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**2015 ATP Awards Gala**

**Derek Harp Questionnaire**

***1) Q.*** *Provide a brief overview of your company, number of employees, annual revenues/growth (optional), its primary business, products and/or solutions. Describe your role within your company.* (*Note: This is informational only and not scored*).

**A.** NexDefense provides cybersecurity for industrial control systems (ICS). Our mission is to protect the world’s critical control systems and assets, and the reliability of services that they provide. Currently, NexDefense has 12 full-time employees, which include several of the world’s foremost authorities on ICS cybersecurity. Together, our team of renowned engineers, seasoned executives and advisors work collaboratively to improve our security software for ICS professionals, developed by ICS experts.

Our award-winning product, Sophia, empowers owners and operators of ICS, many of who are not formally cybersecurity educated, to discover assets, visualize traffic patterns, and alert on deviations from normal network operations in real-time. This unprecedented visibility into the ICS network is proven to reduce both risk and liability while also ensuring the reliability and integrity of essential assets and operations. As one of the company’s co-founders and executive chairman of the board, Derek work’s closely with the team on the planning and execution of the go-to-market strategy and on the long-term product roadmap.

**2) Q*.*** *Describe in general how you and/or your organization view* ***innovation****. More specifically, how are you leveraging communications technologies or building platforms to give your company a competitive edge and/or business an operational efficiency. Emphasize what is unique, if anything, about your innovation and how this has improved your company’s bottom line (i.e. drove new revenue or cost reductions)?* ***(SCORED)***

**A.** With cyber threats to the ICS of critical infrastructure and manufacturing proliferating exponentially, NexDefense’s commitment to driving innovation that protects customer assets is of significant importance. Just this past April, NexDefense released its first major upgrades to Sophia since acquiring it from the U.S. Department of Energy and the Idaho National Laboratory (INL). These improvements, which included asset identification for deeper visibility into network communications, deep packet inspection for industrial protocols, and enhanced visualization for communications monitoring, compliance and threat detection, ensure Sophia as a trusted way for complete insight into vulnerable network communications.

NexDefense is not simply leveraging communications technologies; rather, we’re perfecting innovations that monitors a companies network communications in search of anomalous or unauthorized behaviors. Sophia discovers all active devices on the ICS network and provides a live visual representation of the network activity. It then allows the user to baseline the expected communications and continuously monitors the networks in order to alert on all unexpected or anomalous events. This visualization and insight into network activity creates an environment where unauthorized communications can be immediately identified and responded to before an event can occur.

**3) Q.** *Describe your leadership style and provide some examples of how* ***you*** *have demonstrated* ***leadership*** *and vision for your organization? How has this resulted in your organization playing a key and measurable role in the strategic direction and success of your company as a whole?* ***(SCORED)***

**A.** As the company’s co-founder, Derek Harp was instrumental in leading the negotiations to obtain the exclusive rights for Sophia from the U.S Department of Energy. He also spearheaded a successful $2.5 million seed funding round, and continues to develop relationships with investors, should additional financing be required. Most important to Derek, however, is his commitment to maintaining the integrity of NexDefense’s status as the world’s foremost authority on ICS security. To do so, Derek frequently leverages relationships with colleagues and partners at the SANS Institute, where he is the founder of organization’s ICS business group, and works tirelessly to recruit the best talent to join the NexDefense team.

***4) Q.*** *How have* ***you*** *and your organization* ***impacted*** *the Metro Atlanta/Georgia community? Specifically, which community organizations are you and your organization supporting and why; additionally please highlight you and/or your firm’s overall contribution to the Atlanta market and economy.* ***(SCORED)***

**A.** NexDefense specifically moved its headquarters to Atlanta to capitalize on the city’s depth of experience in security talent. Since relocating here one year ago, NexDefense has increased its team by more than 10 new employees, and its strategic growth plan accounts for up to 20 additional hires in the next 12 months.

NexDefense is also an active member of the Atlanta Tech Village and the Technology Association of Georgia, which named NexDefense as one of the 10 most innovative companies in Georgia for 2015. In addition, Derek Harp established a monthly *Meetup Group* for ICS security professionals to network and share ideas. Last month’s event drew more than 30 people. Additionally, as an ATDC Select member, Derek frequently leads lectures and participates in panel discussions on the cybersecurity threat landscape, providing guidance and resources for companies and security professionals in need of ICS security information.

***5) Q.*** *How important would this award be to you/your organization? Would you participate in the award celebration and the related publicity-generating activities? This could include, as an award recipient, addressing the audience at the event, and providing quotes for press releases or media coverage, etc. (Sponsorship is* ***NOT*** *required to be considered for the awards. Also note: this is informational and not scored).*

NexDefense is extremely active in marketing and public relations. Our executives, PR firm, and myself would proudly participate in all publicity generating activities with both traditional and digital media. Thank you for the nomination and consideration pursuant to this questionnaire.