A	MERICAN BINARY		
ENDURINO	<b>G DIGITAL SEC</b>	CURITY	
NETWORK INFRASTRUCTURE P	RODUCTS FOR A POST-QUANTUN	A ENCRYPTED WORLD	
¢	2023 Ambit, Inc. dba American Binary		







# Companies will become vulnerable to quantum attacks **as early as 2025** according to policy changes from **the NSA**

### THE SOLUTION



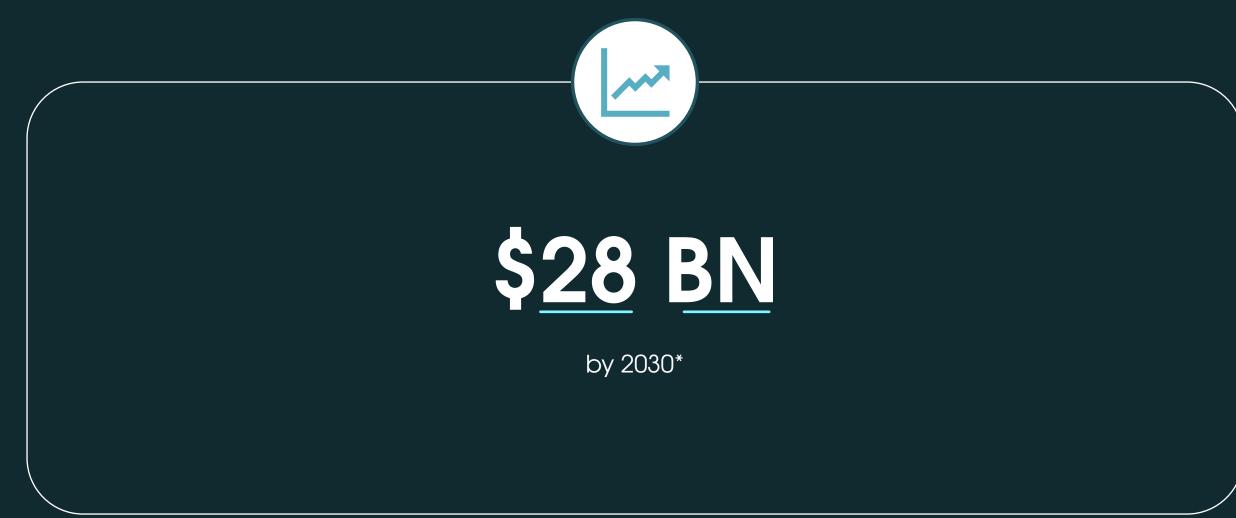


#### A quantum resistant **network infrastructure**

#### that makes the transition **easy**

### ENTRY MARKET SIZE: HEALTHCARE + FEDERAL





#### Fortress Core | Overview



**BEFORE** OUR SOLUTION

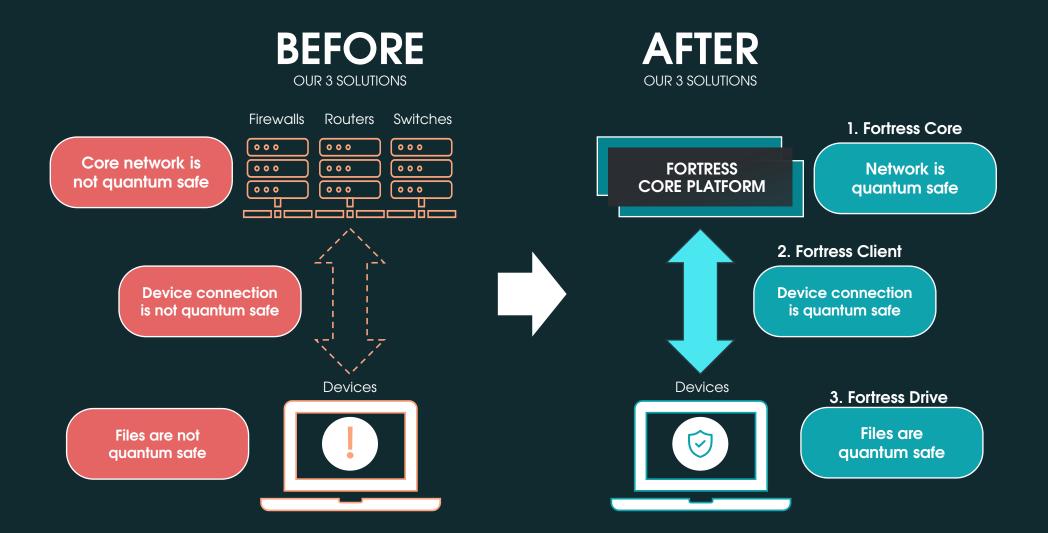
Routers

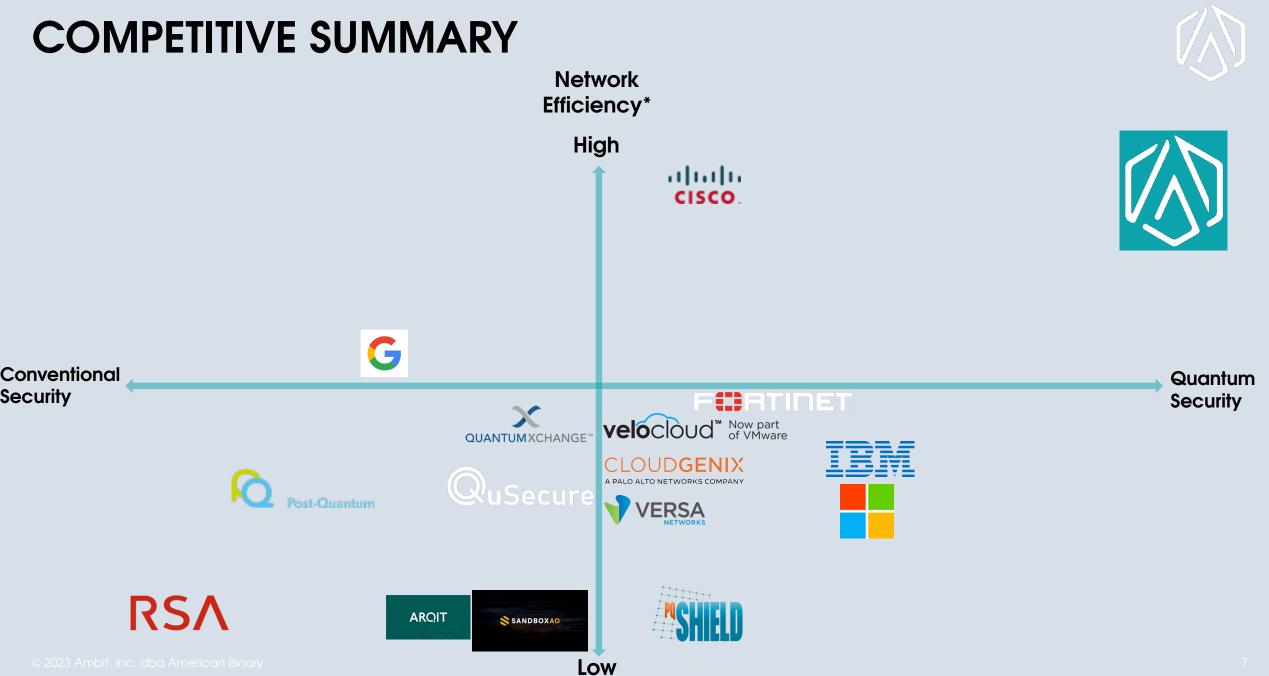


000 000 000 Firewalls Switches 000 000 000 FORTRESS **CORE PLATFORM** 000 000 000 Π Servers Servers 550 Physical Firewalls, n Physical Firewalls **Routers**, Switches Vulnerable security w/ Strongest security w/ Small attack surface Large attack surface Maximum efficiency **Mediocre efficiency** 70% LOWER COSTS\*

#### Fortress Software Suite | Total Protection





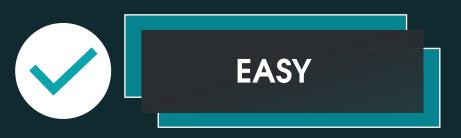


\*Network Efficiency (I/O per bandwidth) estimated based on publicly available information

#### Fortress Software Suite | The Bottom Line







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### SUCCESS | DEFENSE



#### Defense

- Endorsement from former CTO of DISA
- Twelve official partner engagements
- Technology adopted by U.S. for Ukraine defense
- Impressive results in prestigious SOCOM warfighter exercise, Trident Spectre
  - Sponsored by United States Indo-Pacific Command
  - Out-competed rivals across 2 rounds
- Working with Defense Innovation Unit

American Binary, a quantum science and Postquantum cybersecurity company, demonstrated cybersecurity, tunneling, communication, and (other) technology in the prestigious warfighter exercise, Trident Spectre in May 2021.

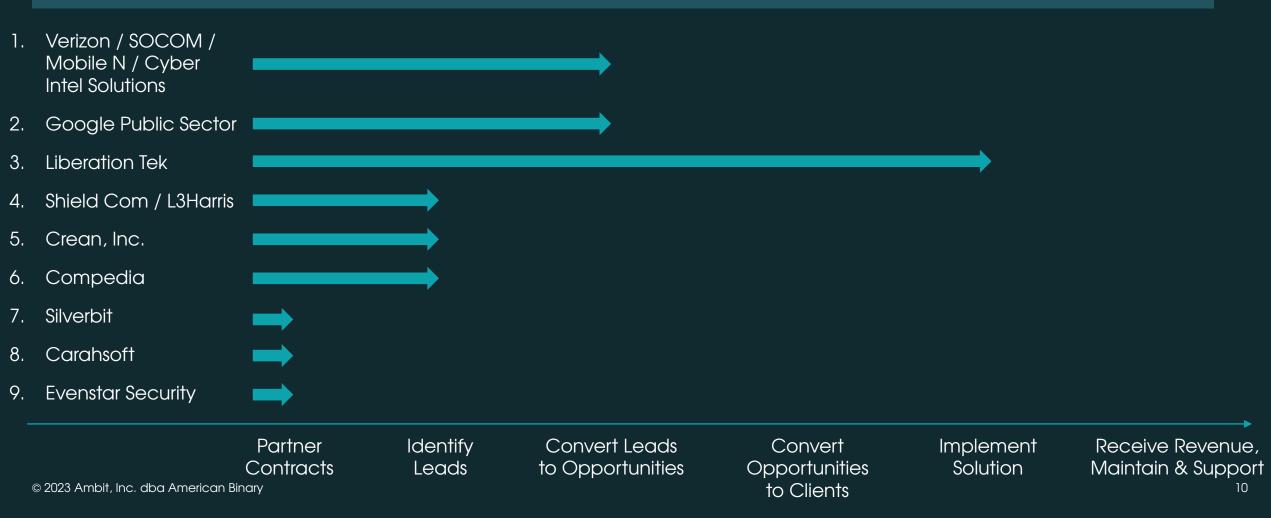
- Official Special Operations Command (SOCOM)

### **PROJECT PIPELINE 9/5/23**



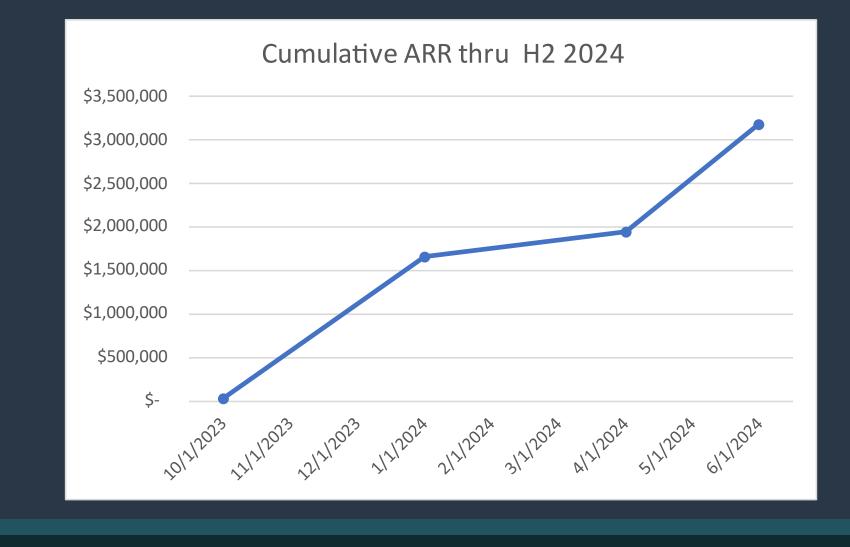


**Overall Project Status: Yellow** Why: robust pipeline but pre-revenue



#### SALES FORECAST





### **BUSINESS MODEL OVERVIEW**



#### American Binary follows a SaaS model

Monthly Subscription Revenue:

- Each Core Node =  $\sim$ \$1,600
- Each User = ~\$10
- Each Site Server (in addition to Users) =  $\sim$ \$12
- SLA (Service Level Agreements)/Support Agreements, and Consulting/Implementation = TBD

## Average enterprise with ~500 sites and 35k users projected to net ~1-2 MN ARR @ ~80% gross margin

### GO TO MARKET: CHANNELS





#### **Direct Sales**

- Direct sales to enterprise clients
- American Binary provides professional implementation services and direct support



#### **Partnerships**

- Indirect sales via licensing our technology to strategic partners and resellers
- The partner or reseller may provide the implementation services and act as the first line of support

### **ASK & MILESTONES**

Seeking **\$1mn** SAFE Note to scale our business



4 paying customers by end of 2024

Complete v2 User Experience feature set of all released products



~\$2 MN ARR target by end of 2024



Launch support program



### ALL SECTOR MARKET SIZE





by 2030\*

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### **OUR TEAM**





#### Kevin Kane CEO & Co-Founder

>+15 years experience in scaling deep tech startups, software engineering, and executive leadership in financial services and hedge fund industries

Companies: Rotella Capital Management, Claro Automatica, Taurus Investments, Lux Research

OU.S. Army Veteran, JAG Corps

Masters Degree, Seoul National University

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#### Andrew McElroy CTO & Co-Founder

- > +17 Years experience developing deep tech capabilities and in corporate technology leadership roles
- Companies: Scientific Analytics, Inc, Overlai (an Augmented Reality firm), PetSec, Codex Labs
- 3 Deep Tech patents in network technology, machine learning, and radio spectrum related fields |
- Developed FDA-cleared Al Product, wrote `Quantum Threats' for Biden Transition team



#### Josh Kiluk COO & Head of Strategy

- > +18 years experience within enterprise risk consultancy and operations management for both corporate and federal verticals
- Companies: Banyan Risk Group, Department of State, U.S. Army Special Forces Operational Command
- > Extensive leadership across multifunctional teams to accomplish strategic objectives as a diplomat and U.S. Army Special Operation Forces



#### **Derek Hetzler** Chief of Staff & Product

- >+10 years in Silicon Valley developing and implementing technology products, including 6 years as a Product Manager at Meta (Facebook), reaching IC6
- Ocompanies: Meta, Anaplan, Standish Management
- Development experience in Al/Machine Learning, data architecture, software, data science, and policy and process applied to: Sales, Finance, Legal, Integrity, Operations, Privacy, and Support

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#### APPENDIX





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#### **ADVISORS**





Joseph Martin General (Ret.), U.S. Army

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Brian Hibbeln Former Assistant Deputy Undersecretary, DoD



Frederick (Rick) Hotchner CIA Executive Retired



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Dr. Theodore Corcovilos Associate Professor of Physics, Duquesne University

Michael Luby, PhD Cryptographer, Computer Scientist



Alex Wissner-Gross, PhD Entrepreneur, Computer Scientist



Eric Sheridan Former NTT Chief Scientist Head of Innovations

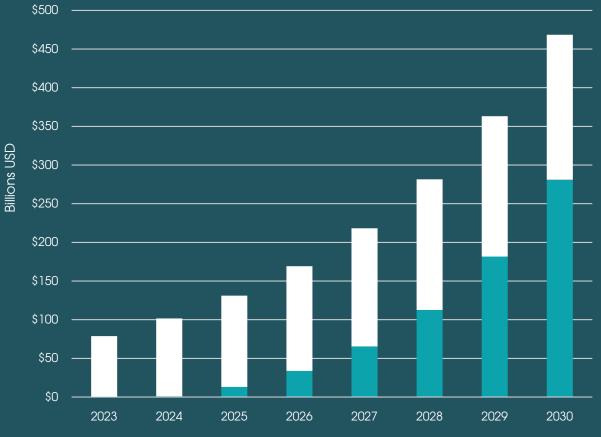


Tom Foladare 33 Year-Enterprise Sales Professional & Executive

### **OPPORTUNITY SIZE**



#### Unified Communications Transition to Post-Quantum Encryption

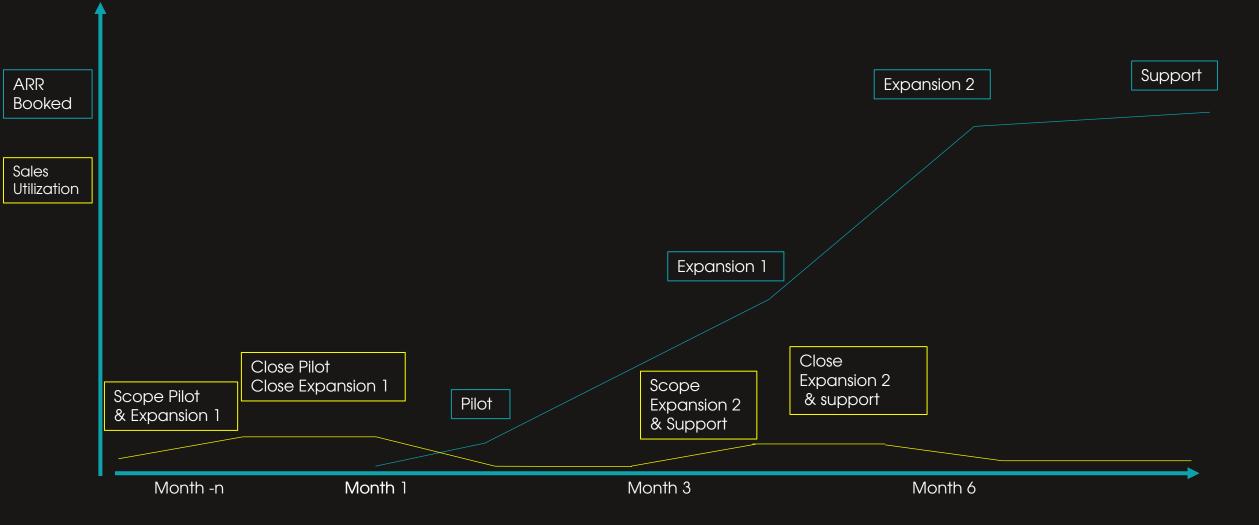


Unified Communications with Post-Quantum Encryption

# **\$280 Bn by 2030** (Citation: Ambit Proprietary Model)

#### **ENTERPRISE SALES & DEPLOYMENT CYCLES**





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Estimated based on current enterprise customer, projected company capabilities, successful deployments, and customer operating on quarterly buying cycle

### MARKET PRESSURES ARE ON OUR SIDE



#### Fortress covers **current** and **future** encryption markets



Supply chain stability is no longer a certainty and will remain in the foreseeable future. Fortress minimizes the associated risks



The NSA has mandated that all federal providers move to post quantum cryptography by 2025. Healthcare must follow as well. **Fortress is the plug-and-play solution** 



In 2022, the White House demanded the Department of Commerce (NIST)\* begin crypto-agile preparation for transition to post-quantum encryption. Fortress meets these requirements



Recently published scientific white papers suggest that new approaches to breaking today's security standards are in process using quantum computers