended Trust Edge to Edge





# EDGE TO CLOUD TO SECURE DATA WORKFLOW

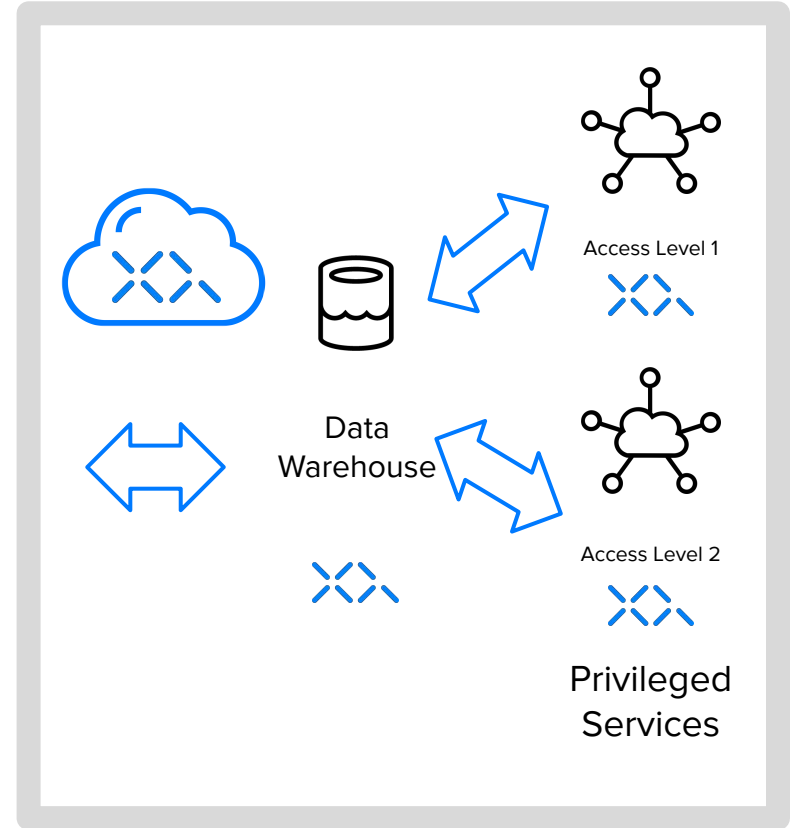
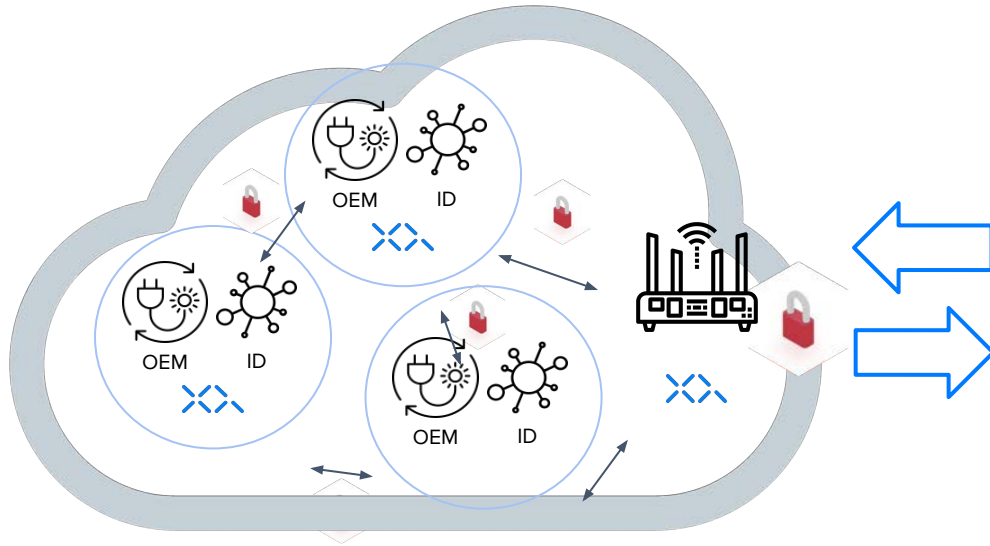


# Example System XQ Integration Points

Secure Area Cloud Network

Cloud Platform

Mesh Network





# TECHNOLOGY DIFFERENTIATORS

1. Cross Platform Zero Trust

2. Data Ownership + Provenance

3. Quantum Safe + Crypto Agile

4. Geolocation + Identity Compliance Logging



Built for Scale Distributed Architecture



# SOFTWARE + SECURITY

*Security Designed into Software from  
the Ground Up*



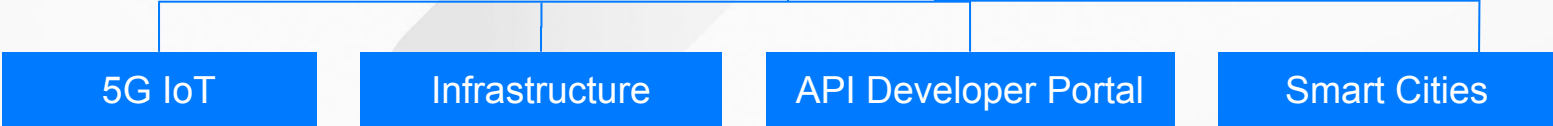




# DEVELOPER FIRST MODEL

XQ is following a developer first model by allowing developers to easily encrypt all of their data with a few lines of code and integrate directly into applications.

## XQ Developer Program For Our Data Protection API



5 G Z O N E  
INDIANA | POWERED BY NINETWELVE



*Hoolva*



# REVENUE MODEL

## Encryption as a Service Pricing Model

COST EFFECTIVE PRICING FOR SMART CITIES, IoT & ENTERPRISES

### BUSINESS & IOT SaaS

PER IDENTITY

**\$12**

BASE ANNUAL SUBSCRIPTION

*Each account or endpoint that is tracked is charged including employees, vendors, sensors, devices and customers*

*Includes SaaS tracking dashboard*

### ON PREMISES

250,000 IDENTITIES

**\$250,000**

BASE ANNUAL SUBSCRIPTION

*Enterprise Key Management.  
On-site deployment to enterprise's servers*

*Tiered pricing at scale*

XQ charges for each endpoint we secure.  
The endpoint can be a human, application or a device





Commercial Space

Secure Fiber / Networks

Secure Energy

Secure Video Chat

High Performance Computing

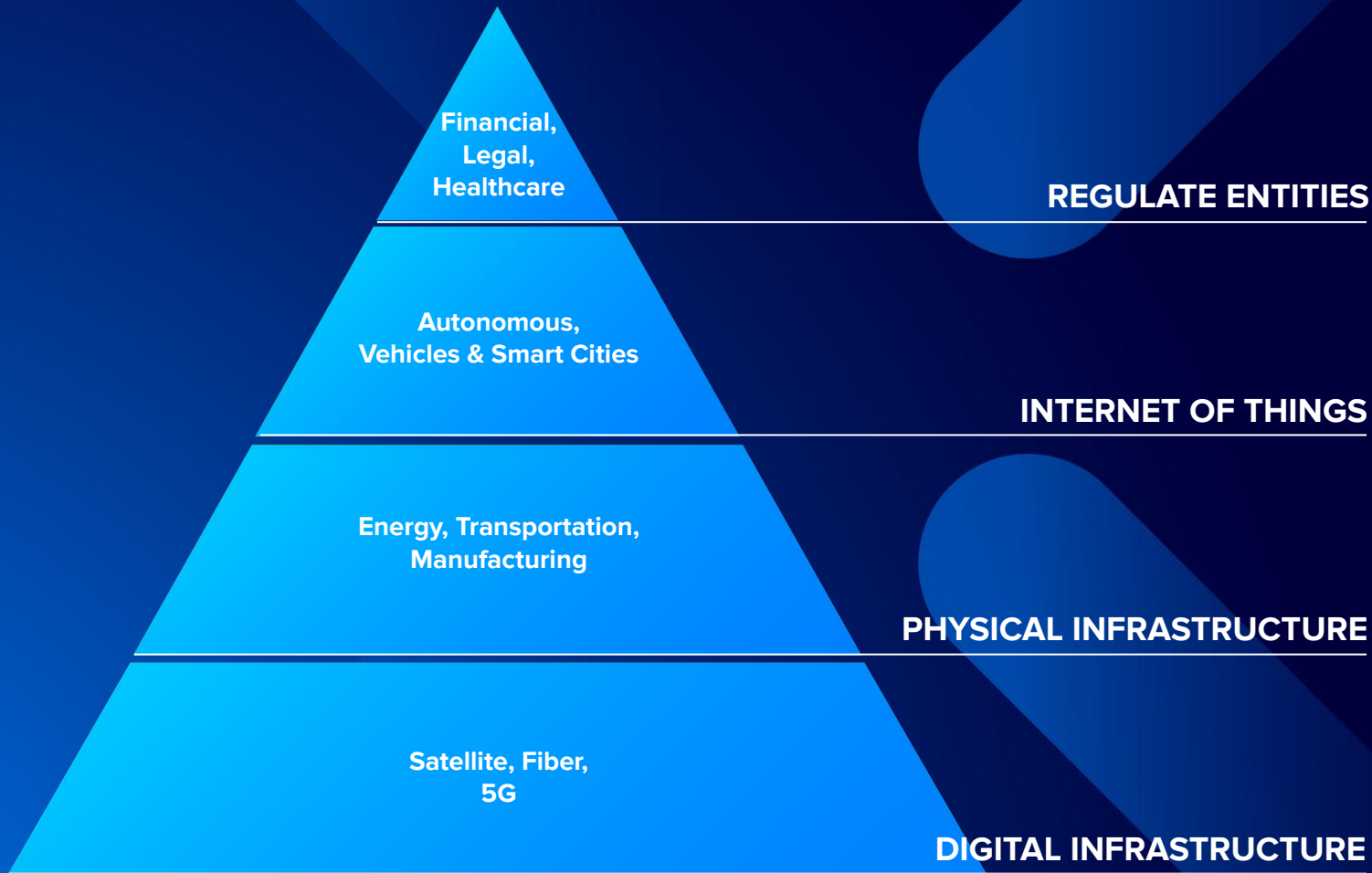
State & Local Municipalities

5G



# BIG PICTURE

Through perimeterless zero trust, XQ's self protecting data powers secure connection and sharing for all data that will drive the fourth industrial revolution



32 Trillion Dollar Market Opportunity



**DATA WILL DRIVE  
THE SMART ECONOMY  
XQ WILL PROTECT IT**





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# TEAM

Security meets Execution & User Experience

Founders



**BRIAN WANE**  
CEO

15+ Years Product  
Dir. of Digital, Intel  
CPO, Series X  
CEO, Game Cloud

**JUNAID ISLAM**  
CTO

30+ Years Security  
Cisco, Verizon, DoD  
SDP, MPLS  
NSC

**KELBY PRICE**  
CORP DEV

Top 10 Women in Tech in Canada 2017  
Data Monetization Expert  
Sales, Marketing & Strategy  
IROptimizer, Plow, CannaVerse

**MARK BARBER** PHD  
PRODUCT

8+ years Product  
Product Management expertise in:  
Smart Cities, Blockchain, Digital  
Workspace & Education  
Technologies





# EXECUTIVE ADVISORY BOARD

Senior Management



**CLEVE ADAMS**  
WEBSense



**ALAN BOEHM**  
CIO P&G / COKE



**BOB FLORES**  
EX CTO CIA



**Chuck Fullerton**

White House (WHCA)  
Director of Network Operations



**Keith Palumbo**

Cylance  
VP Legal



**Dan Cybulski**

Cloud Expert

