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Welcome to another episode of the OTCQB Podcast. My name is Eric May, and joining us today is Carl Herberger, the CEO and Executive Director of Corero Network Security, which trades on the OTCQB Market with the symbol DDOSF. Corero is a leading provider of Distributed Denial of Service, or DDOS, protection solutions. They specialize in automatic detection and protection solutions that include network visibility, analytics, and reporting tools. Carl, thanks so much for joining us today.

Carl Herberger

Eric, it's my pleasure. I hope you have a great afternoon. I'm looking forward to our conversation.

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Yeah, yeah, thank you. Thank you very much for joining us. So Carl, why don't you tell us a bit about yourself and how you got involved in the DDOS and kind of cyber security industry?

Carl Herberger

Yeah, sure, Eric. I'm a former military aviator, flew B-52s for a while. And I think that that actually started my journey in both cyber security and what I would call availability security. It's this idea of the idea that uptime or the ability to actually process or keep your information flowing is as vital as life it is yourself to a person. It's like the air of a business. And along my journey in my career, I've run very big security businesses that were focused on this idea of availability, including the security division of SunGuard availability services. And I ran for Radware, an Israeli company, their entire DDoS and cyber availability product portfolio for 10 years. So I've been focused on this journey, protecting businesses from their services being attacked from cyber attacks and going down. And it's part of what is considered to be the conundrum for information security or cyber security, which is three major pillars. One is around data security, which most people know about. And the other is around integrity security, which some people know about, but this is the idea of the decimal point being in the same spot when you receive it than when you send it. And then there's availability security, which people understand because they know when things are down, but they don't understand how harmful it is to businesses and how crucial it is to actually an economy.

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Yeah, absolutely. I think we've all experienced some downtown websites and it's

definitely frustrating.

Carl Herberger

Yes, exactly.

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So can you kind of give us a high level view of what a DDoS attack is and why companies need to be aware of them, especially as everything is kind of moving online?

Carl Herberger

Yeah, there was a day when DDoS, nobody knew what it actually was, but today DDoS has become synonymous with service availability. And essentially, the idea behind a DDoS attack is it's a cyber attack that exhausts resources. You know, the most simplest way to think about it, Eric, is we all know, especially if you're located in New York, but it doesn't make a difference where you are in this world. We know that there are times a day when the streets or the highways become full of traffic. And we also know that there's some things that can happen along the way that can really cause complete havoc. In fact, it can even allow for the highways to just shut down and it really wreaks havoc to everything. DDoS is very similar, but it's all very technical. It's the way in which systems connect. And each one of those systems have this idea of what is normal, what is abnormal. And there are ways and techniques to be able to exhaust resources. Another example is a small request with a large reply. So, if you were to say, if you're in a stadium, say, anybody want a free t-shirt, everybody would probably say, yes, I do. This is the way of a DDoS attack. Now, if you could put that all into one transmission, that would probably result in an outage, at least for a period of time.

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Okay, that makes sense. So, in terms of Corero's products, can you walk us through what the SmartWall 1 DDoS protection service is and how it helps companies?

Carl Herberger

Sure. Yeah, we go to market and know how to solve the problem of this service plane availability. So the SmartWall 1 is a portfolio of capability that starts with detection and ends with various forms of mitigation and protection, inclusive of being able to actually turn the entire process on over to us. So there are four basic pillars to the SmartWall 1. There's the ability to install technology, software, and almost everything that I'm talking about is software. Some people need it in

hardware. We can deliver hardware and often do, but it's mostly software, and if you need it in hardware, we actually deliver it packaged up. So SmartWall 1 is a combination of you can buy this in piece or in whole, you can buy detection technology. So if you just need to know that there's a problem and to characterize what is the nature and causation of that problem, where is it coming from and why, who is probably doing it and how to solve that problem, we have detection capabilities. We can just sell you just the detection. So we can divorce detection from mitigation and from protection. And we have something called mitigation, which is quite unique to us in that we can actually solve your problem of an attacker by trying to leverage your existing infrastructure that you already have. So if you have, for example, routers and switches and firewalls and network interface cards and so forth, which everybody does in their environments, we know how to figure out the manufacturer of those things and what their native capability to handle getting rid of this problem. So we can deal with vendors like Juniper and Cisco and Arista and Nvidia and Broadcom and among many, many others. And our technology can just almost magically work to be able to help you just use your existing infrastructure. This is a massive differentiation between us and everybody else in the marketplace because you don't necessarily have to buy what's called scrubbers or a scrubbing capability.

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Yeah, yeah. So you can use it with what you already have to kind of supplement your defenses?

Carl Herberger

Yeah, that's right. So it results actually often in this situation with people having to have to spend half or less than what they normally have to do in order to solve this problem because we don't require you to install net new scrubbing gear or redirect traffic or something like this. We can actually just... We know if there's something coming through your normal pipes, you can almost view it as like a water filtration system. We sell a detector to the water, and then we sell the ability to put proper filters on top of your existing pipes without you having to have to buy anything special. We know how to actually characterize the traffic and get rid of the traffic.

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That's very interesting. And would you say... Because you've been in the industry for many years now, how would you say that cybersecurity infrastructure and thought process has changed over your career? Obviously, that's kind of why you are the CEO of your own company, but what have you seen changes either from

consumer side or from the vendor and provider side?

Carl Herberger

Yeah, it's been a tremendous evolution, both in the threat landscape as well as the solution landscape on it. As the world gets more and more involved with technologies, as everything that we do becomes endemic with technology, you can't rent a car, you can't buy a plane ticket, you can't today, you can't even park your car without having an app or having some sort of technology or be connected. It's hard for you to get a balance on your credit card or your financial statements or transfer money. Everything today, as we all know, is service-based, technology-based, all communication is, all calendaring and so forth, government services. So as technology continues to pervade every piece of our living life, including healthcare, you can't even get your health record these days without having an app, the need for security continues to grow. So in every single element of that technology, whether it be the transport of the communication, the application itself, the infrastructure piece of it, the ability to actually transact is all under attack for all various reasons. Some of it, they're making money. Some of it, they just want you to be gone. Some of it is that's a nation state that they're really trying to take something or an economic way of life offline. Regardless of the problem, you need to protect against it. So what I've found is that in security back 10, 20 years ago, probably 20 years ago, you could be a general practitioner and you could cover most categorical problems with the knowledge that you have. Today, a general practitioner is superficial and you need to have specialists just like healthcare does. So every area of security now has people that fundamentally specialize in very minute levels of technology to be able to get specialty solutions. And you'd still have the general practitioners that refer you, much like a healthcare environment. So this is how the security industry is going. This is why there's so many security companies out there. And there's a whole language. So you almost need these days a sherpa to help you get through the process of who's the right kind of person to talk to and how's the right technology to deploy and so forth.

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Yeah, we've obviously seen the SEC kind of make that a forefront of their disclosure requirements as well.

Carl Herberger

Exactly.

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So what's next for the rest of this year and beyond for Corero?

Carl Herberger

Yeah, we have an exciting, you know, in the world of availability security, there's no shortage of attacks and we are helping a lot of companies now actually use our technology to stand up businesses. So we've made some pretty nice announcements. Akamai, one of the world's most recognizable technology companies, has decided to take our technology to make their business, to fundamentally run their business on DDoS. So they use today, Corero, in all their DDoS solutions and to go to market with their CDoS solutions and it's powered by us. So that's a very, very exciting relationship. We have a number of those relationships in our portfolio. GTT is another example. Juniper Networks is another example of that. So that is ongoing and the execution continues to build and grow and the excitement in our solutions, I think, continues to build and grow. We expect to announce a few more Strategic Alliance solutions as the year goes on. In addition, we're bringing to market more and exciting technology that will help address more innovative ways of going about solving this problem. And I think cost effectively, that's the most important part, is that in this space, you can spend as much as you want. And what's really important is to have high quality solutions that even small businesses can afford.

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Absolutely. Yeah, absolutely. You want to make sure you're available to have one across the spectrum.

Carl Herberger

Exactly.

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So Carl, you guys, we'll wrap it up, but I have one more question for you. You guys have an office in Massachusetts to go along with your UK headquarters. So you do have some US presence. So I'm just wondering, how do you plan on leveraging OTCQB and the US equity market to kind of meet your strategy, both from a business standpoint and an equity standpoint?

Carl Herberger

Yeah, it's a very exciting and new opportunity for us to both address an investment market as well as an employee market. I'm sure you understand, Eric, that in certain circumstances, it can be difficult for employees in the United States

to invest in an AIM market listed entity and to provide for some employee benefits. In the same perspective, it can be difficult for some stockbrokers to be able to make a market in some of the foreign markets for various sundry reasons. So for us to be able to be listed simultaneously in a US market and then in a UK market is exciting for both the ability for people to invest in us and for us to be able to offer employees and partners a lot of opportunity at Corero as we move forward.

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Yeah, we really appreciate you guys doing the market and look forward to working together and seeing the company grow.

Carl Herberger

It's quite exciting, Eric. We're excited to be with you.

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Yeah, absolutely. Well, thanks so much for stopping by today, Carl.

Carl Herberger

Yeah, thank you, Eric. Thank you very much. And don't hesitate to look us up on corero.com or on LinkedIn. Or for that matter, I'm on X, and so is the company. So at Corero Network Security on X would be great.

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Perfect. And just as a reminder, Corero Network Security trades under the symbol DDOSF on the OTCQB Venture Market. Thanks for joining us.

Carl Herberger

Thank you, Eric.

**This is an autogenerated transcript and may contain typos.*