# Dossier: SPYCLOUD INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $74,889.00

**Award Date:** 2024-05-10

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

SpyCloud Inc. is a leading provider of account takeover (ATO) prevention and fraud intelligence solutions. The company combats cybercrime by recovering and analyzing stolen and exposed credentials and PII (Personally Identifiable Information) from the criminal underground, including botnets, malware logs, dark web forums, and other illicit sources. Spycloud then proactively alerts businesses to compromised employee and customer accounts, enabling them to reset passwords, block fraudulent transactions, and mitigate the risk of ATO attacks, ransomware incidents, and other cyber threats. Their unique value proposition lies in their comprehensive intelligence feed and actionable insights derived from monitoring the criminal ecosystem in real-time, providing businesses with early warning and the ability to take preemptive action before an attack occurs.

**Technology Focus:**

* SpyCloud Identity Platform:\*\* A real-time intelligence platform that collects, analyzes, and contextualizes data from the criminal underground. It provides actionable insights into compromised employee and customer identities, exposed credentials, and malware infections.
* ATO Prevention Solutions:\*\* These solutions leverage SpyCloud's intelligence to identify and prevent account takeover attempts, including password resets, multi-factor authentication (MFA) bypasses, and fraudulent transactions.

**Recent Developments & Traction:**

* July 2023:\*\* SpyCloud acquired digital risk protection firm, Firesight Security. This acquisition expands SpyCloud’s capabilities into external attack surface management (EASM).
* February 2023:\*\* SpyCloud announced the integration of its ATO Prevention solution with Okta Identity Engine, providing Okta customers with enhanced protection against account takeover attacks.
* June 2022:\*\* SpyCloud secured $110 million in Series C funding led by Riverwood Capital, with participation from existing investors. The funding is used to accelerate product development and expand global sales and marketing efforts.

**Leadership & Team:**

* Ted Ross:\*\* CEO. Previously held leadership positions at data security companies, including roles at Pervasive Software.
* Dave Endler:\*\* CTO. An information security expert with experience in threat intelligence, incident response, and vulnerability research.

**Competitive Landscape:**

* Recorded Future:\*\* Offers threat intelligence solutions, but SpyCloud distinguishes itself with a stronger focus on ATO prevention and credential exposure data gleaned directly from the criminal underground.
* Flashpoint:\*\* A competitor in threat intelligence. SpyCloud's primary differentiator is its focus on specific data points that are more actionable for preventing account takeovers, rather than a broader array of threat intelligence services.

**Sources:**

* [https://spycloud.com/](https://spycloud.com/)
* [https://www.riverwoodcapital.com/news/spycloud-raises-110-million-to-disrupt-cybercrime-and-defend-companies-against-account-takeover/](https://www.riverwoodcapital.com/news/spycloud-raises-110-million-to-disrupt-cybercrime-and-defend-companies-against-account-takeover/)
* [https://www.securityweek.com/spycloud-acquires-digital-risk-protection-company-firesight-security/](https://www.securityweek.com/spycloud-acquires-digital-risk-protection-company-firesight-security/)
* [https://www.okta.com/integrations/spycloud/](https://www.okta.com/integrations/spycloud/)