



Controlling insider risk,
automatically



Investor Introduction

Peter Bradley, Founder & CEO

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infosecurity[®]
EUROPE

UK's Most Innovative
Cyber Security Company 2016
(Shortlisted)

**RISE
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 **TECH CITY NEWS**



Twin Challenges

89% of companies suffer at least one information security breach every month, which was *caused by a staff member*.

Access Control



Controlling who has access to what

Inappropriate access to information is a fundamental cause of insider security incidents.



Access Validation

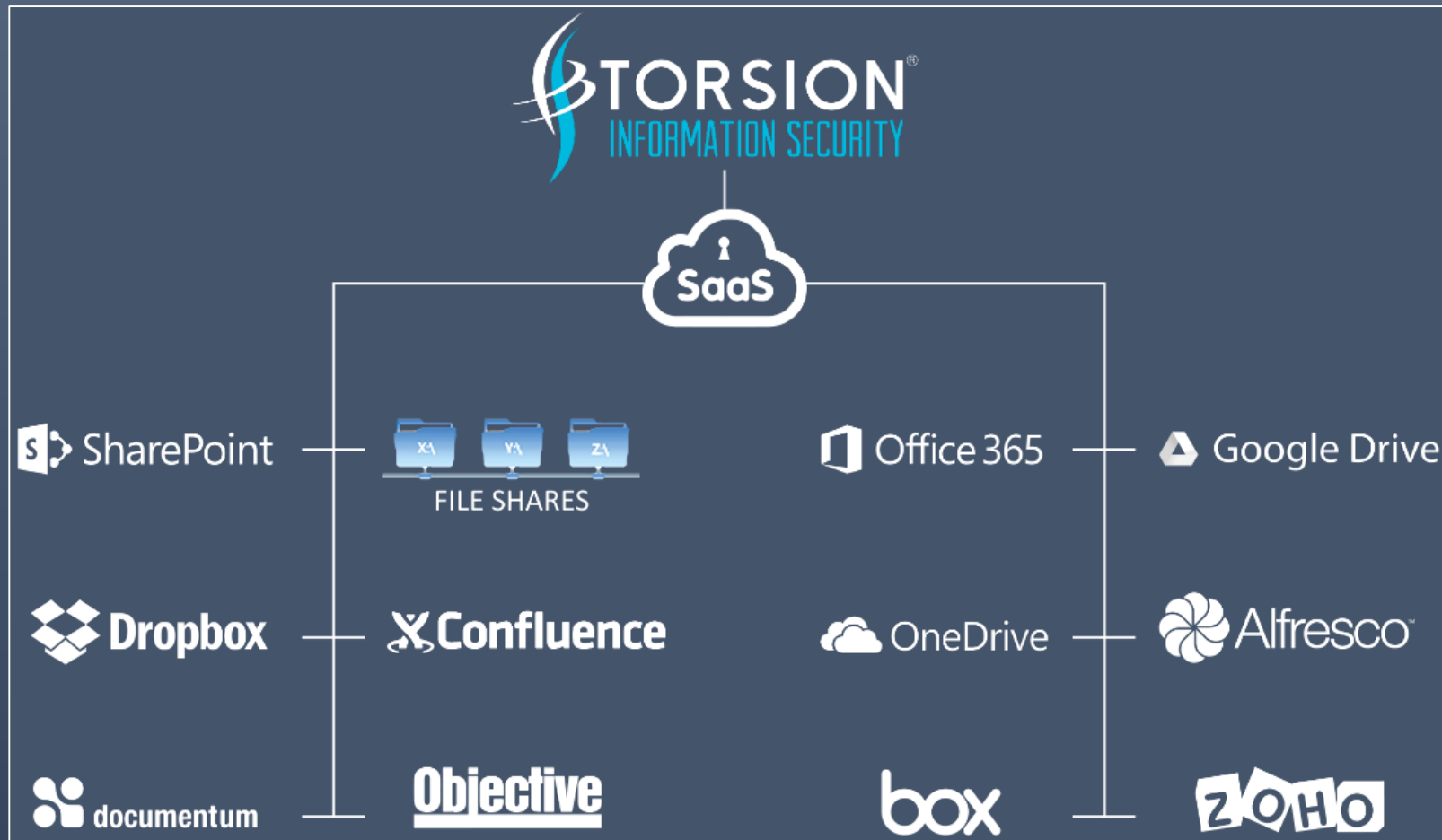


Validating who has access to what

Validating accurate information access is critical for compliance and insider breach prevention.

Solution

Torsion is a **cloud-based, cross-platform** information security engine.



Value Proposition



1 Control Insider Security Risks

Torsion precisely and automatically controls who has access to information, minimising the insider threat.



2 Simplify Security Compliance

Torsion provides instantaneous validation of access to business information, exactly as required by information security regulations and standards.



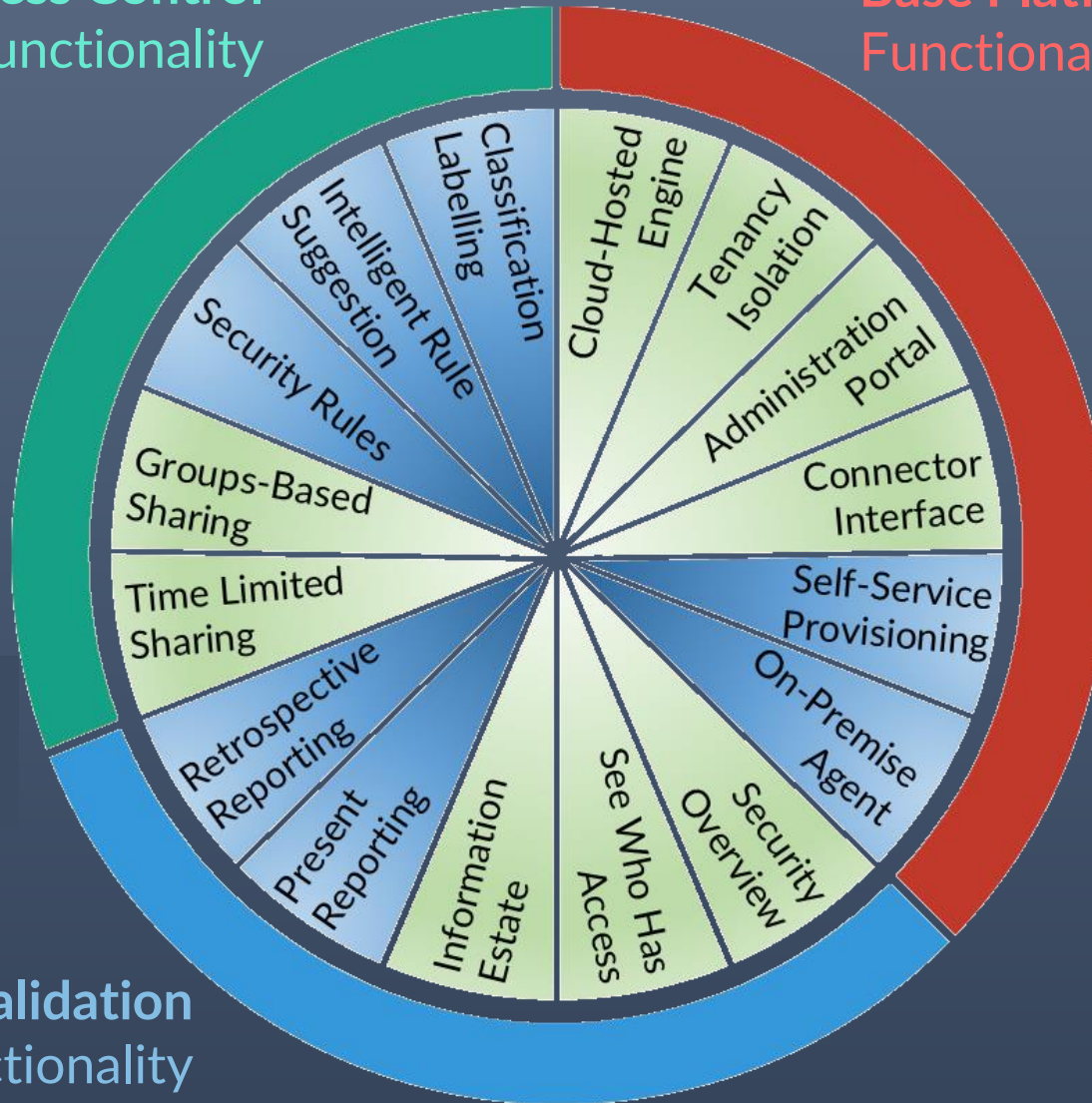
3 Reduce Operational Costs

Torsion automatically maintains access controls, removing the cost for IT teams to maintain security across the information estate.

Product Vision

Access Control
Functionality

Base Platform
Functionality



Functionality
Wheel Key:

Included in
MVP

Post
MVP

Access Validation
Functionality

The entire product vision has been **validated** in the prototype.

The MVP is a **cohesive subset** of the product vision.

The MVP includes one connector (SharePoint Online).

Many more connectors to be built post-MVP.

Differentiation

Competitors

Provide **tools** to IT administrators

Support **one platform only**

Build on a **false assumption** (that IT *actually knows* what any piece of information is, how sensitive it is, who should have access to it, or how these concepts change over time)

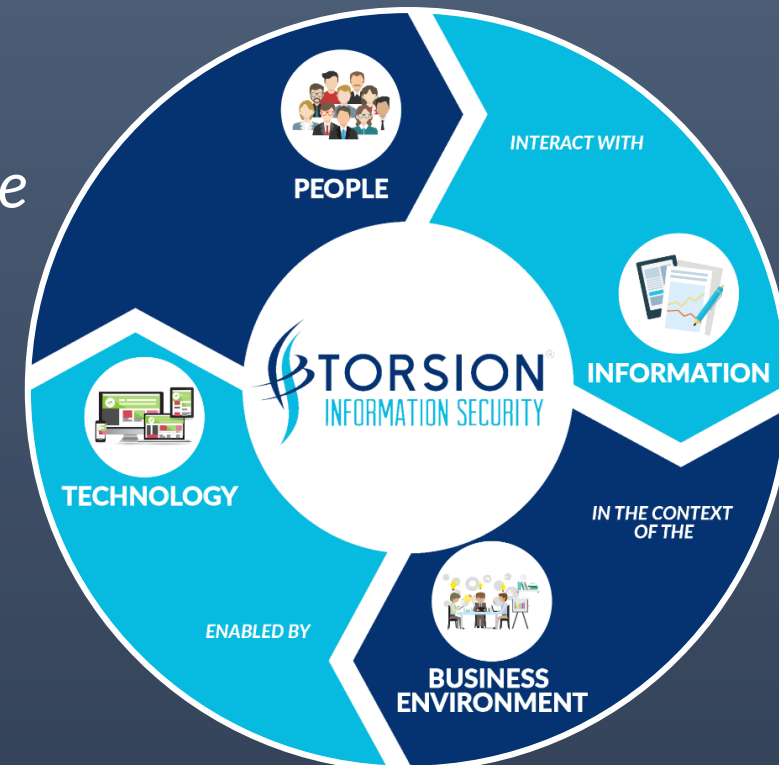
Torsion's Approach

Insider security as a **business challenge** – *not an IT challenge*

Engage the **information owner** in the business to capture the **context** around the information

Automated access controls accurately reflect the changing business context, and reduce maintenance costs

Cross-platform, providing a single tool across all platforms



Target Market Verticals



Financial Institutions and Regulated Industries

Challenge priority order: Access Verification, Access Control

7% of overall cyber spend

Driven by regulatory compliance



Professional Services

Challenge priority order: Access Control, Access Verification

15% of all cyber spend

Driven by need to protect information within customer account boundaries



Public Sector Organisations

Challenge priority order: Access Control and Access Verification equally

7% of all cyber spend

Driven by enhanced information security legislation

Market Opportunity

Total Addressable Market: Identity & Access Management Segment



UK &
W. Europe

\$1.9 billion (2016)
\$3.5 billion (2021)



Worldwide

\$8.1 billion (2016)
\$14.8 billion (2021)

Sources:

- Identity & Access Management Market by Component (Markets & Markets Research, 2016)
- UK & W.E. proportion of global market: 23.4% (Daedal Research, 2014)

50% of this growth will come from the shift to cloud services.

Torsion is **strategically positioned** to ride this wave of investment.

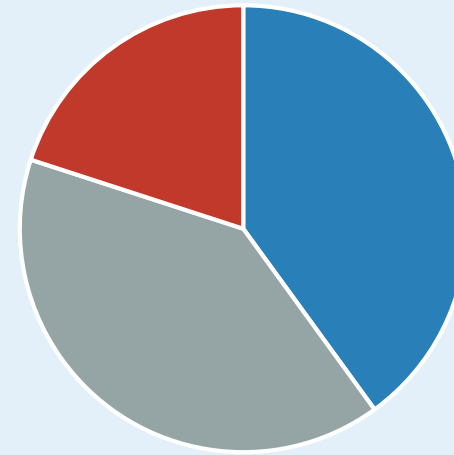
Focus on *granular* access control identifies with a *modern* and *rapidly evolving* segment of the market.

Validation & Company Stage

Now at the end of **Phase One** of the business plan.

1. Designed & built prototype
2. Held 15x meetings with CTOs, CIOs, CISOs and partners
 - 45 min detailed demonstration
 - 15 min discuss & questionnaire
3. Iterated prototype per feedback
4. Built functional subset as MVP

Purchase Intent



- Definitely interested right now!
- Would probably be interested
- Could be interested, if a few things fell into place

MVP imminently complete
First partnership established
First pilot customer engaged

Business Model

	Basic	Standard	Enterprise
Cost / User / Month (Annual)	£5.00	£7.50	Neg.
Cost / User / Month (Monthly)	£5.60	£8.40	-
Max Connected Platforms	2	5	Neg.
Retrospective Reporting	-	✓	✓
Reports per Month	10	35	Unlim.

Average customer value per annum:

Small companies (100-500 staff)	£9,000
Medium companies (500-5000 staff)	£31,500
Large companies (5000+ staff)	£180,000

Value-based SaaS pricing

Self-service 30-day free trial

Premium features limited to higher subscription values

Scalable model at lower subscription values

Flexible model at higher subscription values

‘Users’ are effectively all members of customer staff

Leadership Team



Peter Bradley, Founder & CEO

- Founded Torsion after 13-year consulting career in secure information management
- Both business (MBA) and technical (Comp. Sci) background
- Designed and built Torsion's first version, leads business strategy and day-to-day execution



James Stevenson, Board Advisor

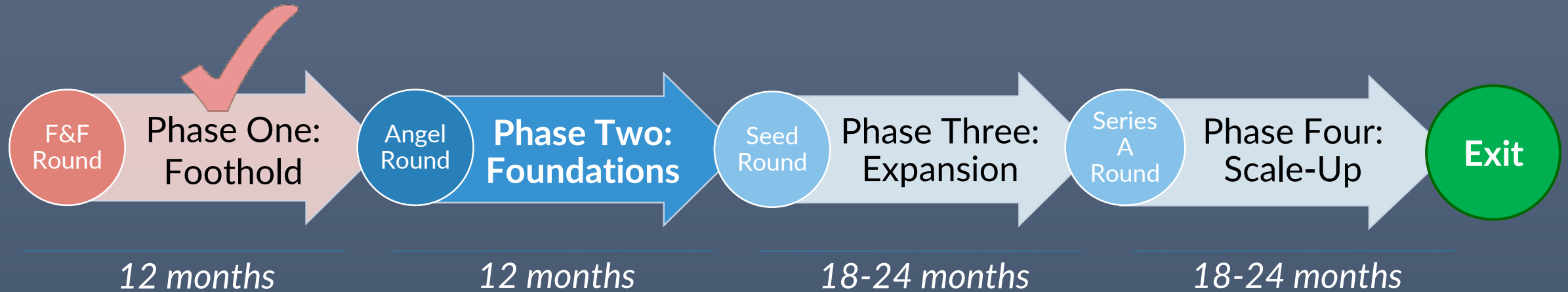
- Former VP Sales & Marketing with Citrix and HP
- Advisor on marketing, pricing, strategy and large channel
- Invested in Torsion in 2016



Barry Wakelin, Board Advisor

- >25 years experience in IT solutions, execution and product domain
- Advisor on product strategy, execution and medium channel
- Invested in Torsion in 2016

Phased Execution Plan



Phase Two will:

Complete the **product**,

On-board first 10 **paying customers**

Create customer **case studies** in each target vertical, and

Hire CTO, developer and marketer

Investment



To capitalise Phase Two



Angel investment of **£250K**



First **£75K** offered at **discount** in FY16

Establish scale to support first pilots

Immediately bring CTO on-board

SEIS / EIS pre-approved

£129K available SEIS allocation

Thank you



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