# Dossier: Atakama Inc.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $75,000.00

**Award Date:** 2023-05-02

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

Atakama Inc. is a cybersecurity company focused on protecting sensitive data through its patented Microshard™ technology. The company aims to eliminate single points of failure in data security and mitigate the risks associated with data breaches, ransomware attacks, and insider threats. Their primary business revolves around providing a zero-trust data access and protection platform that fragments and distributes data across multiple locations, rendering it useless to unauthorized parties even if individual fragments are compromised. Atakama's unique value proposition lies in its ability to provide enhanced security without requiring significant infrastructure changes or complex integrations, offering a user-friendly approach to data protection that scales to meet the needs of both small businesses and large enterprises.

**Technology Focus:**

* Microshard™ Technology:\*\* Atakama's core technology fragments data into multiple microshards, distributes these shards across multiple storage locations (cloud, on-premise, hybrid), and renders the data inaccessible without Atakama's proprietary software. The technology supports data fragmentation into as many microshards as is required by the customer.
* Zero-Trust Data Access:\*\* The Atakama platform enforces zero-trust principles, requiring multi-factor authentication and granular access controls for all data access attempts. This ensures that only authorized users can access data, regardless of their location or network environment.

**Recent Developments & Traction:**

* Partnership with Booz Allen Hamilton (Announced July 2021):\*\* Atakama partnered with Booz Allen Hamilton to deliver enhanced data security solutions to government and commercial clients. This partnership leverages Booz Allen's expertise in cybersecurity and Atakama's Microshard technology to provide comprehensive data protection capabilities.
* Expansion of product suite to include Atakama Data Access (ADA):\*\* This development expanded the capabilities of the core platform to offer more robust data access control features and integrate more seamlessly with existing enterprise systems.
* $5 Million in Series A funding (Announced September 2018):\*\* Led by Razor's Edge Ventures, the funding was intended to accelerate product development and expand the company's sales and marketing efforts. Although the date is outside the 2-3 year window, the lack of recent funding implies slower growth.

**Leadership & Team:**

* Scott Beardsley (CEO):\*\* Prior to joining Atakama, Beardsley held leadership roles at companies in the healthcare and technology sectors. His previous experience includes driving growth and scaling operations for technology-driven businesses.
* Peter Tseronis (President):\*\* Has extensive experience within the U.S. Department of Defense and federal government in technology leadership roles.

**Competitive Landscape:**

* Vera Security:\*\* Vera Security offers data-centric security solutions focused on encryption and access control. Atakama's key differentiator is its Microshard technology, which provides a more granular and resilient approach to data protection compared to traditional encryption methods.
* Virtru:\*\* Virtru focuses on email and data encryption with a user-friendly approach. Atakama differentiates itself by providing a more comprehensive data protection platform that goes beyond encryption to include fragmentation and distribution, offering enhanced security against sophisticated threats.

**Sources:**

1. [https://www.atakama.com/](https://www.atakama.com/)

2. [https://razorsedgeventures.com/portfolio/atakama/](https://razorsedgeventures.com/portfolio/atakama/)

3. [https://www.prnewswire.com/news-releases/atakama-partners-with-booz-allen-hamilton-to-deliver-enhanced-data-security-solutions-301323602.html](https://www.prnewswire.com/news-releases/atakama-partners-with-booz-allen-hamilton-to-deliver-enhanced-data-security-solutions-301323602.html)

4. [https://www.securityroundtable.org/peter-tseronis/](https://www.securityroundtable.org/peter-tseronis/)