

[Hai:ku]

— CYBER RANGE —

Cyber Training For The Masses



Justin Parker
Director, Haiku Cyber Range

Current State of Global Cyber Security

19

\$2.1T

39 Secs

Minutes

300K

444K

Global cost of data breaches

Cyber attack frequency

How long it takes Russian hackers to infiltrate a network

New pieces of Malware created, daily

Ransomware attacks in 2018

There are currently projected to be 3.5M unfilled cyber security jobs by 2021

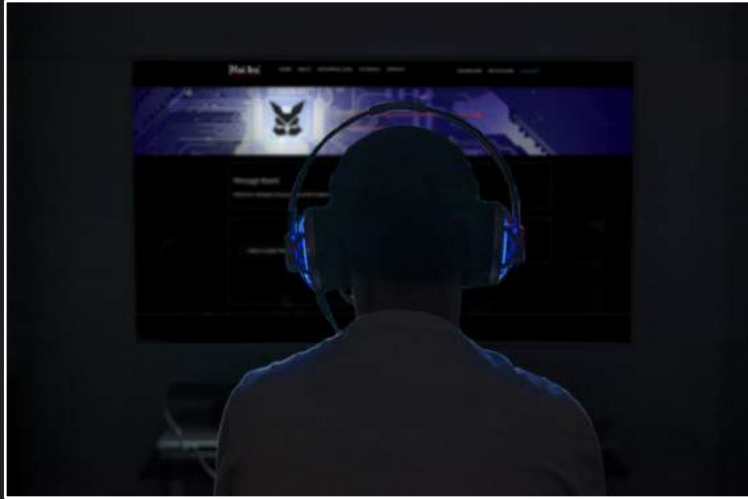
Corporate Experience

- 2004 - Won first Prime Cyber Security Support Contract
- Has held 7 Prime Government Cyber Security Contracts
- Performance encompasses all levels of CS
- Cyber Security Personnel encompass ~ 30% of current billable workforce
- Recognized by Govini as the #2 Cyber Security experts across the entire Department of Defense (DoD)

The Problem

- Traditional interviewing was not garnering favorable results
 - Education/Certification \neq Technical Capability
- Number of Cyber Security skillsets continue to expand
- Knowledge required to master a Cyber Security skillset continues to grow
- Unable to train personnel economically or safely
- Personnel geographically dispersed throughout the world

The Solution



- Cloud-based cyber security training solution accessible from anywhere with just a browser
- Using gamification, builds practical hands-on skills, specific to a cyber security career
- Tailorable and quickly adaptable
- Small development team

Differentiators

- Cloud-based
- Unlimited ability to scale
- Gamification
- Enterprise solutions

Examples of how customers have used the Haiku Cyber Range

- Environment Familiarization
- Red Team vs Blue Team
- Demonstrations
- Governance
- Product Testing
- Skillset Validation

Offerings

- Business to Consumer
 - Subscription based
 - Content is developed based on market demand
- Enterprise Solutions
 - Custom environment(s) for business, education, government, and military
 - Content is developed based on customer requirements

Customer Feedback

“The Cyber Range is a Huge Hit with the Sailors.” - CAPT Cassol, NAVWAR
PMW 750 (after quick 1 week turnaround for proof-of-concept)

“The Haiku range was a great platform for the Mayors’ Cyber Cup” Amy Tong,
CIO State of California

“Far better than the previous range that we used, and cheaper.” LCDR Peyton
Price, COMNAVSURFPAC

The Partners

- Amazon Web Services
- AttackIQ
- ESET
- NAVWAR PMW 750
- COMNAVSURFPAC
- COMNAVFORKOR
- San Diego Cyber Center of Excellence
- University of San Diego
- California Cyber Hub
- California Mayors Cup

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Q&A