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**From:** "Penny C. Hoglund" <penny@hbgary.com>  
**To:** "Greg Hoglund" <hoglund@hbgary.com>  
**Sent:** Tuesday, March 24, 2009 9:52 AM  
**Attach:** EndGame\_Systems\_Capabilities\_Brief.pdf  
**Subject:** FW: Thanks and PDF

-----Original Message-----

From: Chris Rouland [mailto:chris@endgames.us]  
Sent: Thursday, March 19, 2009 11:19 AM  
To: Penny C. Hoglund  
Subject: Thanks and PDF

Penny,

Thank you for setting up the call yesterday, look forward to working with HBGary; I think there is a lot of opportunity for us.

Attached is a high level summary about the company and our offerings.

-Chris

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Chris Rouland  
CEO, Endgame Systems LLC.  
[chris@endgames.us](mailto:chris@endgames.us)

# Endgame Systems Capabilities Briefing

# Mission



Endgame Systems will leverage its world-class capabilities in the fields of computer vulnerability research and global network awareness to enhance the overall Information Operations capability of the United States intelligence and military organizations.

# Corporate Overview



- Founding
  - Endgame Systems, LLC – 2008
  - Network security start-up founded by industry veterans from Internet Security Systems, Inc.
- Headquarters
  - Corporate headquarters in Atlanta, GA
- Market
  - Endgame Systems serves the special requirements of the United States DoD and Intelligence Community
- Services
  - Endgames specializes in applied software and hardware vulnerability research and global vulnerability analytics

# Management Team



**Christopher Rouland**

Chris joins Endgame Systems with nearly 20 years of experience in the field of information security. Chris previously held positions as the Chief Technology Officer of IBM Internet Security Systems, CTO of Internet Security Systems, and executive positions with Lehman Brothers.



**Daniel Ingevaldson**

Dan spent ten years in management and executive roles at IBM and Internet Security Systems Inc. in research and development, engineering, professional services and strategy.



**Raymond Gazaway**

Ray joins Endgame Systems with over 20 years of professional services and sales management positions with IBM, Internet Security Systems and Dun and Bradstreet.



**David Miles**

David joins Endgame Systems as an information security veteran with ten years of experience with the elite ISS X-Force R&D team as well as ISS professional security services.

# Board Members and Advisors



## Thomas Noonan - Chairman

Tom Noonan is the former chairman, president and chief executive officer of Internet Security Systems, Inc., which was recently acquired by IBM for \$1.3B, at which time Noonan became GM of IBM Internet Security Systems. Noonan is responsible for the strategic direction, growth and integration of ISS products, services and research into IBM's overall security offering. Tom Noonan and Chris Klaus launched ISS in 1994 to commercialize and develop a premier network security management company. Under Noonan's leadership, ISS revenue soared from startup in 1994 to nearly \$330 million dollars in its first decade. The company has grown to more than 1,200 employees today, with operations in more than 26 countries.

# Corporate Positioning



- Endgames advantages
  - Cleared personnel
  - No deliverable restrictions
  - USG Focus and Mission Focus

	Public Security Company	Private Security Company	Government Contractor	Endgame Systems
Vulnerability Science				
Heritage and Reputation (Vulnerability Science)				
Risk Tolerance associated with covert business				

# Offerings



## Vulnerability Information

- Unique, applied computer and network vulnerability research
- Delivery of research output in high-value platforms



## Software Vulnerability Packages

- Development of general and custom tools for IA and IO
- Productization for use by trained and untrained operators



## Data-feeds and Analytics

- Global view of characteristics of millions of Internet devices
- Behavior, infection status, vulnerability status



## Active Vulnerability Assessment

- Large-scale and covert web vulnerability assessment
- Identification of known vulnerable systems



# Subscriptions – Tier 1



## Maui

- Original vulnerability research – General, Indigenous and Directed
- Exploit toolkit development
- Productization

## Cayman

- Global Internet vulnerability analytics
- Infection status
- Multi-feed correlation

## Corsica

- Application-layer, global vulnerability assessment
- Zero-day and public vulnerability correlation