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Joining us a day is Kurt Mueffelman the CEO and President of archTIS Limited that trades on our OTCQB Venture Market under the ticker "ARHLF." archTis is a global provider of innovative software solutions. The secure collaboration of sensitive information. The company's award-winning data-centric information security solutions protect the world's most sensitive content in government defense supply chain enterprises and regulated industries. Kurt, thanks so much for joining us today.

Kurt Mueffelman

Hi good morning. Thank you so much. It's a pleasure. Not only to be here speaking with you but to be part of the OTCQB

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Excellent, so courage to start as an entrepreneur and leader tell us about your professional journey and then how you got involved with artis.

Kurt Mueffelman

Sure be a pleasure. So I've been a technology CEO for the past 25 years and taking early stage companies and driving them in through a go-to-market strategy that's built around proven technologies markets that are either a little bit early but we see some traction in them. And then taking them to that next stage and that next stage could be merging private equity or further investments and how I got involved with archTIS was actually purchased back 1 of my prior technologies a company called nucleus cyber back in 2018 and at the time we were taking nucleus cyber and we had some really strong marquee customers early on but looking to see where we wanted to take that next stage of growth and I've been working with Australian technology company since the year 2000 saw that by taking art by taking excuse me nucleus cyber. Enrolling it and merging it into an Australian public company. We could really accomplish 2 things 1 we could really reward the shareholders from nucleus cyber the ability to be part of a liquidity package over a period of time that would allow us to have a tradeable security as opposed to. Private equity investment or going through some vc venture fund additionally as archTIS was a publicly traded company on the ASX. We knew that by going out and bringing additional technology additional global presence to the

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company we could go out and do a capital raise that would give us the funds and. Proceeds required to continue to aggressively scale the market from a technology perspective as well as a global distribution strategy so we did it a little bit differently than your traditional us technology funds would so it was an interesting use case for a lot of companies that are out there today in ways to. Get funded as well as reward the shareholders for their ah their investment and time and creating a startup to and getting it to the next stage.

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So talk about your core vision and strategy what industries and markets. Do you target.

Kurt Mueffelman

Yeah, so our underlying core message is that we're trusted to safeguard the world's most sensitive information and if you look at security today you know my kind of thought and vision is that security is really failing out there today every day you open up the wall street journal the new york times. And you see different breaches you see different threats out there and what you're seeing is that organizations are continuing to spend billions of dollars a year on security. So that tells me that the model is inherently Broken. So the model is all about you know, keeping the bad guys out but the bad guys are either already in your system or you just don't know it. And so what are you trying to safeguard you're really trying to safeguard that crown jewel of the organization that key level of information that really drives where a business goes whether it's strategic business documents valued and trusted intellectual property documents or even sensitive data around personally identifiable information that could be associated with Gdpr. Or number of the different international privacy organize privacy acts that are out there today but really at the end of the day trying to protect what's valuable to an organization and so when we look at you know, kind of where we're taking that Strategy. It's all around safeguarding and protecting that information. So we look at us as a data centric security technology provider. Our initial focus has been on department of defenses. We have a very strong customer case study with the Australian ministry of defense that have purchased both our core products cogency and nc protect. Really focused on that as our lighthouse account back in 2020 and into early 2021 to really prove out to the market that you know we are military grade all the way up and down through the entire stack whether you're with

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the platform of cogency or that additional layer of. Additional security components that ties into the Microsoft collaboration suites of sharepoint microsoft teams and even office 365 that military grade has really allowed us to focus on what we consider to be more heavily regulated. Industries. So we've been able to take that military grade experience. And carry that into financial services manufacturing pharmaceutical life sciences, healthcare and any number of organizations that have sensitive and confidential information internal to their systems.

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And what is your attribute based access control security model and then on that point how does it protect its users with sensitive privacy data through digital collaboration.

### Kurt Mueffelman

Yeah what's interesting is you know the way we do business today has changed dramatically even before covid if you looked at yeah how organizations were working. There was always this move towards you know executives traveling a lot going out and you know being on planes jumping across continents. Working in their office working at the Starbucks down the street working in customer on customer sites and what have you and so when you look at what the traditional you know, access to information was it was very static. It was not in transit There was no real collaboration around that information. So we started looking at that and saying not only. You know should the documents have some attributes around it. But the actual person or the user itself. The role-based access should have various structures and so me as an individual yes I'm curt as a user and that's my role as an executive in a company but really. My risk factor changes whether I'm in my office or the Starbucks or an airplane whether I'm in Europe or Asia and that should allow me to dynamically have different levels of access into information across the enterprise and so when we look at attribute-based access controls or a back. Look at really 2 things you're looking at the aback around the document itself such as you know who created the document what department are they from what sort of sensitivity or Taxonomy is around it is it top secret. Is it protected is it sensitive what is in that document does it contain intellectual property. Yes, or no. Contained personally identifiable information but then dynamically map that and look at how that attaches to the user itself. You know, look at it

around the attributes of geography being applied to the document look at the user attributes defined on a deployment or department or a clearance level you know and within the rules you know are the rules being met are they not being met. That should provide you. Not only do you have access to the document but what can you do with that document once you have access. can you forward it can you view it can you edit it. Can you print it can you copy cut and paste. You know there's all these different ways that you need to protect the document that. Was really open today in the way that organizations look at intransit use of that document and so we take all those different attributes that are already part of your system. We're not going in and creating new Attributes. We're leveraging what you have in place today that allows us to be a security offering that is rapidly deployable. Easy to use is nothing that's downloaded onto the end user device and is very scalable for an organization.

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And talk about your competitive advantage in the space.

Kurt Mueffelman

So we really see our competitive advantage being a couple of different things. 1 is being focused and leveraging on what organizations already have in play. So we don't need to go in and you know deploy out onto an endpoint which could be a device you know whether it's a corporate device or a personal device. Do not need a lot of end user training behind it. It all works behind the scenes I always talk about our product being very much like a a referee or an umpire in a sporting event if you know who the referee is. They're not doing a very good job. We should be used but not seen or not known and so we're operating behind the scenes. From a technical standpoint what we really do is there's a lot of organizations out there that go out and identify information. Let you know what's in that information should it be classified or not a lot of classification and tagging engines that are out there today then they'll report on it. They'll tell you hey the. You know 15 documents were downloaded by dave you got to go check out to see if dave was the 1 that downloaded those documents where we really separate ourselves is we actually make sure that dave doesn't have access or cannot download those fifteen documents if he shouldn't have access to him and so think of us as you know, really the horse is out of the barn once the information is gone. Most organizations and most systems it will tell you through you know, events or through triggers that the

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information is gone now, you have to go chase it down. We'll actually keep the gate closed and keep the horse in the barn and then let you know whether you should open that gate or not dynamically based upon what the information and what that user stands around those attributes that. Given period in time.

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So what is artist looking forward to and 2022 yeah

Kurt Mueffelman

Yeah we're really looking forward to the new year I think you know people have ah a lot of angst over what's happened over the last couple of the last 2 years or so with the pandemic that's going on I think a lot of organizations have rushed to put in collaboration components that allow them to communicate more effectively. Either through remote work or work from home or just being virtual and now organizations are coming back and saying boy I put all these systems in place that allow us to communicate openly now we need to make sure that we can do it effectively and in a secure manner. So we're working very closely with our partners over at Microsoft to make sure that as organizations go from say sharepoint on-prem up in m 3 65 and through teams and teams I believe is up to 1 hundred and fifty million daily active users adding that additional security component to the Microsoft collaboration suite of technologies. Ah, really allows us to provide that advanced information protection in a simple fast and scalable manner.

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archTIS joined the OTCQB Venture Market in November of 2021 how has your OTCQB experience been so far in expanding and receiving increased visibility here in the us.

Kurt Mueffelman

Yeah, it's been great. So we you know we're excited to be on the OTCQB and that's always something we've looked at when we look at how do we expand Beyond the Australian markets not only from a global distribution strategy but from an investor perspective the us markets carry you know additional you know weight and responsibility for the global markets out there today and so we get tremendous traction from an expanded investor base that's out there. The number of investor presentations that I'm personally doing on a weekly

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basis has just been great. The feedback that we've been getting around. You know, leveraging the core marquee wins that we have. And expanding and bringing investment opportunities into the us around a different way of securing information has been really positive. We did a capital raise a couple of weeks ago and we had a number of us investors participate in that for the first time and so it's opened up a new investment opportunity for us. As well as allowed investors to involve in become involved in art this in providing that global you know area around sensitive information and just looking at a different way of securing information out there today.

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Well, it's been great talking with you Kurt. Thanks so much for your time. archTIS trades under the symbol "ARHLF" on our OTCQB Venture Market.

Kurt Mueffelman

Thank you very much and happy holidays to everybody.

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