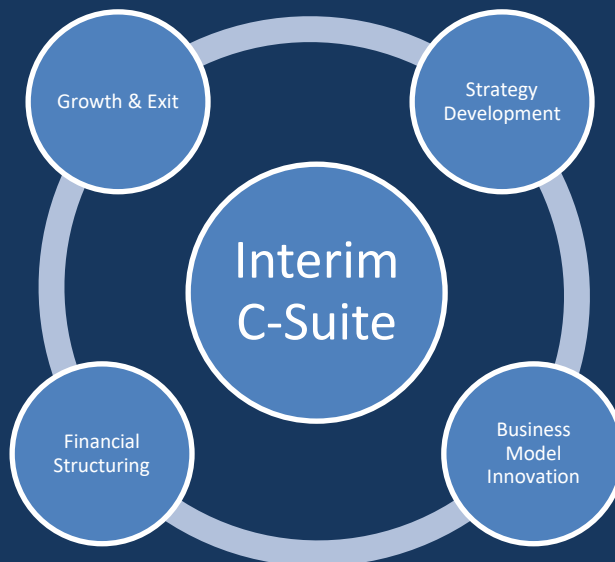


**CASE:** Assisting our client, a distributed security firm specializing in employee security posture needed a seasoned leader to help them develop & articulate a growth strategy, develop an operating model to execute that and interact with the customers and investors to obtain their feedback and evolve the growth plan. We acted as the interim C-Suite and key management to help them and led them to a successful transition.

**Included:**

- Revenue KPI development with new sales compensation models
- Exit scenarios development with VAR model & leveraging best fit exit



**Included:**

- Analyzing team expertise, experience, skillset & gaps
- Developing data-driven rolling-window strategy with key event markers to evolve the strategy as needed
- Identifying growth markets, milestones & time-horizon.

**Included:**

- Developing and enhancing the capital structure to allow for shares based new partnership with web 3.0 component
- Driving additional capital investment & participation for growth

**Included:**

- Developing new distribution channels for the cyber security product
- Allowing user data to be used on a lease basis to enhance the overall data quality and AI engine

**Bringing it all together:** We assisted the client in establishing a baseline of their current state, leadership gaps and the need for growth in a highly competitive cyber security market. We took on the interim c-suite role and enabled the company to develop an iterative strategy, include new business models, enable new capital investment, develop & bring long-term leadership, sustain growth and drive a successful exit.