

Assured Information Security, Inc.

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Management:

Steven Flint, CEO

Charles Green, President

Leonard Popyack, PhD, Executive Vice

President & Chief Scientist

Glenn Welsh, Vice President, Director of
Contracts

Barry McKinney, PhD, Business
Development.

Industry: *Cyber Defense, Internet*
products and process

Number of Employees: 74

Major Customers: *DoD, IC*

Government contracts/grants: *Several*
government sponsored initiatives,
multiple agencies.

Amount of Financing Sought: (if any)
None at this time.

Business Description: Assured Information Security (AIS, Inc.) is a small business focused on technologies supporting the efficient and effective defense of Information Systems and networks. **AIS, Inc.** performs work for (and often with) Government, commercial and non-profit organizations. **AIS Inc.** has extensive theoretical and practical experience supporting all facets of the Cyber Domain.

Company Background: AIS Inc., founded in 2001, is a small, high technology Computer and Network Security Company, researching and developing next-generation computer security. AIS, Inc. was founded by partners Charles Green and Leonard Popyack and currently employs 74 full-time computer scientists and software engineers and developers.

Management:

Steven Flint, CEO. Mr. Flint joined AIS, Inc. in October 2006.

Previously Mr. Flint was Vice President and Manager of Systems Technology Operation at Alion Science and Technology in Rome, NY. Mr. Flint brings 30 years of defense technology research and over 20 years of technology management experience to this position. He holds Bachelor's degrees in physics and electrical engineering from SUNY Geneseo and Buffalo respectively, and has done graduate work in Business Administration at RPI. He is an active member of AFCEA, IEEE, and Association of Proposal Management Professionals.

Charles Green, President. Mr. Green has a strong background in Information Operations (IO) research, systems engineering, software development, and information security. His focus areas include active response, steganography and data hiding, audit and penetration testing, steganography detection research, and vulnerability research. Mr. Green has been involved in numerous research programs for Department of Defense (DoD) and the Intelligence Community (IC).

Leonard Popyack, Ph.D., Executive Vice President & Chief Scientist - Dr. Popyack is a research scientist with extensive experience in offensive and defensive information assurance research including focus areas in active response, steganography and data hiding methods, mobile code protection, data mining, and intrusion forecasting systems. Dr. Popyack earned Doctor of Philosophy in Electrical Engineering from Binghamton University, Binghamton, NY.

Barry McKinney, Ph.D., Business Development - Dr. McKinney joined AIS, Inc. in August 2005, following a 17 year career with the Air Force Research Lab. While at AFRL, Dr. McKinney served on the Director's staff, assigned as the primary assistant to the Chief Scientist and Laboratory liaison to the Air Force Office of Scientific Research. In this capacity he was responsible for growing and marketing the in-house basic research program and building the university relationships.

Products/Services: AIS, Inc. offers a wide range of products and services, including System and Network Auditing and Penetration Testing (Red Team), Independent Verification & Validation, Vulnerability Analysis, Computer Forensic Investigations, and Cyber Operations Research & Development.

Technologies/Special Know-how: AIS, Inc. possesses a unique blend of talents that have been honed and refined over several years of developing highly specialized, custom software applications for the US DoD and Intelligence community. Very few organizations have an opportunity to address problems of this caliber and demand, and hence, have rendered AIS, Inc. an exceptionally unique niche capability.

Markets: *Target markets include main stream internet security providers, and medium to large financial institutions and those organizations supporting critical infrastructure.*

Distribution Channels: AIS, Inc. 'defensive' capabilities will likely fall into one of two general categories: logical capability & service extensions to major software security vendor products; and as special/custom installations of niche products and services. Both would be marketed via direct sale agents.

Competition: On one side of our portfolio (AIS, Inc products), our primary competitors are: Lockheed Martin, Northrup Grumman, CACI Technologies, BBN, and Lucent. However, we are diligent in our efforts to team with these corporations when possible. On the "other" side of our productization, the above competition is not likely to pursue similar efforts. In this domain ITT, WetStone Technologies, Symantec, McAfee, and Access Data could be considered competition. Due to the nature of cyber security, the dynamics of this market will continue to evolve; both on the complexity of the attacks as well as the quantity.