



HarpoCrates Overview

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Config. Deploy. Encrypt.

Problem: Remote Administration Doesn't Scale

- Phishing emails require tedious, manual effort
- Managing disparate remote systems = toil (bad!)
- Meaningful improvements require custom software development and self-hosted administration infrastructure
- Few solutions are company-agnostic; require bespoke tooling for successful adoption of administrative software agents
- 12.4% increase in cybersecurity spending to \$150bn+, representing new points of entry that aren't being captured

The Market

- Nearly **\$2 trillion in untapped cash** on S&P 500 balance sheets
- F500 profits total **\$1.1 trillion** but revenue totals **\$13.7 trillion**, reflecting significant TAM upside with 10.5% historical CAGR
- Our initial target profile includes:
 - Regulated industries who have not yet undergone digital transformation
 - Large and medium enterprises with extensive VPN footprints
 - Enterprises with slow software delivery lifecycles & manual deployments
- Long term: Land with target enterprises in regulated industries and expand into their suppliers and partners

Our Vision

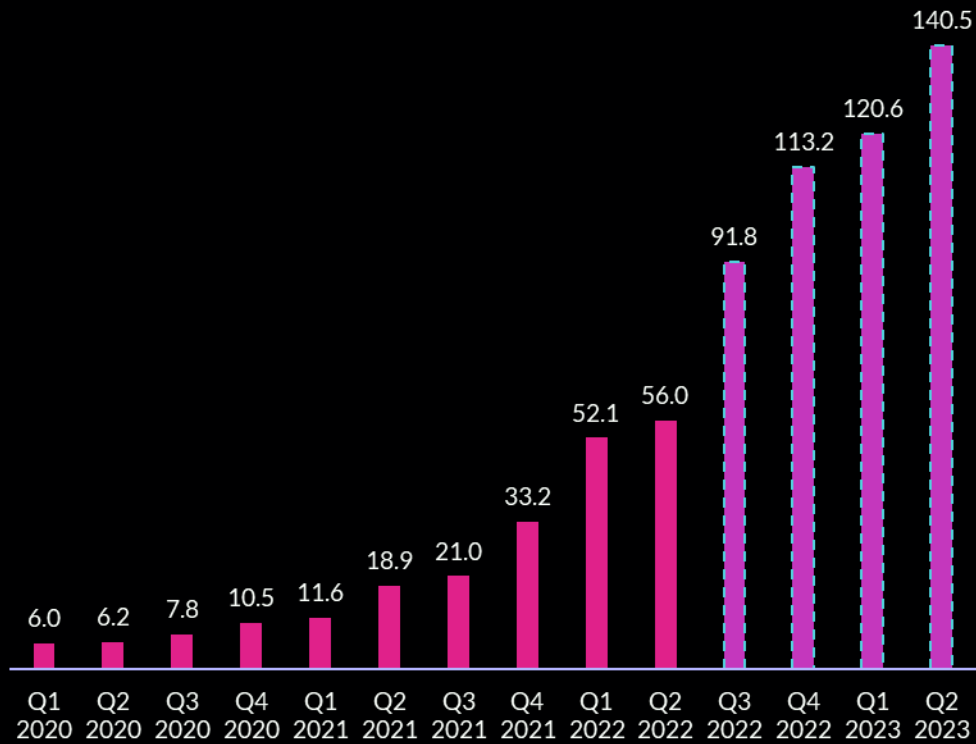
- Deliver remote encryption services at speed and scale
- Remove the need for organizations to maintain SMEs internally, saving time and money on recruitment (freeing up operational budget)
- Revolutionize remote administration UX with consumable dashboards featuring real-time intelligence on target users and their systems
- HarpoCrates envisions a world where *anyone* can benefit from the new monetization channels unlocked by remote encryption services
- Our thesis: we can provide a best-of-breed remote encryption dev framework which enables superior time-to-market & conversion rates

Business Strategy

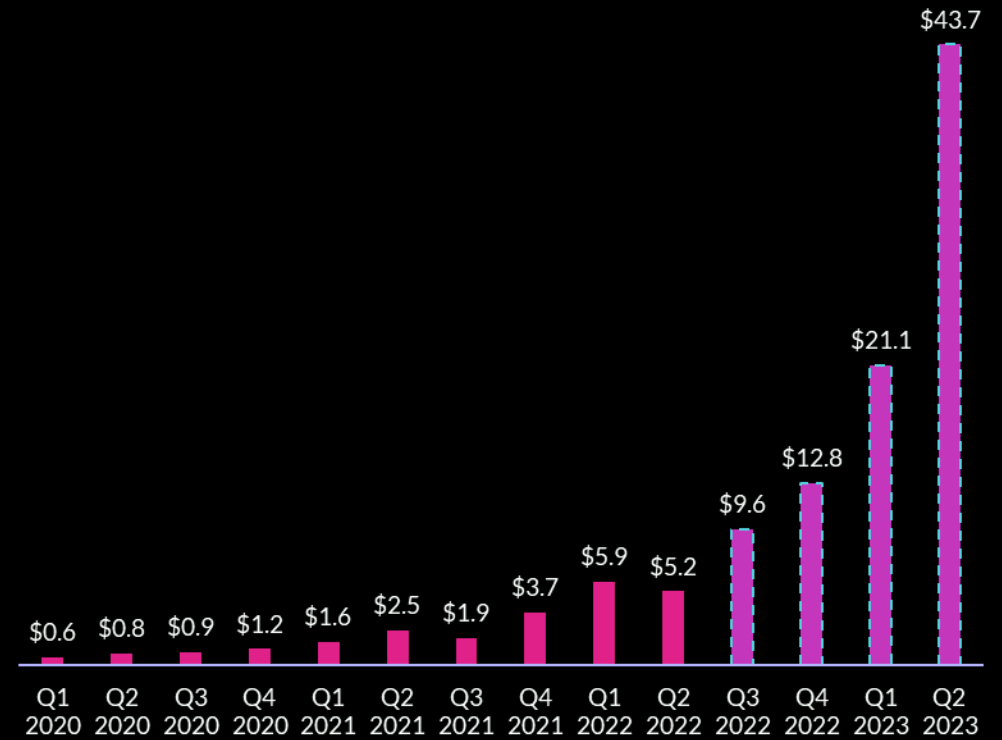
- Our competitors are fragmented & typically lifestyle businesses
- Our goal is to grow the remote encryption services market by:
 - Reducing barriers to entry, growing the amount of remote administration performed globally (crossing the cyber chasm)
 - Offering concierge service with 24/7 support to give customers confidence their remote administration operations will be successful
 - Cultivating **network effects**: groundbreaking affiliate program + threat intelligence cloud of known-defensive activity across our install base

HarpoCrates Adoption

RaaS campaign volume (thousands)



RaaS ARR (millions)



Source: Excel (more than just a malware vector!)

Our Product

- Proprietary AI & deep learning models to maximize payment conversions and personalize exceptional encryption experiences
 - Extracts target enterprise features to optimize payment discounts & deadlines
- NLP engine powering actionable, granular data intelligence to streamline discovery, classification, and automated encryption
 - Unprecedented sensitive data discovery: cloud or data-center, at-rest or in-motion, structured or unstructured at petabyte scale
 - Visualizes data relationships for deep visibility into encryption coverage
- Industry-leading SLOs for Time to Payouts (TTPs)
- Real-time chat support with dedicated channels for Premium Plan

Recession-proof GTM

- Common VC wisdom (i.e. fact!): sell something people always need, like food or guns
- Our value prop to targets: We sell access to your data, which you need because you were using it before we got there, anyway
- We are **tranche zero** to targets, paid out before any other lenders
 - Fintech companies lack HarpoCrates' novel strategy of temporary data custody as collateral until successful payment
 - Proprietary intelligence exfiltrated from our unique vantage points includes proactive insights into upcoming Federal Reserve decisions

Company & Team

- Over 69 years of combined remote systems admin experience across multinational conglomerates & government agencies
- Renowned expertise in hybrid systems, including all major clouds, OSes (Linux, Microsoft, Apple), and server software (e.g. Apache)
- Featured in top threat intel publications as star “actors”
- Deep, persistent connections into customers’ potential targets
- Early adopters of CI/CD, cloud-native infra, and Admin-as-Code
- Market-leading adoption of the SPACE Framework to support DevOps velocity & minimize burnout among our engineers

Customer Testimonials

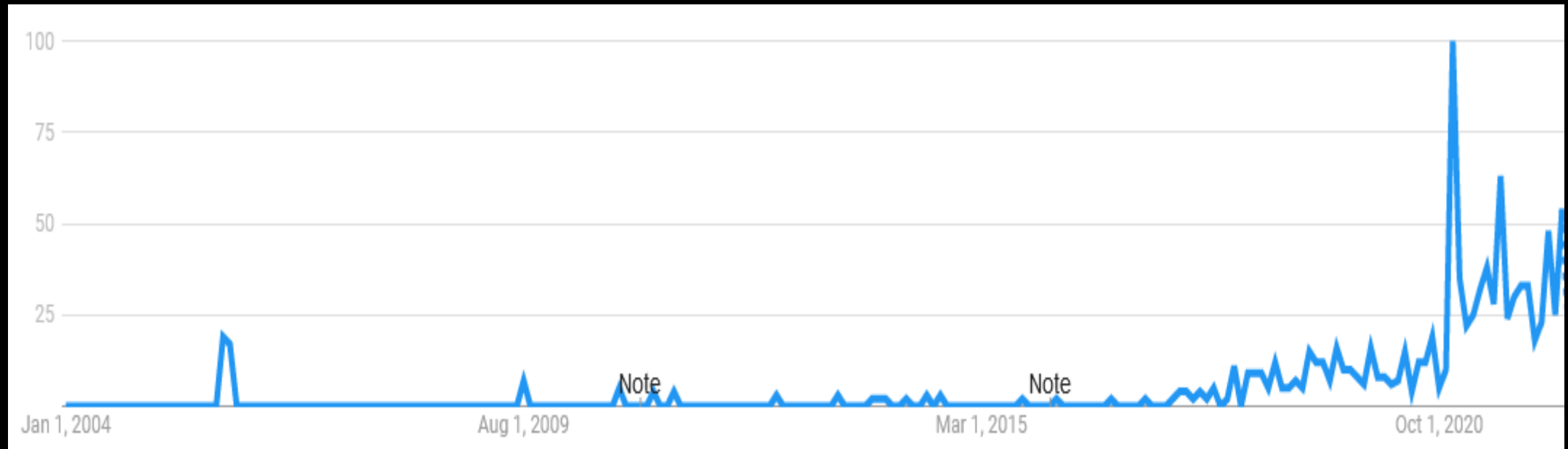
- “HarpoCrates digitally transformed our business and scaled our revenue potential beyond physical ransom.” – CTO, SPECTRE
- “Our org now depends on HarpoKrates’ software and APIs to collect, clean, and encrypt our target users’ data. Our successful campaigns are 3x year-over-year.” – CEO, Gray Fox, Inc.
- “Before HarpoCrates, we used bash scripts and leaked enterprise VPN passwords. Now our operations are automated end-to-end, allowing us to focus on more strategic work. Our workflows are streamlined by 420% already!” – CIO, Moriarty & Associates

Use of Proceeds

- We will use our \$13.37 million seed round to invest in recruiting, UX, infrastructure, AI / ML, marketing, and customer success
 - NLP will enable automated phishing at scale and to further personalize communications with targets based on sentiment analysis
 - R&D: Exploring SMT solvers for chatbots to further boost gross margins
 - Key GTM hire: TikTok expert to generate virality for brand awareness
- Influencer program: \$20k incentive bonus to strategic influencers who help us land in target enterprise technology stacks
 - 28 million employee population among F500 == untapped influencers

Growth area: Supply-chain-remote-admin-aaS (SCRaaS)

- Sustained search interest in “supply chain attacks”, suggesting potential market demand to be fulfilled (revenue growth adjacency)



*Join our journey in revolutionizing
Remote Admin as a Service as an
angel investor*

