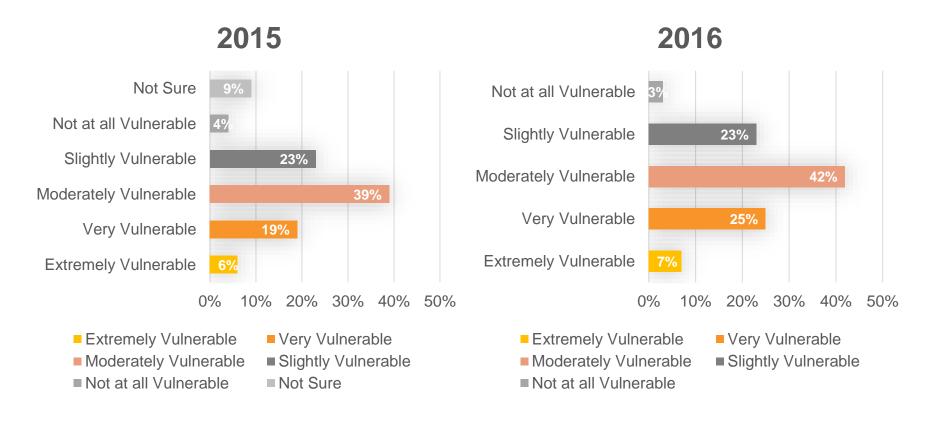


Vulnerability*

74% of organizations feel vulnerable to insider threats — a substantial seven percentage point increase over 2015.

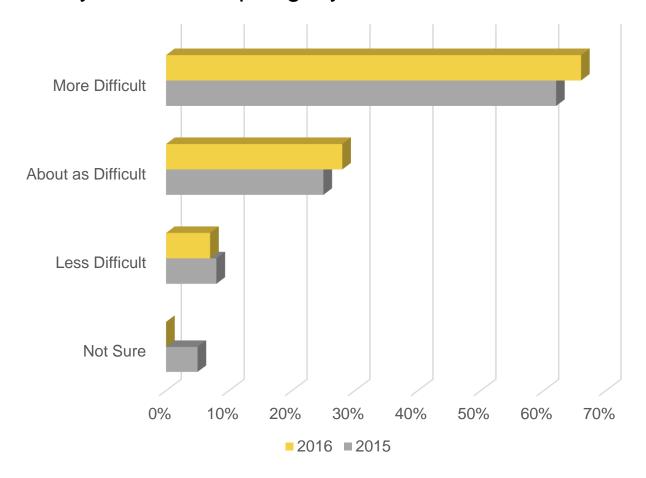


^{*}Insider Threat Spotlight Report 2016, Page 34

^{*}Insider Threat Spotlight Report 2015, Page 29

External vs. Internal*

A majority of respondents (66 percent) have a harder time detecting and preventing an insider attack versus an external cyber attack, up slightly from 2015.

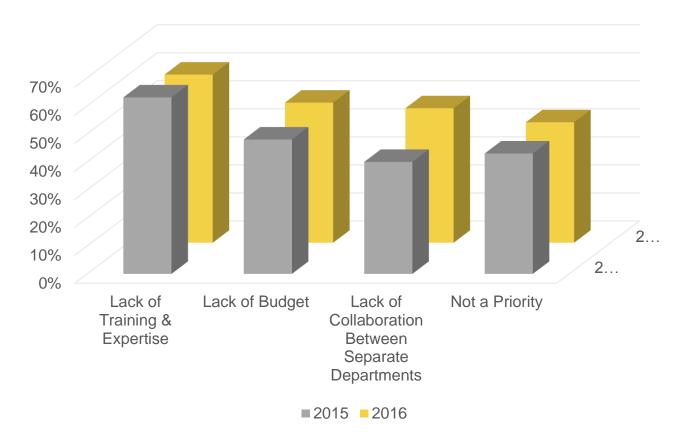


^{*}Insider Threat Spotlight Report 2016, Page 18

^{*}Insider Threat Spotlight Report 2015, Page 14

Barriers to Proper Management*

In 2016, the lack of collaboration was the barrier with the highest gain since 2015, moving up 10 percentage points.

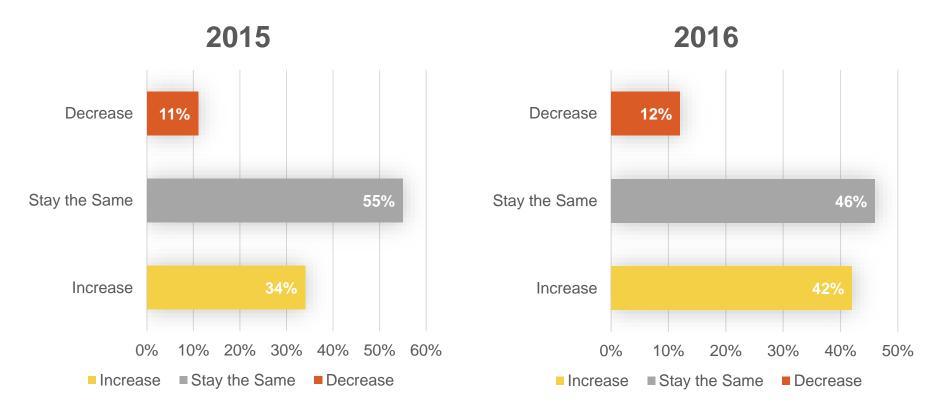


^{*}Insider Threat Spotlight Report 2016, Page 26

^{*}Insider Threat Spotlight Report 2015, Page 24

Budget Trends*

In 2016, 42% of organizations expect a budget increase to address the insider threat problem, up 8% from 2015.



^{*}Insider Threat Spotlight Report 2016, Page 31

^{*}Insider Threat Spotlight Report 2015, Page 24

SCOUT™: A chronology

30 years of insight into the intent and state-of-mind of computer users



Psycholinguistic techniques pioneered at the CIA's Leadership Profiling initiative



Utilized with speeches and interviews to describe personality and decision-making



Former CIA
officer Dr. Eric
Shaw and FBI
Special Agent Ed
Stroz collaborate,
using
psycholinguistic
risk measures,
on a case
involving insider
emails after a bank
server crash



and internet

communications explodes.

Dr. Shaw begins purposing software to study digital comms. based on U.S. intelligence techniques

The use of email



7,225,122

The practice leads to the development of "WarmTouch" proprietary algorithms

The technology is granted 10 U.S. patents



SCOUT[™] is proprietary adaptable psycholinguistic software designed to detect

and manage insider risk and

individuals who are on what psychologists refer to as the

"critical pathway."

Real time or near real time enterprise solution via SAAS or license

Stroz
Friedberg
and Dr. Shaw
successfully
utilize SCOUT™
(fka WarmTouch)
technology in more
than 120
investigations
across 14

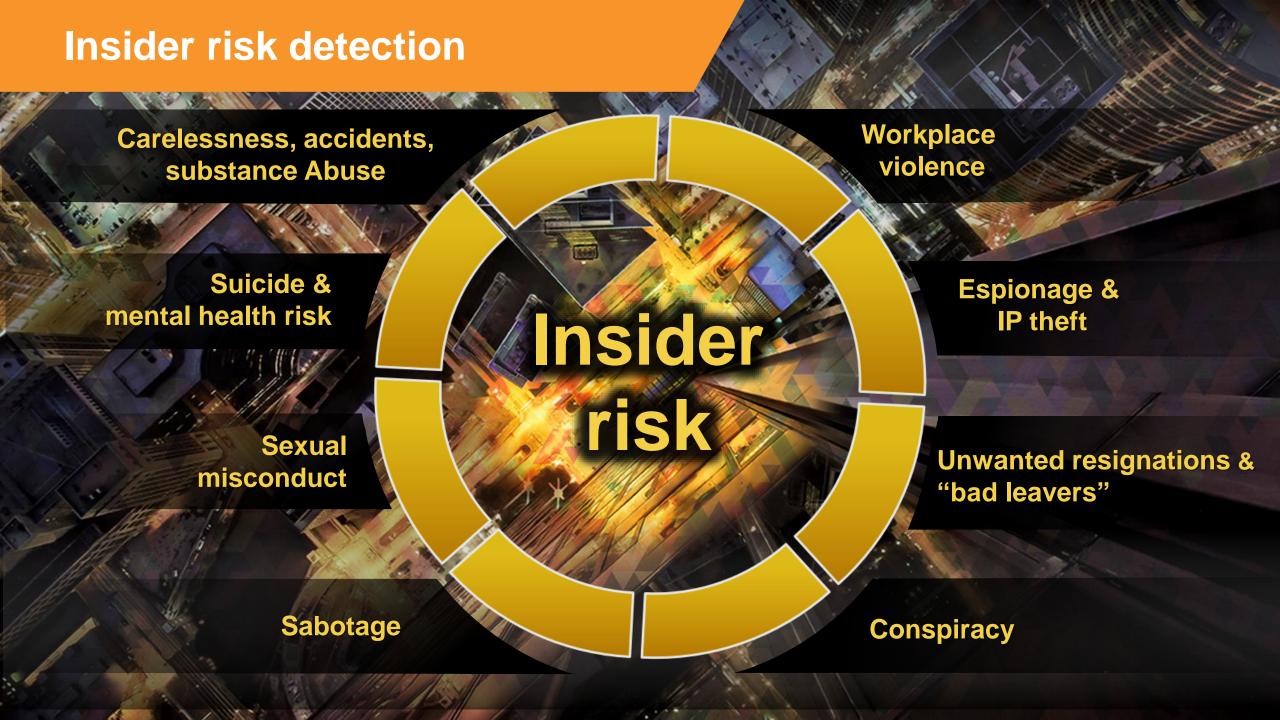
industries

1980's

1990's

2000's

2014





Recent SCOUT client contributors

- Prevented IP loss at financial firm with discovery of developer attempting to set up side business marketing data processing innovation developed on company time
- Identified key player risks for burn-out, job searches and compliance violations in time to allow interventions
- Identified source of anonymous leaks to regulators and press
- Identified source of anonymous harassment, threats to leadership
- Identified cases of acute suicide risk in time for interventions
- Investigative support in cases of fraud, leadership extortion, former insider masquerading as outside hacker



SCOUT supports privacy and ethical practices

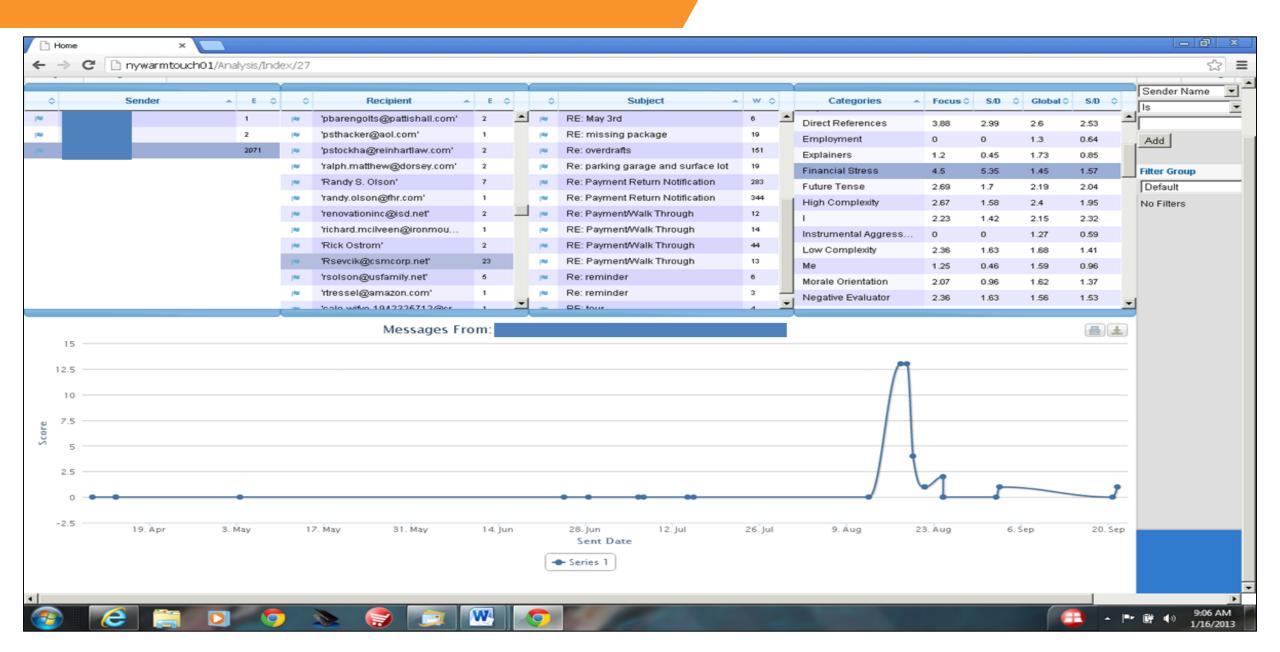
- + There is no widespread invasion of employee privacy. Communications are selected for screening based on statistical resemblance to criterion groups. Usually this involves human review of less than .0001% of communications.
- Sensitivity and selectivity of review is subject to organizational choice.
- + Review criteria based on empirical resemblance to criterion groups, with demonstrated sensitivity as published in peer review journal.
- Management of privacy can be adjusted based on organizational preferences to include anonymity of communications.
- Review of selected communications is recommended to be handled by a trusted multi-disciplinary team to include licensed clinicians trained in rules of confidentiality within organizational practice.



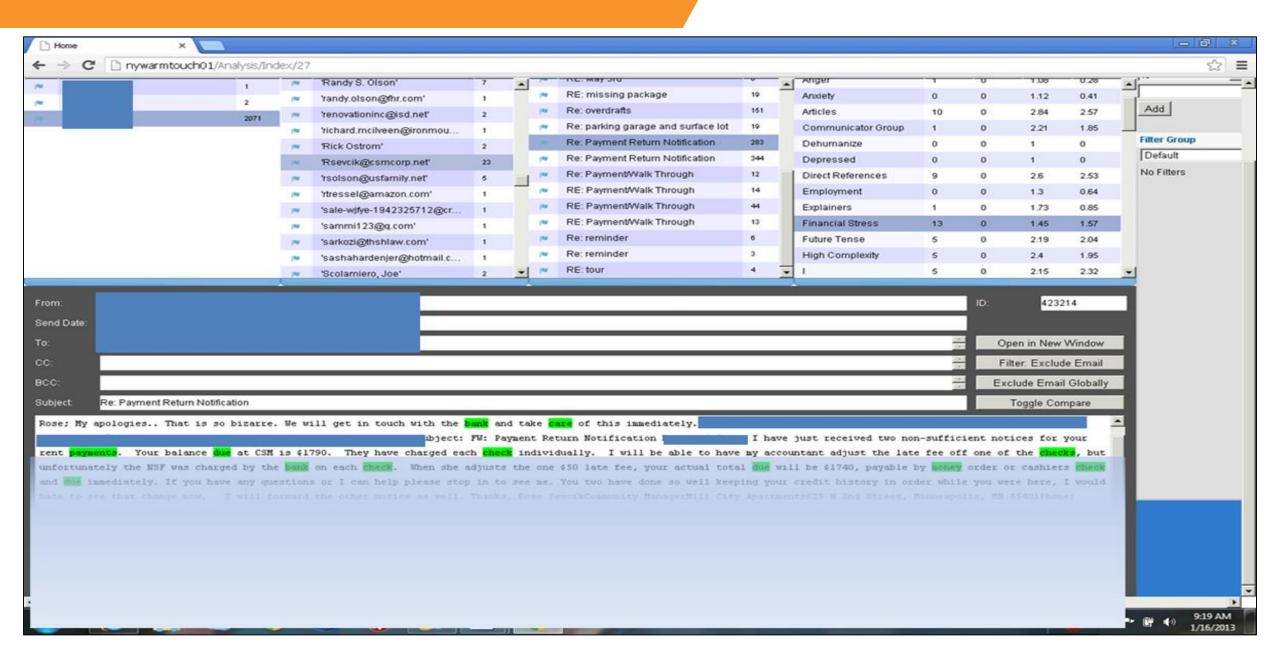
Targeted approach

Search Filtering Results by Category (63,530,222 Messages from 117,954 Senders)	Mean Score	SD	Search Value	Remaining Messages	Remaining Senders
Me	.09	1.4	>5	34,817	>1,000
Negatives	.10	1.0	>4	25,970	>1,000
You	2.0	1.5	>5	20,774	>1,000
Victimization	2.3	1.8	>5	2,028	315
Negative Feelings	.27	1.3	>4	1,901	283
Negative Evaluators	1.9	1.7	>4	1,898	283
Employment	1.9	1.2	>2	748	142
Religiousness	2.1	1.5	<5	611 (.00096%)	116 (.098%) ₉

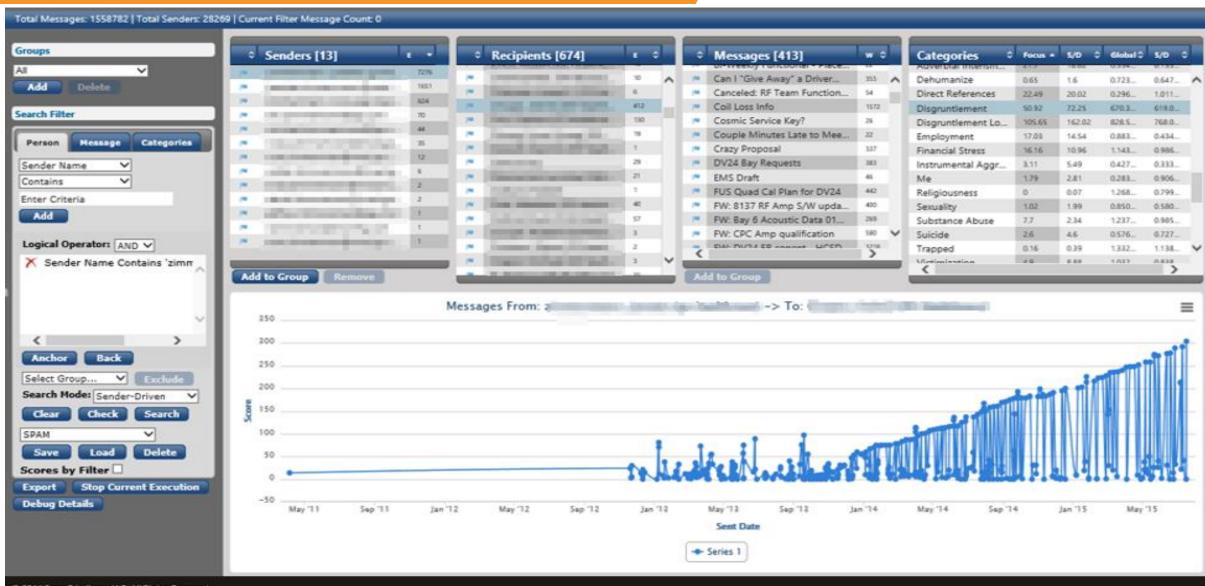
Drill down on financial stress (1/2)



Drill down on financial stress (2/2)



Case Study: Disgruntlement

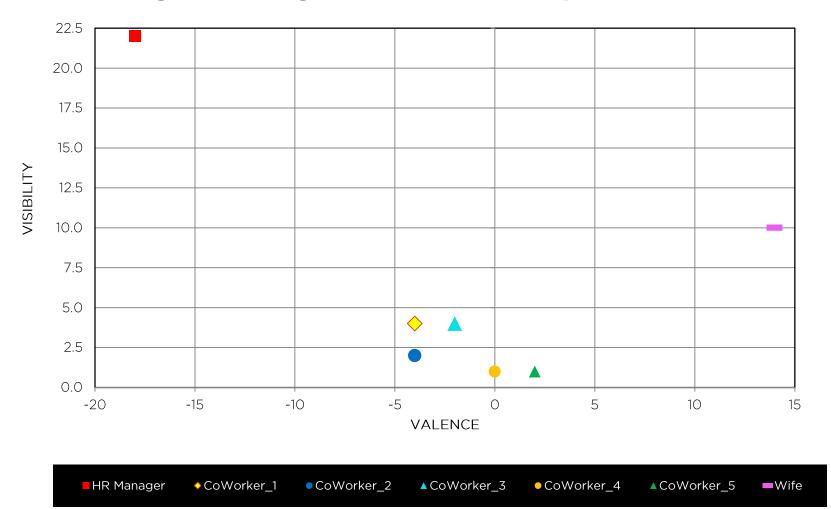


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This product is protected by 10 U.S. patents: 7,058,566 | 7,225,122 | 7,346,492 | 7,395,201 | 7,526,426 | 7,801,724 | 7,881,924 | 8,078,453 | 8,160,867 and Application #13/446,412

Valence: Social network risk

Determining conflicting or close relationships





Validation data corpus

We used the solution to analyze a body of available communication from known bad actors



PFC Manning

Chelsea Elizabeth Manning (born Bradley Edward Manning) is a trans woman and former US Army soldier convicted in July 2013 after releasing one of the largest set of classified documents ever leaked to the public



Bruce Ivins

Former senior biodefense researcher at the US Army Medical Research Institute of Infectious Diseases and the key suspect in the 2001 anthrax attacks



Corporate IP Thief

Corporate insider discovered stealing intellectual property during a client investigation



Hassan Abu-Jihaad

Born Paul R. Hall, former US Navy officer convicted of supporting terrorism in 2001 after disclosing the location of Navy ships and their weaknesses to an online Al-Qaeda forum while serving as a signalman on board the USS Benfold



Greg Smith

In his March 2012 resignation letter, printed as an op-ed in The New York Times, the former head of Goldman Sachs US equity derivatives business in Europe, the Middle East and Africa attacked GS and its leadership



Online Stalker

Anonymous online blackmailer outed and identified as a former employee during a client investigation



At-Risk Communications

Emails and chats containing "at-risk" content gleaned from client investigations

Embedded within Enron dataset

"Bad actor" & at-risk communications		Communications type	Total # communications	# Identified by SCOUT
Online Stalker	8	Email	17	14 of 17
Bruce Ivins	9	Email	5	5 of 5
Depressed		Chat	10	10 of 10
Anger		Chat	10	9 of 10
Financial Stress		Chat	10	9 of 10
Suicide		Chat	10	10 of 10
Substance Abuse		Chat	10	10 of 10
Work Stress		Chat	10	10 of 10
Actual Insiders	3	Email	13	13 of 13
Abu-Jihaad (Paul Hall)		Email	1	1 of 1
Bradley Manning		Chat	3	3 of 3
Greg Smith		Op-ed	1	1 of 1
Total dataset 10,100			100	95 of 100

Risk and the critical pathway

We can assess risk information against the Critical Pathway

	7.0			
CRITICAL PATHWAY	MANNING	AMES	IVINS	CORPORATE IP THIEF
Psychiatric disorders	Gender identity	Alcoholism	Multiple psych issues including Dissociative Identity Disorder	Signs of depression
Personality/social skills issues	Yes	Yes	Yes	Signs of narcissistic personality disorder
Previous violations	Juvenile delinquency	Juvenile delinquency	College vandalism, theft	Unknown
Social network risks	Hackers	Unknown	Family history of crime	Family connection interferes with work loyalty
Stressors	Personal, professional, financial	Personal, professional, financial	Personal, professional, financial	Marital, family, supervisor conflict, bad review, conflict with HR
Concerning behaviors	Multiple	Multiple	Multiple	Tardiness, missed meetings, circumventing supervisors, resigns
Maladaptive organizational response	Multiple	Multiple	No comment	HR inquiry escalates risk
Observed Insider Activity	Hacker and press contacts	Travel, spending	Lab violations	Lies about resignation, downloads during "vacation"

Processing capacity

METRICS	SCOUT [™] solution capabilities
INGEST & SCORE	1.5 billion messages per day*
CAPACITY	Unlimited* messages
NODE ARCHITECTURE	Each node holds 250 thousand to 1 million messages Each server holds 5 to 200 nodes

Hardware

Recommended specifications for a single system:

- + 32 GB RAM
- + Dual 6-core processor or better

Software

Specifications for software hosted on a single system:

- + Windows 2012 server
- + Internet Explorer
- + IIS 6 or higher



^{*}Based on one R710 dual processor server, scales linearly