OPPORTUNITY

USD 4.45M

**Global average total
cost of a data breach**

51% OF COMPANIES

**Plan to increase
security investments**

NS EDGE

THE PROBLEM

LONG MEAN TIME TO DETECT

LACK OF VISIBILITY & CONTEXT

3

NS EDGE

THE PROBLEM

HIGH COSTS & LACK OF SCALABILITY

INEFFECTIVE ANALYSIS

4

NS EDGE

SOLUTION

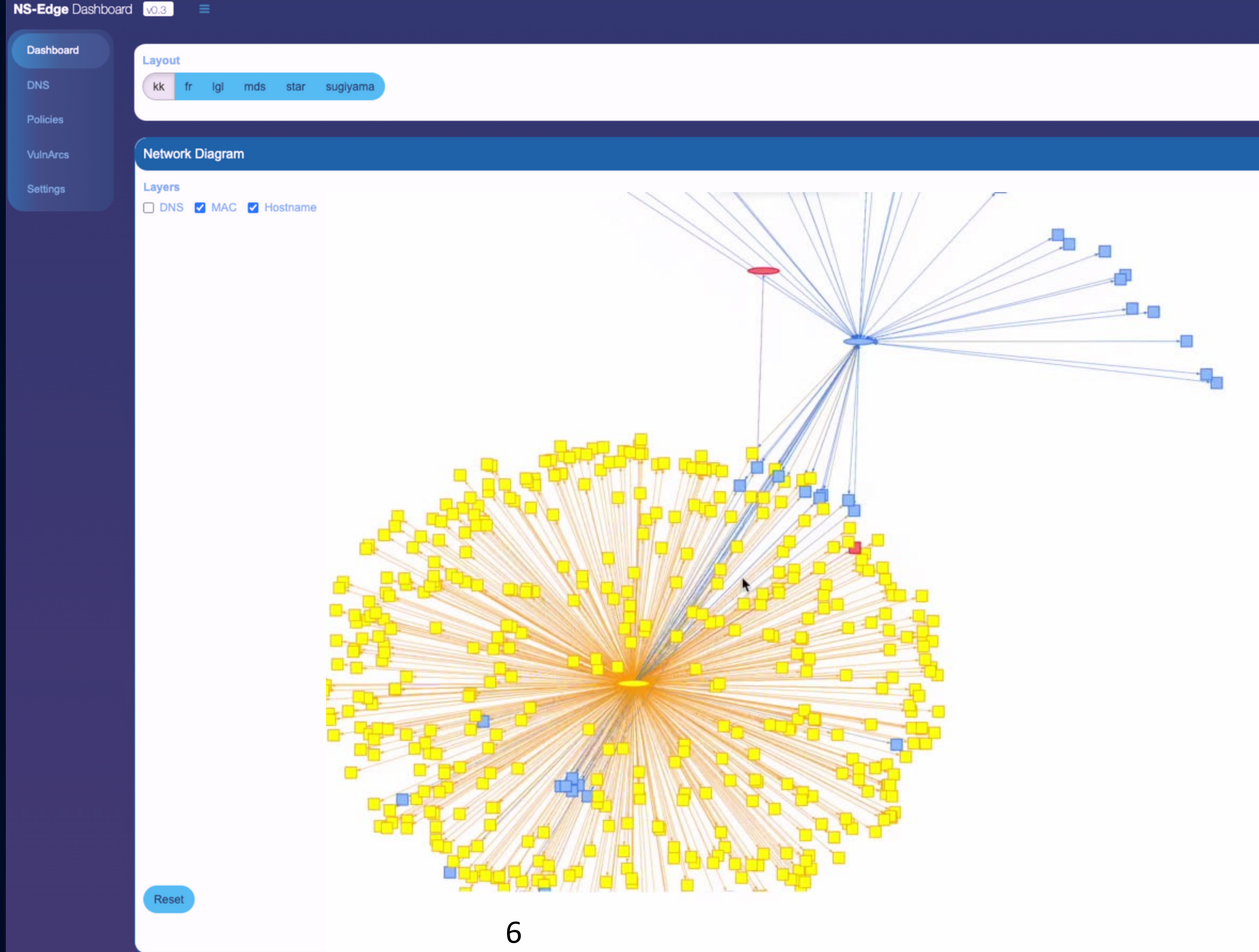## Predictive Generative AI

NS EDGE
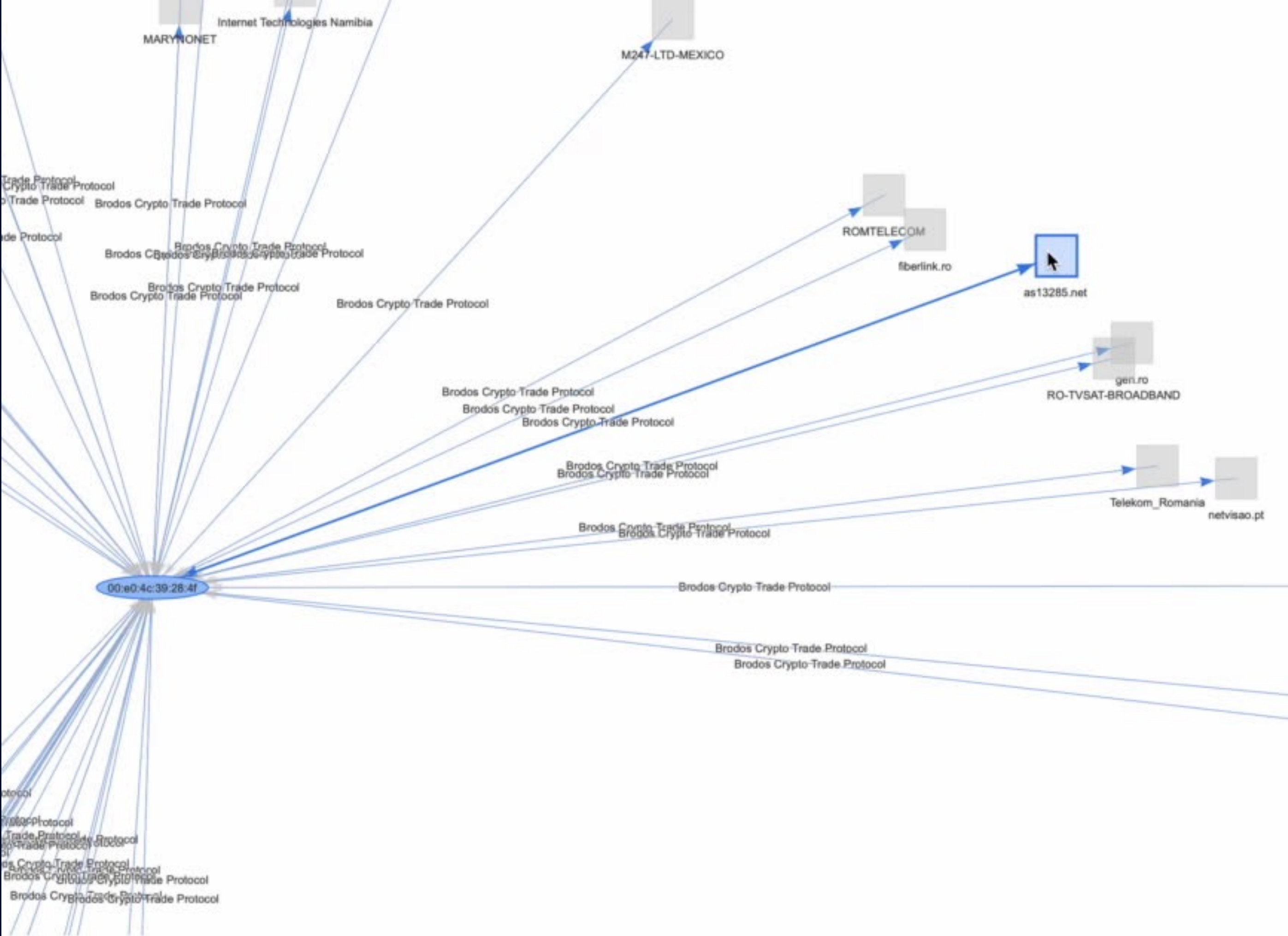
WHO?   WHAT?   WHERE?   WHEN?

Translates threats into human-readable format using graphs

Improved preparedness against Advanced Persistent Threats

Predicts probable ways of intrusion with Deep Learning

NS EDGE

NS-Edge Dashboard v0.3

Dashboard
DNS
Policies
VulnArcs
Settings

Layout
kk   fr   lgl   mds   star   sugiyama

Network Diagram

Layers
☐ DNS ☑ MAC ☑ Hostname

Reset

6

Just a click

NS EDGE

Enriched events not logs, reducing the volume by 1:1000 ratio

Show 10 entries   Search: [   ]

	network_transport	N	destination_hostname	destination_ip	destination_mac	lastseen	network_direction	source_hostname
1	TCP	15802	BatComputer.fios-router.home	192.168.1.73	18:31:bf:28:7a:e3	2023-11-13T04:38:21Z	0	verizon.com
2	TCP	2259	verizon.com	63.88.73.208	20:c0:47:fc:77:72	2023-11-13T04:38:21Z	1	BatComputer.fios-router.home
3	TCP	2259	verizon.com	63.88.73.208	20:c0:47:fc:77:72	2023-11-13T04:38:21Z	1	BatComputer.fios-router.home
4	TCP	15802	BatComputer.fios-router.home	192.168.1.73	18:31:bf:28:7a:e3	2023-11-13T04:38:21Z	0	verizon.com
5	UDP	1959	verizon.com	65.196.86.80	20:c0:47:fc:77:72	2023-11-13T04:20:05Z	1	BatComputer.fios-router.home
6	UDP	1255	verizon.com	65.196.86.83	20:c0:47:fc:77:72	2023-11-13T04:22:21Z	1	BatComputer.fios-router.home
7	UDP	9262	BatComputer.fios-router.home	192.168.1.73	18:31:bf:28:7a:e3	2023-11-13T04:22:21Z	0	verizon.com
8	UDP	14744	BatComputer.fios-router.home	192.168.1.73	18:31:bf:28:7a:e3	2023-11-13T04:20:05Z	0	verizon.com
9	UDP	121076	BatComputer.fios-router.home	192.168.1.73	18:31:bf:28:7a:e3	2023-11-13T04:29:29Z	0	verizon.com
10	UDP	52059	verizon.com	65.196.86.84	20:c0:47:fc:77:72	2023-11-13T04:34:31Z	1	BatComputer.fios-router.home

Showing 1 to 10 of 18 entries

Previous 1 2 Next

MARYNONET
Internet Technologies Namibia
M247-LTD-MEXICO
gen.ro
AT-BROADBAND
Telekom_Romania
netvisao.pt
Brodos Crypto Trade Protocol

NS EDGE

ROMGAZ USE CASE

OBJECTIVES

Enhance the resilience of the internal infrastructure network.

Increase preparedness against DDoS and Advanced Persistent Threat (APT) attacks.

Gain a comprehensive understanding of the connections between network endpoints.

Improve the capacity for processing large volumes of security logs to enable real time threat detection.

OUTCOME

Efficient Data Processing:

Utilizing cutting-edge technology to process large volumes of data efficiently, with minimal resource utilization—comparable to a standard laptop. This resulted in minimal CPU (10%) and RAM (30%) usage, significantly reducing operational costs.

Storage Optimization:

Drastically reduced the need for storage capacity by a factor of 1000, enhancing manageability and cost-effectiveness.

Real-Time Threat Detection and Behavior Prediction:

Enabled real-time detection of Advanced Persistent Threats, providing clear visibility into targeted endpoints. The predictive analytics feature assesses the behavior of each machine on the network, enabling proactive issue management.

Dynamic Infrastructure Mapping:

Employs sophisticated AI to dynamically map the entire network infrastructure, offering real-time visualizations of how each machine connects with the external world. This capability ensures that any potential vulnerabilities can be identified and addressed swiftly.

Dynamic Firewall Integration:

Utilizes processed data to dynamically update the Firewall's Access Control List database, thus enhancing network defense responsiveness.

Reduced Environmental Impact:

Significant reduction in the carbon footprint associated with security monitoring operations.

NS EDGE

Pilots to become Contracts by Q3 '24 ($500K ARR)

Multi-billion OIL & GAS company
National Security Operation Center
Precisio
Pago
SendSMS

NS EDGE

Lightning-Fast Threat Detection

Scalability + 50,000 GB/day

Lower Total Cost of Ownership

Lower carbon footprint

11

COMPETITIVE ADVANTAGES

NS EDGE

Competition

	NS EDGE	EDGE DELTA	CROWDSTRIKE	DATADOG	SentinelOne	splunk> a CISCO company	CyberRes by opentext
AI ENHANCEMENT	★★★★★	★★★☆☆	★★★☆☆	★★★★★	★★★☆☆	★★★★☆	★☆☆☆☆
THREAT DETECTION (Speed)	★★★★★	★★★☆☆	★★★★☆	★★★☆☆	★★★★☆	★★☆☆☆	★★★☆☆
SCALABILITY	★★★★★	★★☆☆☆	★★★★☆	★★☆☆☆	★★☆☆☆	★★★☆☆	★★☆☆☆
DASHBOARD	★★★★★	★★★☆☆	★★★☆☆	★★★★☆	★★☆☆☆	★★☆☆☆	★★★☆☆
DEPLOYMENT & DATA HOSTING	★★★★★	★★☆☆☆	★★☆☆☆	★☆☆☆☆	★★☆☆☆	★★☆☆☆	★★★☆☆
CAPABILITIES	★★★★★	★★★☆☆	★★★★☆	★★★☆☆	★★★★☆	★★★☆☆	★★★★☆
COST OF OWNERSHIP	★★★★★	★★☆☆☆	★★☆☆☆	★★☆☆☆	★★☆☆☆	★☆☆☆☆	★★★★☆

NS EDGE

How we will grow

Direct Sales

Channel Partners

Resellers

Primary Industries

Energy

Fintech & Banking

Insurance

IT&C

Target Markets

USA

CEE Region

Middle East

A growing Market (Year 2030)

$115B

Market value of observability and security analytics

$150M

NS EDGE target Share of Market

14

NS EDGE

Business Model – SaaS

$0.75 /GB/day

Pricing based on volume of data processed
Pricing similar with cloud providers

or

$135k

License per log source

+$250k/year

**Targeted Average Revenue
Per Customer**

15

NS EDGE

Round 1 of Financing

USD 2,500,000

To fund:

Sales & Marketing,

Channel Partnerships

NS EDGE

TEAM

James E. HARRIS, CEO and Co-Founder

- Previous Senior Official at **FBI Cyber Division** and the Counterterrorism Internet Operations Section
  High skills in developing **AI algorithms** and **20+ years** of experience in cybersecurity
- **Successful exit**, **Cybersecurity startup Eunomic, Inc.**
- Distinguished Engineer (Fellow) at Fortune 100 financial company

Alina STEFAN, CSO

- Previous Country Director: Native Teams, Azimo, Medijobs
- Board Director (Start-ups & Scaleups Romania & US)
- **+12 years expertise** in Strategy, Sales and Marketing, Fundraising, Business Consulting- in Europe and US

Alexandru CIOFLAN, COO and Co-Founder

- **12+ years** of experience in project management with **8+ years focus on IT industry**
- Previous B2B export specialist at CN Romtehnica SA, a Romanian Ministry of Defense company
- Co-Founder and Managing Partner of Antikythera LLC, a US based Cybersecurity Advisory company

Anca Burke, CGO

- **15+ years** of management, business development and strategy expertise
- Results oriented, with a **strong track record of developing relationships and partnerships with Fortune 500** companies, VCs and PE funds
- **Significant international experience** and a global perspective to the teams she leads

Dorian MIHAI, CTO and Co-Founder

- **+10 years** of IT experience in various roles
- Worked as Systems' Engineer for both public and private entities
- Consulted for The Romanian Romanian Chamber of Deputies

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AI-POWERED CYBERSECURITY OBSERVABILITY

Join us in transforming cybersecurity

For Q&A / Demos
Email: alex.cioflan@ns-edge.com