



INVESTOR PROPOSAL



Human Risk Management

Cybersecurity SaaS

AI & Behavioral Science

We measure employee security risks in 9 minutes



INVESTMENT OPPORTUNITY

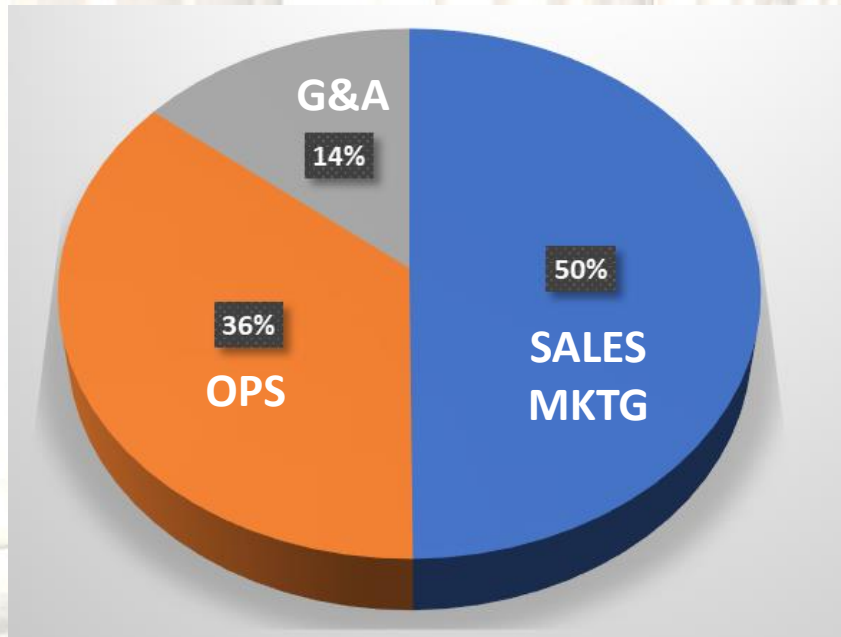
This Round: **\$2M (tranches)**

Valuation today: **\$4.4M**

Possible valuation year 4*: **\$1,039M**

Investment return*: **236X**

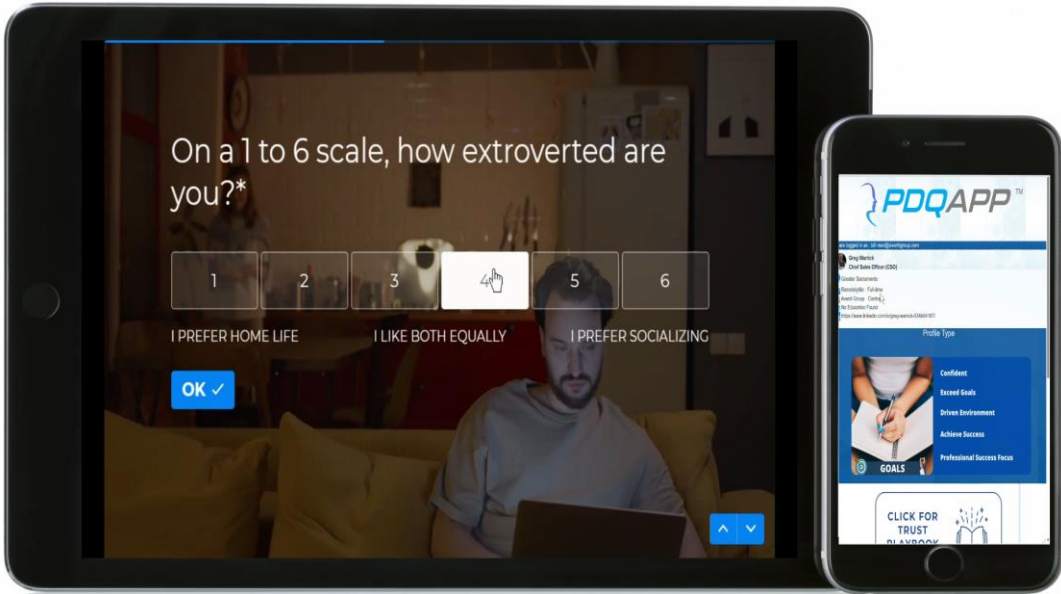
Potential Series A Lead: **Insight Partners (validated)**





We've mapped the first predictive biomarkers for behaviors & risks

- ✓ Veteran-owned, hot 46% CAGR market disruptor
- ✓ Needed for **cybersecurity & compliance risks**
- ✓ Patent-pending IP, trusted by industry giants



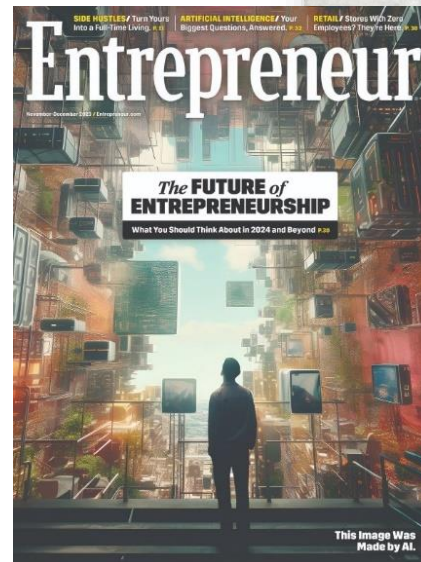
RemotelyMe Board Advisors



Pepperdine Graziadio Most Fundable Company

SILVER AWARD WINNER
(out of 3,000+ startups)

- ✓ *Extensive diligence*
- ✓ *Investment validation*
- ✓ *National recognition*



\$11T Cybersecurity Problem



77%

of workers are disengaged



60%

more mistakes if disengaged



90%

of breaches are mistakes

Trust

Engaged

Risks

Disengaged

Disgruntled

(Insider Threats)

FORRESTER® GALLUP® Gartner®

Security & HR Disengagement Challenges

CISO



CHRO



Must collaborate
Lack solutions

- Security incidents
- Compliance failures
- Limited resources
- Team attrition
- Ineffective training

- Safety incidents
- Compliance demands
- Low productivity
- Employee attrition
- Disruptive training

NLST



Human Risk Management (HRM) Opportunity

“Security behavior and culture programs adopt emerging capabilities—including behavioral science principles.”

FORRESTER®

Gartner®



Proven HRM SaaS Solutions

HERMANCQI™

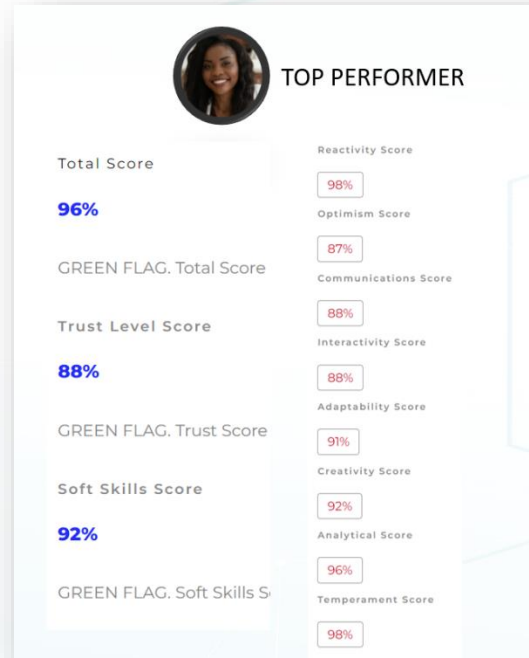
Measures HRM security risks in 9 minutes



Behavioral Science

HERMANCYBER™

View security risks & trust scores in dashboard



HERMANLEARN™

Improve scores with skills-based training



Compliance & security integrations



NIST

PCI DSS COMPLIANT

HIPAA COMPLIANT

REMOTELYME™

HERMAN = Human Engagement Risk Management

Customer Traction

Customers

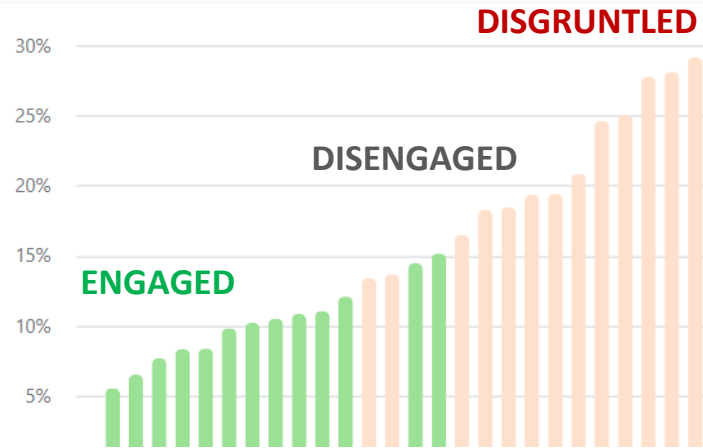


Pipeline

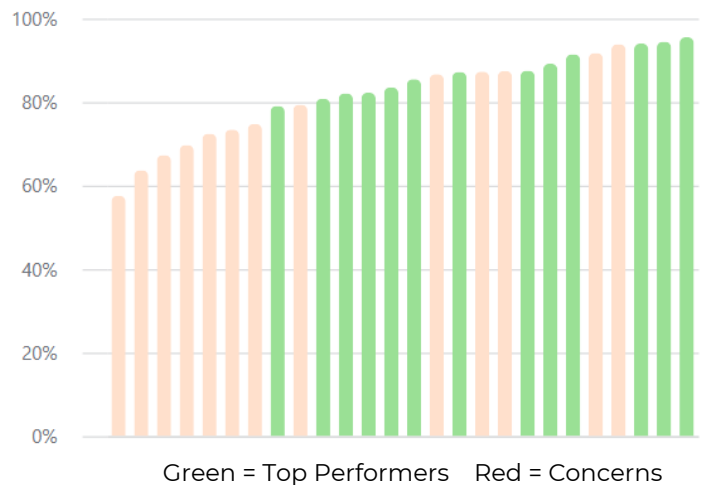


Case Studies

RISK SCORES



TRUST SCORES



Aventi Group



TOP PERFORMER

Total Score

96%

GREEN FLAG. Total Score

Trust Level Score

88%

GREEN FLAG. Trust Score

Soft Skills Score

92%

GREEN FLAG. Soft Skills S

Reactivity Score

98%

Optimism Score

87%

Communications Score

88%

Interactivity Score

88%

Adaptability Score



CANDIDATE

Total Score

78%

YELLOW FLAG. Total Score

Trust Level Score

72%

YELLOW FLAG. Trust Score

Soft Skills Score

79%

YELLOW FLAG. Soft Skills S

Reactivity Score

65%

Optimism Score

54%

Communications Score

99%

Interactivity Score

81%

Adaptability Score

84%

Creativity Score

94%

Analytical Score

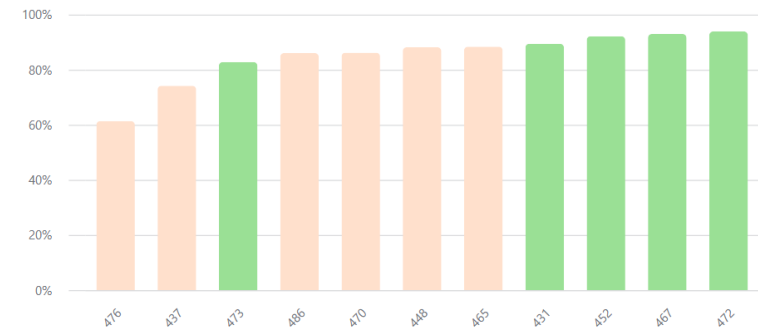
73%

Temperament Score

78%

Total Score	Risk Score	Trust Score	Position Match	Soft Skills Score	Leadership Situation	Training Recommendations
90%	9%	91%	89%	88%	84%	Stamina Course , Stress Course , Leadership Course , Analytical Soft Skills Course , Communications Soft Skills Course , Interactivity Soft Skills Course , Emotional Intelligence Soft Skills Course (for Optimism)
97%	10%	92%	90%	102%	84%	Stamina Course , Stress Course , Brain Balance Course (for Norepinephrine) , Leadership Course
96%	12%	91%	87%	99%	84%	Stamina Course , Stress Course , Brain Balance Course (for Dopamine) , Brain Balance Course (for Norepinephrine) , Leadership Course , Emotional Intelligence Soft Skills Course (for Reactivity)
97%	6%	94%	85%	101%	84%	Leadership Course
93%	13%	83%	92%	92%	75%	Trust Factors Course , Stamina Course , Stress Course , Brain Balance Course (for Dopamine) , Leadership Course

TRUST SCORES



Security Partners



VP BD
Azizur Rahman
Board Advisor



✓ **B of A, AIG, Toyota, Chevron, Nokia**



CISO
Brad Fugitt
Board Advisor



✓ **35K MSPs servicing 500K SMBs**

MSPs = Managed Service Providers (outsourced IT)

35 Board Advisors



TIFFANY & Co.



CHRO

Julie Weber



CTAO

Ana Sencovici



CPO

David Scott

"RemotelyMe's solutions are unique and disruptive."



7 Advisors



CISO

Roland Costea



VP HR

Elizabeth Shober



CISO

Brad Fugitt



VP BD

Azizur Rahman



Our Executive Team



Bill Reed
CEO

NYTBS Author, Navy Diver
Harvard Neuroscience Cert
Inc. 5000 firm co-founder



Tony Stewart
COO

Navy SEALs Admin/HR Director
Navy submariner, HR certs
Veteran's non-profit co-founder



Steve Doolittle
CRO

Former NFL linebacker
Video company co-founder
Successful BD/sales exec

HQ: San Diego, CA



Dr Dania Freudenburg
VP Educational Dev

PhD educational science
School principal & teacher
Course development expert



NEUROSCIENTIST

PhD neuroscientist
Successful entrepreneur
Neuroscience Foundation



Dr German Fresco
CSO

Medtronic



David Hall
CTO

LEAN Six Sigma Black Belt
Medical industry engineer
Pain Foundation Neuroscience

CEO History

Made investors money for seven companies

8x8

IPO

intel

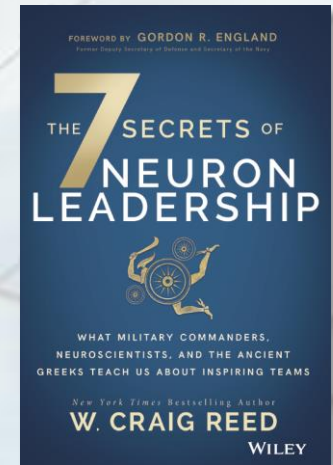
SAMSUNG

NetApp

vmware

Helius
INCORPORATED

Acquisitions



Aventi Group



ORACLE



VISA

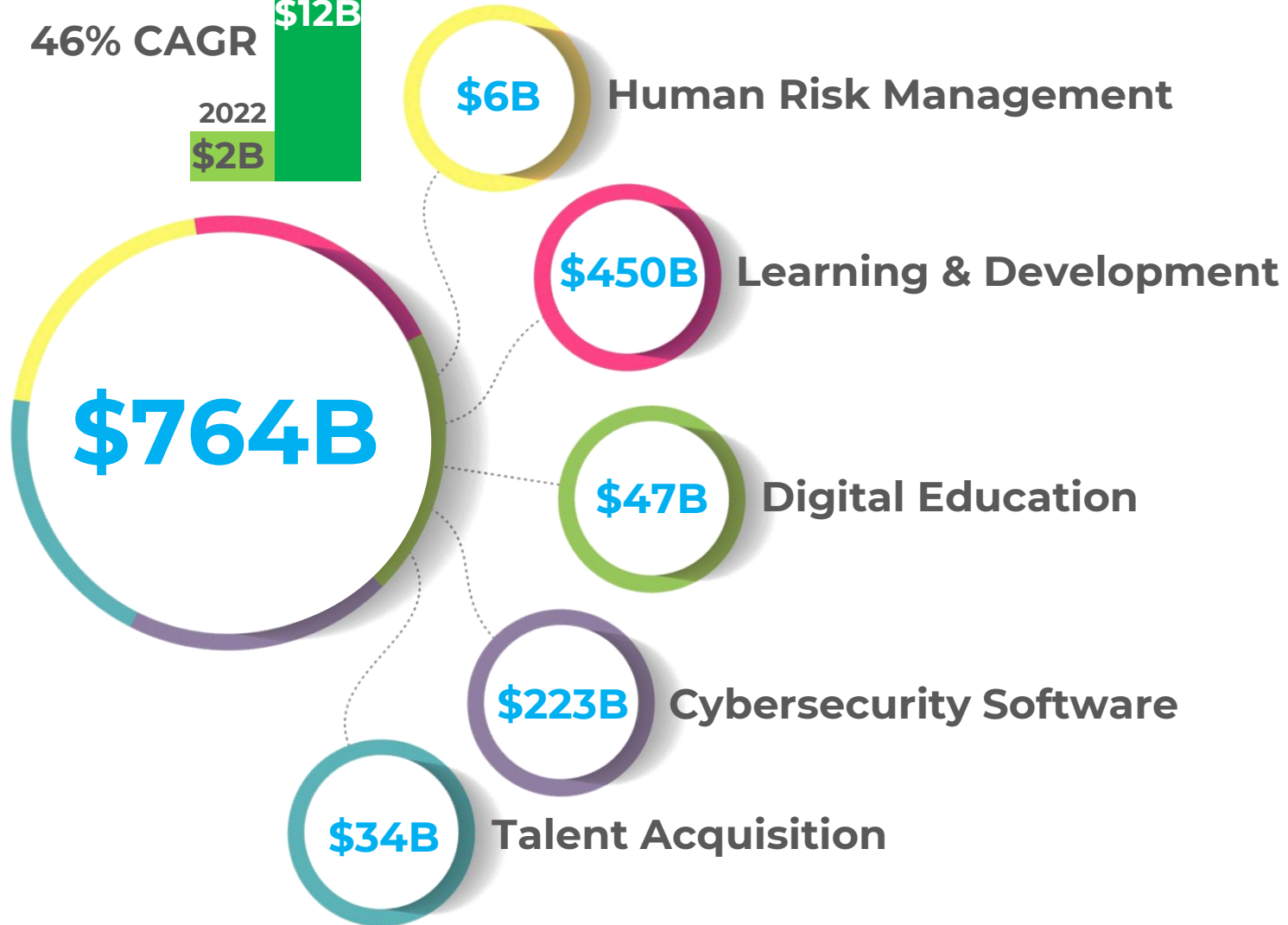
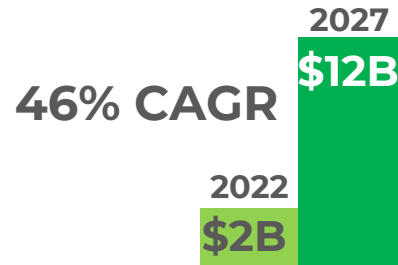


LOGICALIS



imperva

Multiple Market Opportunities



SaaS: 75% Margins
Services
Software License



Business Model



EMPLOYEES
MORE ENGAGED

CANDIDATES
NO BAD HIRES

HR
LOW EMPLOYEE RISKS

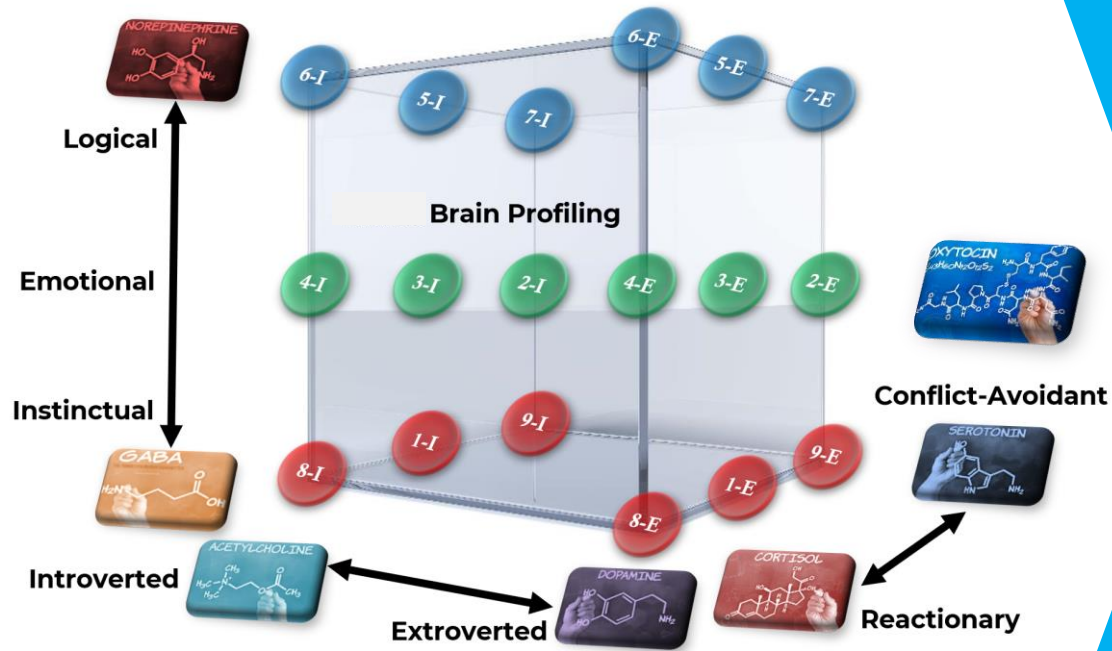
CISO
LOW SECURITY RISKS

C-SUITE
LOW BUSINESS RISKS

Patent Pending IP

Neuroscience biomarkers mapped to behaviors & risks

Predictive Biomarkers



Security & HR Risks



O*NET, SHRM, NIST, CIS,
Harvard, LinkedIn Data

High Trust Cultures

400% more performance

211% more retention

209% more engagement (60% fewer risks)

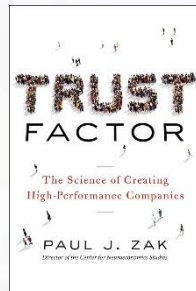
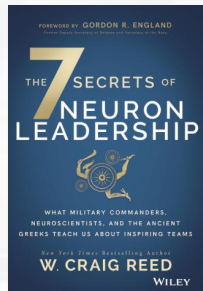
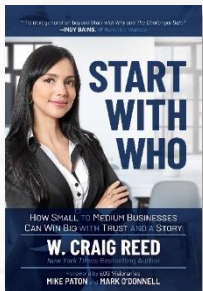
88% more customer loyalty

79% more productivity

74% less stress

40% less burnout

Sources:



Deloitte.



Edelman



**HARVARD
UNIVERSITY**

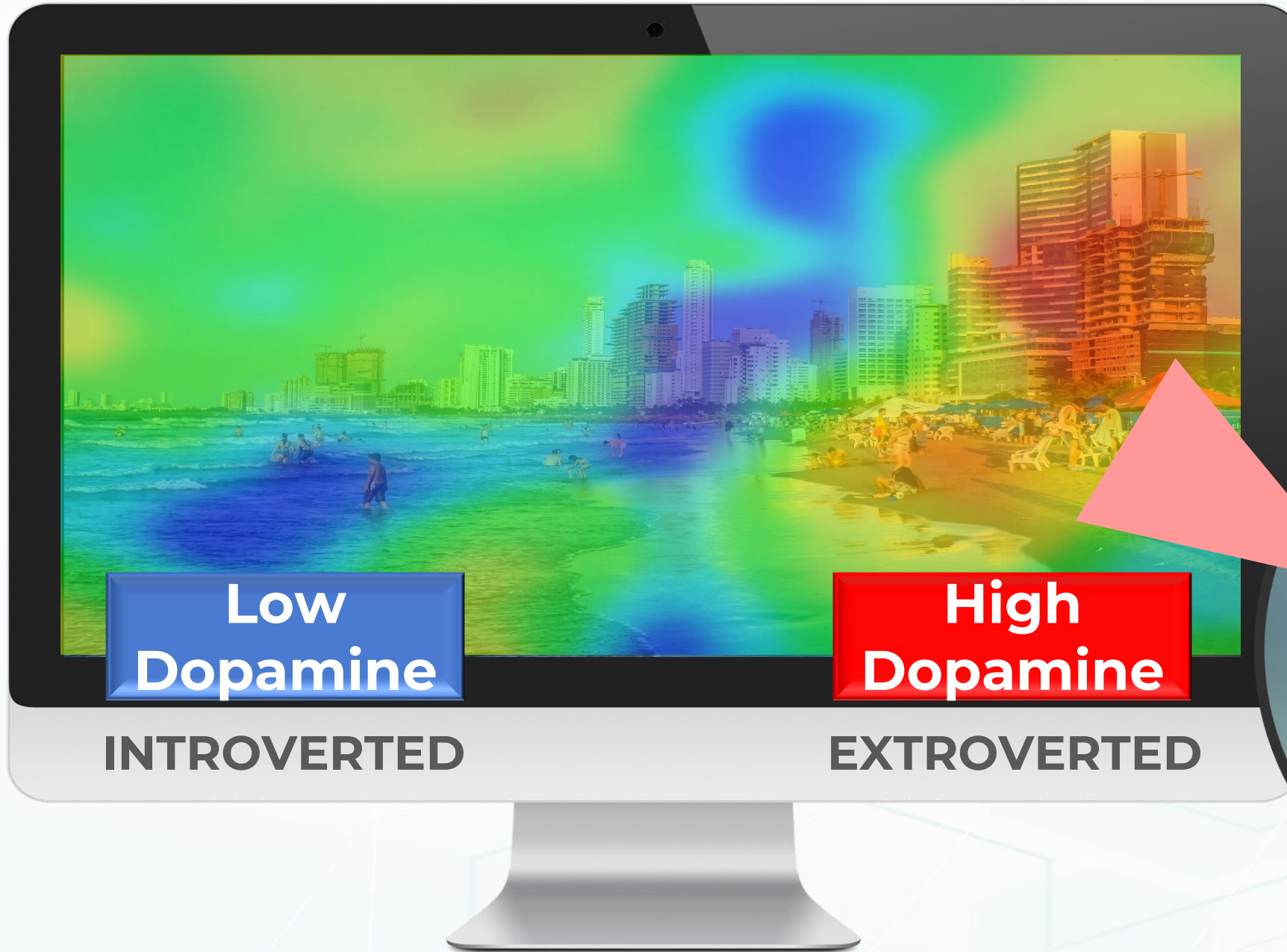
CYTOCIN

Predictive Biomarkers

Traditional solutions can't measure trust, engagement, or risks



Visual Neuroscience Assessment



**Customized videos
influence answers**

93% reliability

Patent pending



How we'll win...and make you money

Competitors/Partners
No science
Partial compliance



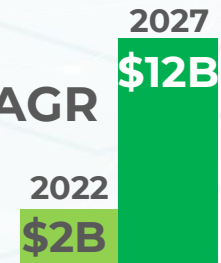
RemotelyMe Today
Behavioral science
Full compliance



RemotelyMe Tomorrow
Behavioral neuroplasticity
Security culture instincts



46% CAGR



Our competitors are years behind us...



“In the long term, adaptive human protection will free employees to do their jobs without constant training on all aspects of security. This requires a significant shift in mindset and tools and is still four to eight years away.”

-Jinan Budge, Forrester security analyst



“RemotelyMe offers unique solutions that could make them an HRM leader, including the behavioral science Gartner & Forrester say is a key requirement that's missing from other solutions.”

-Rob Smith, former Gartner analyst and Managing Director of Lionfish Advisors (with 30 former Gartner analysts)

Traditional Security Awareness Training



No initial metrics
No risk/trust scores
No soft skill scores



One-size-fits-all
Burdensome training
No risk, trust, soft skills
No culture change



Pass/fail access



No HRM



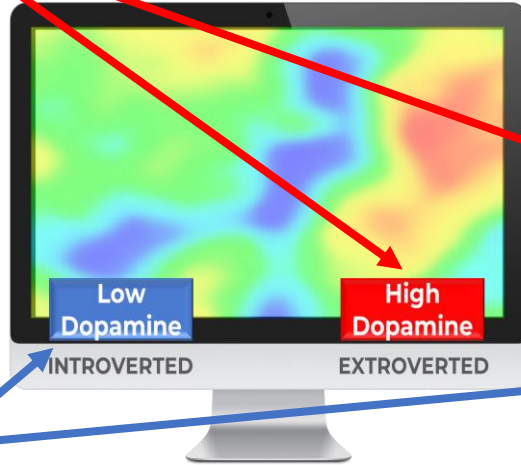
HERMANCYBER™



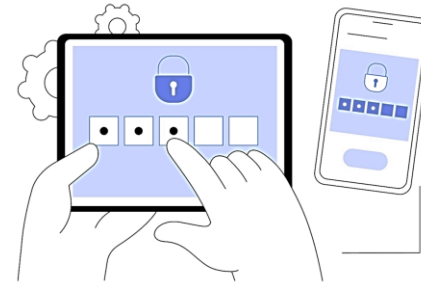
CQI measures risks, trust, soft skills, engagement

Personalized & risk-based
Less training & disruption
Includes soft skills & trust
Drives culture change

HRM



Adaptive access



Security Scores

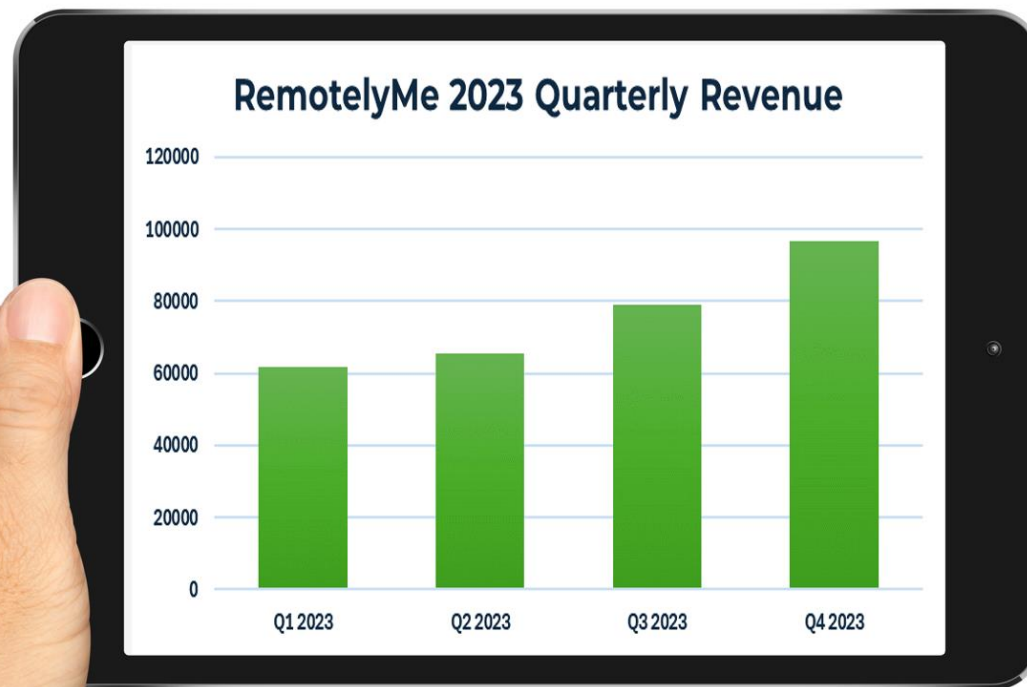




Feature Comparison	SAT	HRM	HRM	HERMAN
Security awareness training	YES	YES	YES	YES
Phishing simulations	YES	YES	YES	YES
Integrations	YES	YES	YES	LTD
Email analysis & response	YES	NO	NO	NO
Behavior analysis (non-predictive)	YES	YES	YES	YES
Adaptive & predictive behavioral science	NO	NO	NO	YES
Risk, trust & soft skills metrics	NO	NO	NO	YES
Engagement metrics	NO	NO	NO	YES
Trust, leadership & soft skills behavioral training	NO	NO	NO	YES
Trust factor analysis	NO	NO	NO	YES
Cognitive AI messaging	NO	NO	NO	YES
Recruiting platform & app	NO	NO	NO	YES
NIST 2, PCI 4, etc. compliance	LTD	LTD	LTD	YES
Full-featured cost	\$\$	\$\$\$	\$\$	\$

Financials

USD \$M	2023	2024	2025	2026	2027
Revenue	0.3	3.0*	12.7	30.4	86.6
EBITDA	0	-0.8	1.1	3.9	14.2
Headcount	9	20	39	71	167



12X+
SaaS
Multiple

*With funding

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