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Joining us today is Shannon Wilkinson, the CEO and CFO of Tego Cyber, that trades on our OTCQB Venture Market under the ticker TGCB. Tego Cyber was created to capitalize on the emerging cyber threat intelligence market. The company has developed a cyber threat intelligence application that integrates with top end security platforms to gather, analyze, then proactively identify threats to an enterprise network. Shannon, thanks so much for joining us today.

Shannon Wilkinson

Thanks for having me.

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So Shannon, talk a little bit about your professional background. And how you got involved with Tego Cyber.

Shannon Wilkinson

I started off my career as a software developer for the United Nations department of peacekeeping operations. And I basically grew through the ranks, went from software development, into managing software development teams, system architecture and design, and started a family, actually met my husband over in the peacekeeping mission. And we started a family. And when I was pregnant with our second daughter, we kind of decided peacekeeping missions weren't a great place to raise a young family, so we decided to come back to the US, and I worked for various technology companies here in Las Vegas, where we live. But in 2015, Troy, my husband and I saw this real need for cybersecurity solutions for small to medium businesses. So we co-founded a company called Axiom Cyber Solutions in 2015, with the idea we could bring some cybersecurity solutions to small to medium businesses. We had some success with that, and we sold the private equity in mid 2019. And I quite liked the entrepreneurial journey. So I talked with Troy about the things that we learned in that experience with the cybersecurity company, and some of the shortcomings that we saw, within Cybersecurity Solutions. So we decided, in September 2019, to co-found Tego Cyber Inc, with the idea that we could build a threat intelligence platform for enterprises, and solve and fill some of the gaps that we saw within threat intelligence.

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Tego Cyber has a unique application called the Tego Cyber Threat Intelligence Platform. Can you elaborate on what this application offers, and the level of protection it provides?

Shannon Wilkinson

The Tego Threat Intelligence Platform really integrates into other leading software platforms, particularly SIEMS, which are, if I remember system information event monitoring systems. And really what we found in the past couple of years is that these SIEMS platforms were used by enterprises to really check on bandwidth and performance of servers within the environment. But over the past few years, security operations teams have found that because all the information for the enterprise rests in the SIEM platform, they can actually search for threats that have gotten into the enterprise. So SIEM platforms are being used very heavily by security operations teams. But one of the shortcoming for the SIM platforms is that they don't have built in threat intelligence, and that's where Tego comes in with our threat intelligence platform. So essentially we've built an integration for SIEM platforms, where basically our platform takes in all the data from out there in the dark web, and out there on the internet. And then we bring it into our platform through a proprietary process.

We do some analysis, we do duplicate the data, make sure that it's timely and relevant. And then we take an important next step of adding additional context to the threat data, and what that really means is oftentimes threat data will be, "This IP addresses bad," but Tego takes it a step further by kind of giving the who, what, when, where, how of the threat, to turn that data into intelligence. So we'll tell the security operation center that, "This IP address is bad, because it belongs to this threat group operating in this country, they're known to do these types of activities." So we're really giving the security operations team the information that they need at their fingertips, integrated into the existing cybersecurity tools that they're already using. So a couple important points there is the context and the integration, and those are two of the differentiators of the Tego Threat Intelligence Platform.

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As we start to emerge from the pandemic, and more businesses are opening up. So have you seen an increase in the need for cybersecurity in a more blended work from home office business arrangements?

Shannon Wilkinson

Absolutely. If anything, the pandemic, and the new realities of having the hybrid workforce, is really showing us that cyber attacks are here to stay. And the FBI actually estimated that there was a 300% increase in cyber attacks during the pandemic. So even though people were working from home, and certain businesses were shuttered, it didn't stop the cyber attacks from happening. And it just increased the workload on cybersecurity teams who were already struggling with supporting technology needs for the organization in this hybrid workforce,

now all of a sudden they had to deal with increased attacks. So it's just shown us, as well, the increased need to build cybersecurity into the overall business strategy of organizations, due to the potential operational risks.

So before with ransomware, organizations might be able to quickly restore from backup, but ransomware gangs have gotten a lot more effective in the encryption, and stealing data. So there's all sorts of risks that go today now with cyber crime that didn't exist, let's say five years ago, that organizations have to deal with, as well as the disruption of attacks. We've seen quite a few large impacts and disruptions to operations of organizations due to cyber attacks. So it just really shows that cybersecurity's not what it used to be before, which was considered an IT problem. It's a business and strategy issue nowadays.

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Yeah. And so on that note, cyber attacks are increasingly becoming more sophisticated. How has this affected your platform and your technology development?

Shannon Wilkinson

If you look at the number of attacks on enterprises, the numbers are quite astounding. The University of Maryland did a study that found that computers that are connected to the internet are attacked on average about every 39 seconds. That's a little over 2,200 times per day. Now if you're an enterprise, you get to multiply that number by a thousand or 10,000 or a hundred thousand, and it just lets you realize the scale of alerts and information that is coming at a security operation center, that they have to filter through on a daily basis to try to find and identify the threats that may have slipped through the cracks in defense, and got in. And as much as we'd like to prevent all these attacks from getting through, due to the use of firewalls, and endpoint protection, and email protection, things do get in. So really the next important thing to do, besides prevention, is the detection, and then identification, and having the information needed to make a quick decision, which is exactly what Tego Cyber does for enterprises.

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How will Tego continue to capitalize on the growth within the cybersecurity industry? And do you see unmet needs, or opportunities, within this space that gives Tego a competitive advantage?

Shannon Wilkinson

So we sit within the threat intelligence market segment of the overall cybersecurity market segment, which is very much an emerging segment. It's

actually growing at twice the rate of the overall cybersecurity market. And one of the benefits of going into an emerging market segment is that there's not a plethora of competition, as opposed to other segments. So if you took a look at antivirus, there are literally hundreds of different solutions out there. Within threat intelligence, there's not that many solutions out there, and that is a great opportunity for Tego Cyber. As far as the unmet needs within threat intelligence, our founding team has definitely seen numerous opportunities within the threat intelligence market segment, that we can solve through our threat intelligence platform and integrations. Even recently, the US Federal Government has recognized the need, and the greater need, for threat intelligence and information sharing, with President Biden's executive order on cybersecurity mentioned it at least three times, in that six or seven points. So it's something that organizations are definitely seeing as a need, and something that they need to do, and the federal government as well. So there is a tremendous amount of opportunity within this market segment.

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What milestones and future integrations do you anticipate for Tego in 2021 and beyond?

Shannon Wilkinson

So the first product launch of our threat intelligence platform is with our Splunk integration, and that is imminent, we are actually in beta testing right now with the Fortune 500. As for what the future holds following this product launch, basically for Tego, we have an aggressive roadmap of integrating 10 other SIEM platforms over the next two years, starting with the SIEM platform Elastic SIEM. From there, we're going to continue working through [inaudible 00:10:16] the market leaders, as well as the up and comers in the space. There's at least 20 other different SIEM platforms out there, so the potential for our integrations, as well as customer acquisition, are quite astronomical. So we're just going to continue doing the integration, continuing to make improvements to the threat data that we're bringing into our platform by continuing to research what's out there, and what we can enhance for our customers.

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That's great developments. So Tego began trading on the OTCQB Venture Market earlier this year. How has the OTCQB helped enhance your investor strategy and base?

Shannon Wilkinson

Going onto the OTCQB has been phenomenal. It increased our shareholder base by at least four times, as well as provided liquidity for our existing shareholders. We primarily did our initial fundraising through friends and family, so it was nice to give them that liquidity, and have their shares out there. It's also helped encourage new investment in the company, and we've actually raised almost \$2 million since we started trading in April.

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Well, Shannon, thanks so much for sharing your story. It's been great talking with you.

Shannon Wilkinson

Thank you very much. My pleasure.

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Tego Cyber trades under the symbol TGCB on our OTCQB Venture Market.

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