TAURUSEER

Website: taruseer.com

Location: Jacksonville, FL (USA)

Insurance Line: Specialty and Commercial Lines

Stage: Early growth - Launch Phase

Business Model: B2B

Industries: Initial targets are Insurance & Healthcare (will scale horizontal with growth).

Customer Segments: SME's use it to gain complete visibility of their business risk for governance, security, and compliance management; Carriers use it to dynamically score and monitor inside-out resilience in their SaaS customer portfolio while unlocking the full insurance lifecycle opportunity.

Funding: Bootstrapped / Services IP Commercialization

Open to Investment: Yes

Traction: Successful POC complete/ procurement with first carrier customer initiated as of 3/20/20

Team Size: 4

Founded: April 2019

Founders & Key People
Jeremy Vaughan, CEO, jeremy@tauruseer.com, studied finance at University of North Florida, 10 years at large banks; 10 years/3 tech businesses--most recently grew software services firm, feature[23].

Summary

Traditional IT, SDLC, Security and Compliance are misaligned with modern DevOps, inflating costs, amplifying vulnerability, and destroying the opportunity to speed agility and create the resilience organizations need to thrive. Furthermore:

- As Substandard Software Development Techniques, Supply Chain Compromises, Poor Patching Practices, Shadow IT, Code Rot, and Technology Sprawl become more commonplace — *traditional security and compliance practices become obsolete*.
- Developers, IT, security and compliance staff spend too much time chasing data than solving critical problems while DevOps practices become more complex — *releasing more risks to market faster*.
- The constantly changing regulatory space increases staffing and audit costs every year, while new tools still only address compliance needs. All compounded by the increasing difficulty of finding qualified talent.
- Then, the current solve has caused monitoring and analytics tool sprawl, resulting in too much under-utilized technology. However, with the tools that are utilized, there is an overproduction of data with no way to prioritize. This leads to fatigue and desensitization for a quick response — *if any at all*.

These problems exist not only in every insurer's own IT environments, but also, every one of their clients'. And we are not the only ones who see it -- **Mike Thoma, Chief Underwriting Officer of Travelers is also aware of these risks, and views a solution as the opportunity for visionary insurers of technology companies.**

Solution

Organizations need help confronting the risks they can't see. Those risks that could be controlled, but humans are unable to find. This requires continuously correlating risk data from people, processes, technology, and behaviors — across traditionally siloed monitoring and analytics tools — to automate data science around feedback and accountability. That is where TAURUSEER truly adds value.

TAURUSEER is a lightweight continuous assurance platform that enables and simplifies how Development, DevOps, Security & Compliance teams can drive continual improvement through correlating risks, delivering contextual insights, predictive analytics, continuous feedback, and nudging behavior through prescriptive advice. By automating both the "feedback loop," or the *measure/interpret/act* functions, as well as the "accountability loop," or the *collaborate/remediate/validate* functions ensures the quality of actions in a closed-loop assurance process.

Within an hour, TAURUSEER can show customers what they're missing. Once fully implemented, customers can improve risk posture and regulatory exposure by: uncovering unknown assets and missing controls, prioritizing risks based on business impact, reducing time spent on manual work, and aligning automated metrics to any security framework — complying once to remain audit-ready all day every day.

Competitive Advantage

TAURUSEER is a fully automated governance framework to scale the right behaviors that supports autonomy and compliance for modern Enterprise IT. It is a comprehensive, patent-pending platform, rather than a "point solution" or too,, purpose-built for where IT security and product development is going, not where it's already been. Through a differentiated approach via an Agile GRC Architecture, Product-Centric Risk Modeling, Closed-Loop Assurance, Behavioral Analytics, and Data Science, TAURUSEER automates the right actions in the form of correlated "Nudges" — integrating proactive, preventive risk management right into the flow of work, with the tools staff is already using (via APIs). To that end, value is not only

Alex Borhani, COO, alex@tauruseer.com,, studied MIS at Loyola Maryland, 12 years FBI Unit Chief of Cybersecurity, 4 years CISO at Web.com, SANS Institute published author.

Joe Procopio, CTO, joe@tauruseer.com, 15+ years as architect, engineer, CTO roles, private exit realization to Black Knight Financial Services in 2009.

gained by IT, but also, the rest of the C-Suite, from hard/soft cost reductions and budget optimization with tools displacement and consolidation, improved insurance needs mapping, better processes for efficiency, and a long-term approach to helping customers easily adapt with the constantly changing regulatory space. This future-proofed, transformational adaptability enables "always ready" resilience for whatever comes up next — while maintaining security, compliance, and agility. Also included in the patent is Risk Scoring, Risk Maturity Model, Insights Engine, product economics,, Policy Builder, dependency vulnerability mapping, and code rot.

Insurance Use Case

The Challenge: Unlocking the Full Insurance Lifecycle Opportunity for Cyber & Digital Risk

In the 2020 Cyber Catalyst report by Marsh, the world's leading insurers agreed — supply chain and vendor management is a top risk they expect to dominate the threat landscape going forward. Today, Insurers and Risk Programs alike rely on two incomplete strategies:

1. traditional security ratings
2. table stakes questionnaire or risk self-assessment automation
3. document exchanges

In appropriate timing, Visionary Insurers and Security leaders have realized these approaches fall short, and at best; are basic upfront due diligence.

Bottom line: inventive insurers of the future will enable their customers with new platforms, services, and clear incentives to change. This is where TAURUSEER and Visionary Insurers can partner.

Together, we can drive more sales, deliver more end customer value, and provide guidance and insights to help customers stay safe and protect assets for a more profitable insurance portfolio. Everyone wins.

Missing from Cyber & Digital Risk Evaluations
Risk scores are not new. Traditional security ratings assess "outside-in defense" or uncontrollable external threats to a network. These reactive measures are not sufficient and are missing critical pieces to the equation — "inside-out offense" — the preventative and proactive measures of what *IS* in our control. By enabling people and processes to properly manage risk offers opportunities to measure the effectiveness of activities and behaviors to provide "Resilience" scoring.

Offering an orchestrated, resilient ecosystem from the inside-out via our API-powered platform opens up new revenue streams for insurers via five ways to **unlock the full insurance lifecycle opportunity -- (or "the 5 Cs"): *Customer, Change, Clarity, Coverage & Claims*** -- because it is more than an external rating. ***Ask us for more information.***

Market Overview
The Ponemon Institute found that it is becoming easier to attack a target via its software vendors than head-on. The studies showed 59% of companies suffer breaches caused by one of their vendors, and nearly half (49 percent) of those breaches were due to inadvertent system glitches, including both IT and business process failures, and negligent personnel (human error). This has proven we are sitting on a global digital supply chain dependent on fragile software.

TAURUSEER's ideal customers are highly regulated: 1) Software/SaaS Vendors (i.e. 3rd party risks), and 2) Enterprise IT (their own systems and their software vendors).

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Traditional GRC incumbents (potential acquirers): IBM, Metric Stream, Lockpath, RSA Archer, Dell, Galvanize, ServiceNow, however, TAURUSEER's strategy is to coexist with shared customers until the eventual complete migration to TAURUSEER as the platform matures and as customers continuously adopt more DevOps approaches.

Competitors: JupiterOne (DevOps Compliance Management). Although, the most relevant from a more comprehensive perspective is Panaseer and Brinqa. However, these both carry legacy IT integration and customer baggage. TAURUSEER has no baggage of expensively maintaining legacy IT integrations or customers that would drag on speed, agility, and the future growth opportunities.