ONCLAVE

Onclave Networks Business Profile

Onclave Networks, Inc. is an innovative cybersecurity company offering a comprehensive zero-trust solution through its flagship product, the **Onclave TrustedPlatform®**. This platform is supported by patents held by Onclave and redefines secure digital communications by eliminating vulnerabilities across IT, IoT, MioT, IIoT and operational technology (OT) environments, ensuring critical infrastructure protection. TrustedPlatform integrates advanced technologies, including blockchain-based identity management, using the TrustedOrchestrator® and secure edge computing, to enforce continuous verification, data integrity, and segmented access control. Built to meet the highest federal standards (ATO and FIPS 140-3 certifications), the platform uniquely addresses modern cyber threats, providing a scalable and rapidly deployable solution across industries.

Cybersecurity Problem:

The modern cybersecurity landscape is plagued by an increasing number of sophisticated threats targeting both IT and OT environments. Despite significant investments, most organizations still rely on a fragmented patchwork of legacy solutions—firewalls, VPNs, and endpoint protection—that were not purpose-built for today's dynamic and complex attack surfaces. These disparate tools lack interoperability, create security gaps, and require constant manual management, making it nearly impossible to achieve comprehensive protection. As a result, companies face escalating risks, increased costs, and operational disruptions as they attempt to retrofit outdated technologies to address modern challenges like zero-trust security, ransomware, and supply chain attacks.

Solution:

Onclave's **TrustedPlatform** is a purpose-built, zero-trust cybersecurity solution designed to address the limitations of legacy tools by moving data communications from Layer 3 (network layer) to Layer 2 (data link layer), effectively eliminating IP-based attack vectors. Unlike traditional, cobbled-together solutions, the TrustedPlatform is an overlay that seamlessly integrates into existing networks without requiring extensive redesign, making it adaptable to both new and legacy systems. This approach not only secures previously exposed devices and environments but also simplifies deployment, focusing on business needs rather than complex technology requirements. As a disruptive innovation, TrustedPlatform delivers comprehensive protection at a fraction of the cost of traditional offerings, providing a scalable, efficient, and rapidly deployable solution to meet the evolving cybersecurity landscape.

Differentiation:

Unlike the current patchwork of legacy cybersecurity solutions that were not purpose-built for today's evolving threats, Onclave's **TrustedPlatform** is designed from the ground up to address modern security needs with a unified, zero-trust approach. Traditional solutions rely heavily on maintaining complex certificate infrastructures, manual configurations, and require unpacking secured devices for updates—all of which increase risk and operational burden. TrustedPlatform eliminates these challenges through its **Dynamic Network Refactoring**, a unique capability that ensures devices within its enclaves are never exposed to the Internet again, providing a continuous, secure environment. Additionally, TrustedPlatform removes the need for vulnerable VPNs, which are prone to exploits, and instead offers a streamlined, secure overlay that integrates with existing infrastructure. This approach delivers superior protection, reduces complexity, and minimizes costs, setting a new standard for cybersecurity.

Adoption:

Onclave's **TrustedPlatform** has seen strong adoption across both the Federal and commercial sectors, showcasing its versatility and effectiveness. In the Federal space, deployments in sensitive locations such as the Philippines and Guam demonstrate its capability to secure mission-critical environments, while state and local governments have implemented the solution to protect essential services. Commercial customers, including Amazon, have adopted TrustedPlatform to safeguard their complex and distributed systems. Additionally, Onclave's collaboration with NIST through a CRADA validated the platform's data security capabilities for TeleHealth, paving the way for widespread adoption in the healthcare sector. With strategic partnerships established with major industry suppliers like Vizient, Onclave is well-positioned to capitalize on emerging opportunities in the medical community in 2025, providing a scalable and compliant cybersecurity solution tailored for healthcare.

Competition:

Onclave's **TrustedPlatform** operates in a competitive market alongside leading cybersecurity vendors such as Zscaler, Palo Alto Networks, Cisco, CrowdStrike, and Okta, all of whom offer various zero-trust solutions. However, unlike these competitors, Onclave has achieved a significant differentiation: **TrustedPlatform** has been rigorously tested by the U.S. government and holds an Authority to Operate (ATO), a status that few others, if any, have attained for a true zero-trust solution. This authorization includes within critical environments such as The White House Communications Office and the Defense Health Networks, underscoring its reliability and compliance. Furthermore, TrustedPlatform has been approved for use across all DoD communications frequencies, making it uniquely positioned to meet the stringent requirements of federal and defense operations. This level of validation sets Onclave apart from traditional zero-trust competitors, offering a proven, government-backed solution.

Growth Model / Economics:

Onclave's growth strategy is centered on an efficient go-to-market approach utilizing established **Resellers** to rapidly accelerate product penetration and deployment of licenses. This model leverages the existing customer relationships and contracts of Resellers, significantly reducing time to market. The pricing structure is designed for scalability and flexibility, tailored to the volume of licenses and the duration of engagements. Potential Resellers are carefully vetted to ensure alignment with Onclave's scale-focused pricing model. The plan targets swift execution, with the expectation that within 90 days of signing a Reseller agreement, a Proof-of-Concept (PoC) will be initiated, and within 180 days, revenue will be generated through license sales. To ensure quality control, Resellers are required to utilize **Channel Partners**, who are trained by Onclave, for installation and SOC monitoring. This guarantees that deployment and ongoing support are handled by certified engineers while Resellers retain account ownership, ensuring strong customer relationships and streamlined service delivery.

Management Team:

James Taylor – Co-founder CEO

John Dwyier – Co-founder – CGO

Christina Phillips – SVP Technology

Chris Grodzickyj – VP of Operations

Words from the Management / Why the Onclave:

"As the CEO of Onclave Networks, we firmly believe that the future of cybersecurity hinges on proactive innovation rather than reactive patchworks. Why Onclave? Because we offer a purpose-built, zero-trust solution that redefines secure digital communications. Our TrustedPlatform® moves beyond outdated, fragmented security measures by eliminating IP-based attack vectors and seamlessly integrating into existing networks without costly overhauls.

Our platform isn't just theoretical—it's been rigorously tested and holds the coveted Authority to Operate from the U.S. government, including deployments in critical environments like The White House Communications Office and Defense Health Networks. This level of validation sets us apart in a crowded market.

We've seen robust adoption across federal and commercial sectors, from sensitive deployments overseas to safeguarding complex systems for companies like Amazon. Our strategic partnerships and collaborations, like the one with NIST for TeleHealth, showcase our commitment to securing critical infrastructures across industries.

Investing in Onclave is investing in a scalable, rapidly deployable solution that's not only effective but also cost-efficient. With our clear path to accelerated revenue growth and a roadmap aiming for an IPO by 2027, we're not just protecting data—we're setting a new standard for what cybersecurity can and should be.

That's why Onclave."