British Columbia, *Naturally.*

INFORMATION SECURITY AND
CYBERSECURITY CAPABILITIES

EXPORT DIRECTORY

BRITISH
COLUMBIA
Canada

BritishColumbia.ca

This export directory highlights British Columbia's information security market ready solutions to showcase and promote the province's capabilities for global opportunities.

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BRITISH COLUMBIA – YOUR TRUSTED & RELIABLE PARTNER IN CYBERSECURITY – *NATURALLY*

Safeguarding all types of data and digital infrastructure against theft and loss is crucial across all industries. With new regulations and legislation emerging, cybersecurity is transitioning from an optional preference to a mandatory requirement.

As the digital revolution rapidly advances, there is growing global demand to ensure security is keeping pace to unlock the full potential of digitization, combat fraud and improve efficiencies. Leading edge technologies are moving from radical scientific breakthrough into real world implementation. The security of these new technologies, including protection of private information, must also be strengthened and adopted alongside to build and maintain people's confidence.

British Columbia (B.C.) is home to companies pioneering cutting-edge security, identity, risk and compliance solutions. This also includes a variety of service providers from incident response (IR) firms to digital forensic (DF) firms, risk management firms, information technology (IT) firms and boutique consultancies ready for virtual Chief Information Security Officer (vCISO) engagements globally.

This directory provides a glimpse into B.C.'s diverse and thriving cybersecurity ecosystem to showcase the innovation and capabilities of dynamic B.C.-based companies. The directory features a diverse range of security products and service offerings across the entire incidence response cycle for a wide variety of customers from enterprises and military to small businesses.

The National Institute of Standards and Technology (NIST) Incident Response Process

1. **Preparation**

2. **Detection & Analysis**

3. **Containment, Eradication & Recovery**

4. **Post-Incident Activity**

British Columbia — World-Class Security Solutions

British Columbia's competitive advantage can be attributed to the world-class talent of security leaders and experts that call B.C. home, as well as the devoted and driven companies dedicated to solving problems and addressing business risks.

Remarkable B.C. companies are bringing forward their frontier technologies, cutting-edge innovation and first-class service in the cybersecurity sector. They stand ready to bring you solutions and to partner with you.

A Flourishing Innovation Ecosystem

North of Silicon Valley and Seattle, British Columbia has a uniquely creative and collaborative tech culture. B.C. has quickly grown into a thriving innovation hotspot, with more than 11,000 tech companies, and is the birthplace of the one-way quantum computer and home to the Quantum Algorithms Institute. Tech giants such as Amazon, Salesforce, Samsung and Microsoft have a large presence in B.C., while leading international cybersecurity players including Fortinet, Splunk, IBM and the Mastercard's Global Intelligence and Cyber Center of Excellence also anchor B.C. as a global centre for cyber security innovation.

A Prime Location

As Canada's gateway to the Pacific, British Columbia's business day conveniently overlaps with morning work schedules in Asia, afternoon working hours in Europe, and perfectly synchronizes with the full working days of California and Washington State.
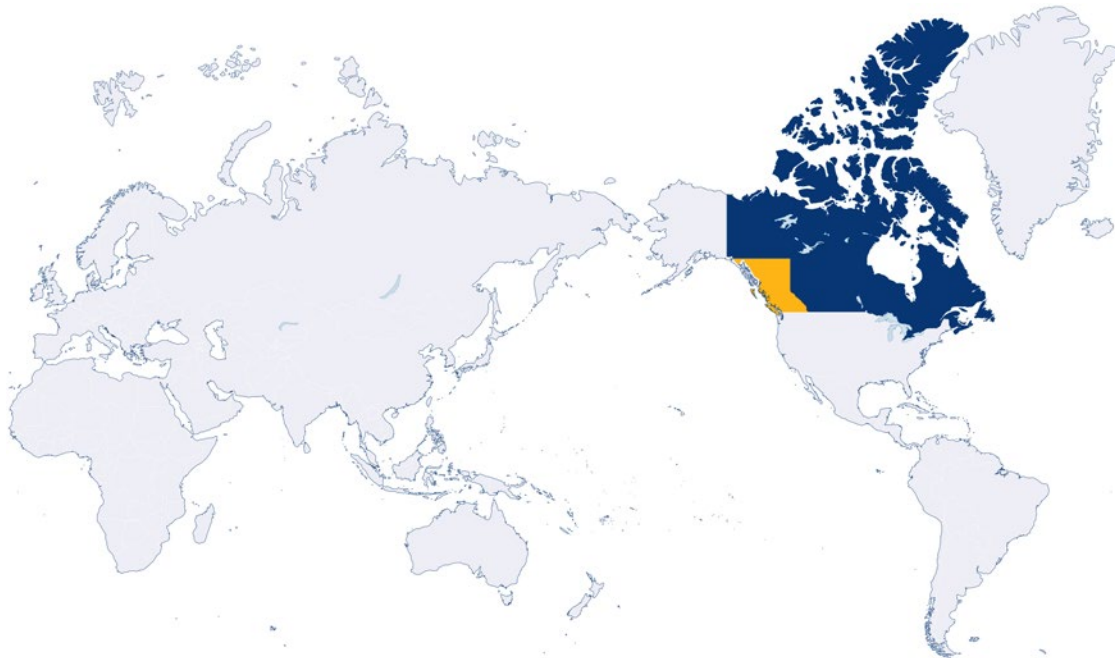
2024 BRITISH COLUMBIA INFORMATION SECURITY AND CYBERSECURITY EXPORT MARKET MAP

Software Security

adolus   MERGE BASE   TeejLab

Identity

certn.   GeoComply   Trulioo

Risk and Compliance	Access Management	Security Orchestration
StandardFusion	IDmelon	D3 SECURITY

Threat Intelligence	Digital Risk Protection	Infrastructure Security
HYAS	STYX INTELLIGENCE	SECURICOM

Industrial Control Systems	Data and Content Security
AKIMBO TECHNOLOGIES INC.	INTLABS

Bundled Security Products and Services

eureka   INETCO Every transaction tells a story®   Plurilock

Advisory and Security Services

Carmel Info-Risk Consulting
Assessment | Implementation | Advisory   CYBERCLAN™ Enterprise Security. Human Response   FWDSEC   KOBALT.IO

MIRAI   Safe Harbour INFORMATICS   X10 TECHNOLOGIES

adolus

COMPANY SOLUTION

aDolus Technology Inc. is a global authority on software supply chain intelligence for critical infrastructure.

It operates FACT, a robust platform for correlating information from many sources about IT, Internet of Things (IoT) and OT software supply chains. This solution provides unprecedented visibility to prevent the installation of unsafe third-party software in critical systems and monitor it throughout its operating life span.

ADVANTAGES AND USE CASES

FACT operates at scale, is vendor and operating system-agnostic, and has an industry-leading database of millions of OT, IT and IoT files. FACT is available with hybrid on-prem and SaaS options.

aDolus won the New Ventures B.C. Award in 2020, Global InfoSec's Most Innovative Software Supply Chain Security Award in 2022 and its Founder, Eric Byres, was inducted into Industrial Cyber's Hall of Fame in 2023.

aDolus has engaged with several major original equipment manufacturers (OEMs) and systems integrators to help secure their software supply chains and manage vulnerabilities. aDolus was instrumental in helping a major oil and gas vendor respond to the Log4j debacle. Most recently, aDolus announced a strategic partnership with another technology platform to provide deep visibility and strong cyber defense for critical industries, including foreign government agencies and regulated customers.

YEAR ESTABLISHED

2017

PRODUCTS AND SERVICES

- The aDolus FACT platform offers binary composition analysis on OT, IT and IoT software; software validation and scoring; SBOM generation; malware detection; certificate validation; and software supplier discovery
- The aDolus Services team offers extended file format support, custom executive and audit reporting and SME advisory services

TARGET INDUSTRIES/SECTORS

- Oil and Gas
- Manufacturing
- Medical
- Utilities
- Aerospace
- Automotive
- Data Centers
- DevOps
- Corporate IT

MARKET ENTRY DETAILS

- Direct company sales
- Strategic partnerships
- Licensing individual capabilities of the FACT platform

TARGET MARKETS

- United States
- France
- United Kingdom
- Norway
- Sweden
- Denmark
- Brazil
- Singapore

COMPANY SOLUTION

Akimbo offers patented cybersecurity solutions (DEFENSA) that detect, correct and heal man-in-the-middle cyberattacks in real-time, without reliance on a cloud connection, without utilizing artificial intelligence or machine learning and without suffering false positives or negatives. Addressable markets include military and commercial vessels, ports and control systems for command centers and critical infrastructure to ensure service continuity.

DEFENSA currently works on OT networks such as CAN and NM2K and Ethernet is in development. DEFENSA works with both encrypted and unencrypted data and is managed via the company's administration console (OAM) for installation, management and administrative functions.

ADVANTAGES AND USE CASES

Akimbo is redefining the traditional definition of cybersecurity by delivering real-time cyberattack correction to combat persistent cyber threats. DEFENSA's patented proactive and adaptive approach heals cyber threats in real time to prevent service disruption and data compromise. This approach obviates the need for network recovery as cyberattacks are promptly neutralized.

Akimbo's milestones to date include: (2019) Canadian government project, (2021/2022) Canadian military projects, (2023) Top 40 NATO DIANA program, (2023) accepted to Creative Destruction Labs Ocean cohort, (2024) awarded Canadian government project and (2024) 100 out of 100 Royal CDN Navy project assessment. One patent awarded, seven pending.

DEFENSA is ideal for two scenarios. First, a hw/sw option for vessels and control systems already in use. Second, a sw-only offer for these systems currently in development.

YEAR ESTABLISHED

2016

PRODUCTS AND SERVICES

- DEFENSA cybersecurity solutions heal man-in-the-middle cyberattacks in real-time without reliance on a cloud connection, without utilizing either artificial intelligence or machine learning and without suffering false positives or negatives. Two deployment options are available.

TARGET INDUSTRIES/SECTORS

- International defense primes/subprimes
- Critical system and OT network system integrators
- Port authorities/operators
- Navy innovation programs
- Commercial marine operators
- Autonomous/manned machinery manufacturers

MARKET ENTRY DETAILS

- System integrators
- Strategic partnerships
- Machinery and/or naval suppliers

TARGET MARKETS

- United States
- United Kingdom
- Australia
- Germany
- Denmark
- Sweden
- Norway
- Holland
- France
- New Zealand

Carmel Info-Risk Consulting

Assessment | Implementation | Advisory

COMPANY SOLUTION

Carmel's information risk and cybersecurity practice is centered around taking the skills and judgment of seasoned information security officers who have worked in larger publicly listed companies and making them available to small-medium companies. Today's threats do not discriminate. Any company of any size is subject to scrutiny by unauthorized parties from anywhere on the Internet.

Despite their size, smaller organizations nonetheless need an information security officer role, either on-demand or on a part-time basis. Given the constant onslaught of attacks from cyber actors of all types from the Internet, today's reality dictates that only companies that have a robust cybersecurity program will have a chance at building cybersecurity resilience.

ADVANTAGES AND USE CASES

Carmel Info-Risk is one of the oldest vCISO practices in British Columbia. Its senior cybersecurity professionals are credentialed as CISMs or CISSPs and are seasoned ex-CISOs or ex-cybersecurity directors. Its executive CISO consultants have diverse professional backgrounds such as engineering, business, auditing and accounting or information technology.

Founder Edward Pereira has assembled a team of seasoned cybersecurity consultants, ranging 10-20 years in the industry. As an example, Edward is an Information Systems Audit and Control Association (ISACA) Vancouver Past President and 12-year veteran of the board. He is a founding member of the B.C. Government's Provincial Security Advisory Council. In 2022, as a Chartered Professional Accountant, Edward was awarded the Distinguished Service Award for Volunteerism for his contributions to building up the cybersecurity community in British Columbia. Edward co-founded several ISACA Vancouver events including B.C. AWARE CAMPAIGN, ISACA Vancouver Industry Sector Days, ISACA Vancouver Executive Series Night and B.C. Cybersecurity Excellence Awards. Edward is also a member of the Chief Information Officer Association of Canada (CIOCAN) and the Cyber Risk Alliance (U.S.).

YEAR ESTABLISHED

2013

PRODUCTS AND SERVICES

- Advisory on security process review, re-engineering, security strategy, roadmap, gap analysis, privacy breach response, privacy and regulatory compliance, cloud governance, etc.
- Technology sourcing and implementation
- Process development and implementation
- Enterprise IT governance, organizational structure (reporting, metrics)
- Enterprise risk management processes (risk register, corporate crisis management)
- Vulnerability scanning, testing and management program
- People training and awareness

TARGET INDUSTRIES/SECTORS

- Small and medium enterprises
- Companies with poor existing cybersecurity

MARKET ENTRY DETAILS

- Direct company sales
- Partners

TARGET MARKETS

- United States
- Australia
- New Zealand
- United Kingdom
- European Union countries
- Other provinces across Canada

COMPANY SOLUTION

Certn, a global leader in background screening, is now a trailblazer in the field of identity verification. The company's advanced platform is a cornerstone for businesses seeking to establish trust and security with their users, effectively neutralizing the threat of sophisticated fraud.

Leveraging advanced AI and biometric technologies, Certn delivers immediate identity verification through the simple use of a government-issued ID and a self-portrait photograph. This method not only streamlines the user experience but also adheres to the strictest security protocols.

Certn's platform boasts remarkable adaptability, accommodating over 13,500 government-issued ID types across more than 140 languages and incorporating advanced functionalities such as liveness detection and facial biometrics.

ADVANTAGES AND USE CASES

- **Seamless User Experience with Robust Security:** By innovatively applying AI and biometrics, Certn offers a verification process that is both swift and secure, allowing customer onboarding in under 30 seconds.

- **Comprehensive, All-in-One Solution:** Certn's platform integrates various aspects of the customer onboarding process, such as remote identity verification, face liveness detection, biometric identification, ID fraud detection and age verification. This consolidated approach allows businesses to provide a smooth, uninterrupted user experience while maintaining robust security and compliance measures.

- **Intelligent Fraud Detection:** Certn's innovative use of artificial intelligence and biometric technology enables the platform to detect and prevent emerging identity fraud attacks more effectively.

YEAR ESTABLISHED

2017

PRODUCTS AND SERVICES

- Identity verification
- Age verification
- Fraud detection

TARGET INDUSTRIES/SECTORS

- Financial services
- Sharing economy
- Telecommunications
- Gaming
- Healthcare

MARKET ENTRY DETAILS

- Direct sales
- Strategic partnerships

TARGET MARKETS

- United States
- United Kingdom
- Australia
- United Arab Emirates
- Saudi Arabia
- Other provinces across Canada

CYBERCLAN™
Enterprise Security. Human Response.

COMPANY SOLUTION

CyberClan services are centered around providing end-to-end enterprise cyber security with a human response, human monitoring and human management focus. This includes industry leading breach response, comprehensive risk assessment and education, and 24/7/365 managed detection and response services, under one virtual roof. As a global leader in both reactive and proactive cybersecurity, CyberClan's unique approach combines industry-leading technology with an expert team who monitor systems around the clock, allowing CyberClan to transcend the limitations of other cybersecurity services providers to deliver a safe and cost-effective experience.

ADVANTAGES AND USE CASES

CyberClan is unique in that it can offer a holistic 360 experience for clients. Offering a state-of-the-art virtual security operations centre (SOC) and around-the-clock human monitoring and threat detection to keep clients' enterprise safe, all while remaining technology agnostic. With a 15-minute response time globally, CyberClan surpasses many organizations in the market. CyberClan has a 99% success rate on ransomware negotiations and manages over 50,000 endpoints globally. Additionally, CyberClan is Systems and Organizations Controls (SOC) II compliant and actively working towards National Cyber Security Centre (NCSC) accreditation.

YEAR ESTABLISHED

2006

PRODUCTS AND SERVICES

- Breach response services
- Managed security services
- Risk management services
- IT services

TARGET INDUSTRIES/SECTORS

- Municipal, provincial and federal governments
- Foreign embassies
- Aerospace
- Mining
- Technology
- Energy
- Insurance
- Education
- Healthcare
- Manufacturing
- Retail
- Professional services
- Logistics
- Charities

MARKET ENTRY DETAILS

- Direct sales
- Channel Sales
- Physical market presence/local operations
- Exclusive insurance partnerships for breach response
- Vetted networks/marketplaces

TARGET MARKETS

- United States
- United Kingdom
- European Economic Area
- Australia
- Qatar
- United Arab Emirates
- Kuwait
- Saudi Arabia
- Bahrain
- Oman
- Israel
- Chile
- Colombia
- New Zealand
- Other provinces across Canada

D3 SECURITY

COMPANY SOLUTION

D3 Security is a leading provider of security orchestration, automation and response (SOAR) software, with its Smart SOAR platform. Today's organizations face an entrenched set of problems when trying to secure their data and systems. These include an overwhelming volume of security alerts, an ever-growing stack of siloed security tools and a lack of skilled cybersecurity professionals. Smart SOAR helps solve all these problems by integrating a company's entire security stack (SIEM, endpoint protection, firewall, email protection and other tools) onto a single security operations hub, from which users can trigger automated playbooks that act at machine speeds across the environment to identify and mitigate threats.

ADVANTAGES AND USE CASES

D3 Security is a rare, independent, SOAR vendor, which can integrate equally well with any set of tools that its customers prefer. The quality of D3 Security's integrations and playbooks are also a key differentiator.

Smart SOAR's Event Pipeline is another important innovation. It uniquely enables Smart SOAR to automate at the level of incoming security alerts, normalizing, deduplicating, triaging and enriching alerts before they are seen by a human analyst.

D3 Security has been recognized by industry analysts such as Gartner and KuppingerCole. The company works closely with the Microsoft Intelligent Security Association (MISA) and has been a finalist for multiple MISA Awards. D3 Security was recently selected to be a participant in the Microsoft Copilot for Security Partner Private Preview. D3 Security has been providing security technology to many of the world's most sophisticated security teams for more than 20 years.

YEAR ESTABLISHED

2002

PRODUCTS AND SERVICES

- D3 Smart SOAR

TARGET INDUSTRIES/SECTORS

- Managed security service providers
- Managed detection and response providers
- Enterprises in any industry, particularly financial services, healthcare, manufacturing and technology
- Public sector entities

MARKET ENTRY DETAILS

- Direct sales
- Value-added distributors
- Value-added resellers

TARGET MARKETS

- United States
- United Kingdom
- Germany
- France
- United Arab Emirates
- Singapore
- India

{i} eureka

COMPANY SOLUTION

Eureka is carving out a new frontier in the development, security and operations (DevSecOps) market with a unique proposition: a developer-friendly platform that significantly boosts efficiency and software security risk management. Its early-stage startup offers a compelling blend of free core tools, a marketplace, and advanced, monetizable features like AI-enhanced threat and risk management.

Eureka is not just participating in the cybersecurity arena, but poised to redefine it with its developer-driven approach. This positions Eureka uniquely for rapid growth and scalability in a market hungry for innovative and time-saving solutions.

ADVANTAGES AND USE CASES

Eureka offers a comprehensive and integrated solution with end-to-end security testing capabilities. Eureka combines threat scenarios from multiple scanners, which would otherwise be run independently from each other. Eureka will catch separate low-severity issues that can combine into more severe threat scenarios. This is what makes Eureka different. The solution also lets clients store their data in their own cloud environment and protect it using keys they own and manage.

Eureka has developed and launched Eureka DevSecOps. It has entered the market and is gaining traction, onboarding many clients. To date, operations have been supported by up to $1 million on non-diluted funds.

YEAR ESTABLISHED

2024

PRODUCTS AND SERVICES

- Eureka DevSecOps Platform
  (various tiers of licensing available)
- Eureka DevSecOps Service (various options available)

TARGET INDUSTRIES/SECTORS

- Medium-sized enterprises in the finance, e-commerce or health sectors, with $10 to $250 million in annual revenue and have between 50 to 1,000 employees

MARKET ENTRY DETAILS

- Direct to customer sales from Microsoft Azure Marketplace

TARGET MARKETS

- United States
- Jamaica
- Cayman Islands

FWDSEC»

COMPANY SOLUTION

Forward's highly accomplished team delivers application and cloud security solutions, focusing on midsized organizations in finance, e-commerce and health. It implements Eureka DevSecOps offerings that help teams build and operate software securely in the cloud and helps with achieving DevSecOps transformation goals.

ADVANTAGES AND USE CASES

Having prior experience building software and infrastructure, Foward's team has a fundamental understanding of IT systems allowing them to take a more in-depth approach when delivering security solutions. In addition, clients benefit from Forward's collective experience with global organizations, providing them with a broader view of challenges and solutions, as well as best-in-class practices.

- Team members with prior software and infrastructure development experience.
- Use of repeatable and standardized processes aligned with industry standards such as the Open Web Application Security Project (OWASP) Application Security Verification Standard (ASVS).
- Use of risk-based approach when identifying and reporting issues to allow clients to focus where it matters most.
- Experience with global organizations, providing a broader view of challenges and solutions, as well as best in-class practices.

Forward Security Inc. is a winner for Clutch's 2023 Cybersecurity and Penetration Testing Awards, accepted into the Microsoft for Startups Founders Hub in 2023 and announced as #2023TIA Finalists in the Growth category. They won Most Promising Canada Tech Services Company 2022 and awarded the Canadian Workplace Culture Certification in 2022.

YEAR ESTABLISHED

2018

PRODUCTS AND SERVICES

- Application security risk assessment (various offerings)
- Eureka DevSecOps Service
- Cloud security (various offerings)
- Information security management, risk assessment, consulting (various offerings)
- Social engineering assessment
- Information security-as-a-service, Fractional Chief Information Security Officer (CISO)
- SOC 2 readiness and maintenance
- ISO 2701 readiness and maintenance
- Training (various offerings)
- Infrastructure security (various offerings)
- IoT (various offerings)

TARGET INDUSTRIES/SECTORS

- Medium-sized enterprises in the finance, e-commerce or health sectors, with $10 to $250 million in annual revenue and have between 50 to 1,000 employees

MARKET ENTRY DETAILS

- Direct to customer
- Own sales network
- Sales from company website and from third-party e-commerce marketplace

TARGET MARKETS

- United States
- Jamaica
- Cayman Islands

GeoComply

COMPANY SOLUTION

GeoComply provides anti-fraud and cybersecurity solutions that prevent and detect fraud and help verify a user's true digital identity. Trusted by leading brands and regulators for over 10 years, the company's geolocation solutions are installed on over 400 million devices and analyze over 12 billion transactions every year.

Specializing in compliance-grade geolocation technology, GeoComply offers AML, compliance and fraud solutions for the banking, cryptocurrency, payments, iGaming and media and entertainment industries, building an impressive list of customers, including Akamai, Amazon Prime Video, BBC, Nextdoor, Luno, DraftKings, FanDuel, BetMGM and over a 100 more companies globally.

ADVANTAGES AND USE CASES

By detecting the location of a user at the time of every regulated gaming transaction, Geocomply's technology provides dynamic data points that not only help to accurately verify an individual's identity at the time of account creation but are also able to uncover patterns of illicit online activity. This technology has proven invaluable in the safeguarding of various sectors, giving operators of online gaming businesses rich data to prevent account takeovers, account sharing, proliferation of payment fraud, and identity theft; defend against fraudulent chargebacks; and prevent unauthorized access from sanctioned jurisdictions.

GeoComply has been acknowledged through an array of awards, including Employer of the Year, Company of the Year, Entrepreneur of the Year, BC Top Employer, and Canadian Top Employer, demonstrating a commitment to excellence and innovation in cybersecurity and establishing them as an anchor within the Vancouver technology community.

YEAR ESTABLISHED

2011

PRODUCTS AND SERVICES

- GeoComply Core: The anti-fraud and geolocation compliance solution
- IDComply: All-in-one Know Your Customer (KYC) and Anti-Money Laundering (AML) solution
- PinPoint: Custom, on-property geofencing
- GeoGuard: Award-winning Virtual Private Network (VPN) and proxy detection
- GeoComply Chargeback Integrator (GCI): Fight and win chargeback disputes
- OneComply: Licensing and compliance management platform

TARGET INDUSTRIES/SECTORS

- Gaming industry
- Financial services
- Cryptocurrency
- Media and entertainment
- Child protection

MARKET ENTRY DETAILS

- Direct company sales
- Joint ventures
- Integrations

TARGET MARKETS

- United States
- United Kingdom
- European Union countries
- Other provinces across Canada

HYAS

COMPANY SOLUTION

Regardless of how attack techniques and tactics change, all attacks still rely on Internet infrastructure, used by the bad actors to command, control and direct their attacks. HYAS focuses on being a leading authority on identifying, tracking and detecting this infrastructure. The HYAS Adversary Infrastructure Platform is an authority on attacker infrastructure, with a complete understanding of not just what has happened and what is happening now, but what will happen in the future. HYAS solutions for proactive threat intelligence, used by analysts, researchers and SOC teams, as well as the HYAS solutions for overall organizational cyber and business resiliency, utilize the platform for unique intelligence, capabilities and overall effectiveness that is unparalleled in the industry.

ADVANTAGES AND USE CASES

HYAS' award-winning threat intelligence and investigation platform and protective Domain Name Systems (DNS) solutions are trusted worldwide by international law enforcement agencies, United States Department of Homeland Security, three letter agencies, Fortune Five and Fortune 50 companies, global financial services entities, social media platforms and more.

HYAS has collected many prestigious industry awards for HYAS Insight, its threat intelligence and investigation platform and HYAS Protect protective DNS solution. Awards include CISOs Choice Awards, Global Infosec Awards, CyberTech 100 Award, Top Infosec Innovator Awards, Cybersecurity Breakthrough Awards, Fortress Cybersecurity Awards, Intellyx Digital Innovator Award, CyberSecured Awards and Globee Awards.

YEAR ESTABLISHED

2016

PRODUCTS AND SERVICES

- HYAS Insight: Threat intelligence and investigation platform
- HYAS Protect: Protective DNS solution

TARGET INDUSTRIES/SECTORS

- Financial services
- Fraud investigation
- Law enforcement
- Critical infrastructure
- Enterprise
- Small and medium businesses
- Social media platforms
- Healthcare

MARKET ENTRY DETAILS

- Direct sales
- Partner model Managed Security Providers (MSPs) and Managed Security Services Providers (MSSPs)

TARGET MARKETS

- United States
- European Union countries
- United Kingdom
- United Arab Emirates
- Saudi Arabia
- Israel
- Australia
- Other provinces across Canada

IDmelon

COMPANY SOLUTION

IDmelon helps organizations to empower their existing identifiers such as identification badges (ID), smartphones and fingerprints as managed FID02 security keys (passkeys). With IDmelon, users get a phishing resistant, passwordless and usernameless experience while logging into their personal computers and web accounts using their ID badges or smartphones as security keys, rather than hardware keys. With IDmelon's solution, end users can enjoy a passwordless and usernameless login experience, which is the most secure way of logging in and also cut login times significantly to boost productivity and generate a high return on investment (ROI).

ADVANTAGES AND USE CASES

IDmelon helps organizations to empower their existing identifiers (smartphones, ID badges) as FIDO2 keys (passkeys). IDmelon also provides IT teams with a management panel to have full control and visibility over the authentication data of their organization. IT teams can manage onboarding, assign security keys, establish security key policies and more through this platform. In addition, IDmelon automates the deployment process, eliminating any difficult steps for end-users to start using their security key— all seamlessly handled in the background. This automation allows IDmelon to be deployed as quickly as overnight. IDmelon is capable of logging in users to web applications that FIDO does not support via a federation protocol over the IDmelon Signle Sign-On (SSO) product.

IDmelon is a Microsoft Intelligent Security Association (MISA) member and is a trusted security key by the FIDO Alliance. IDmelon's clients provide consistent feedback that logging into machines and accounts is no longer a challenge, as users no longer forget their passwords or resort to reusing them, thereby eliminating security vulnerabilities.

YEAR ESTABLISHED

2020

PRODUCTS AND SERVICES

- IDmelon Passkey Orchestration Platform
- IDmelon SSO

TARGET INDUSTRIES/SECTORS

- Manufacturing
- Healthcare
- Retail
- Hotels
- Airlines
- Financial services
- Governments
- Education institutions

MARKET ENTRY DETAILS

- Direct sales
- Sales via regional resellers

TARGET MARKETS

- France
- Spain
- United Arab Emirates
- Japan
- South Korea
- Singapore

COMPANY SOLUTION

INETCO is an enterprise software company that protects financial payment systems in real-time from fraud and advanced cyber-attacks. The INETCO platform has been deployed by the financial ecosystem globally to reduce fraud losses, increase profitability and protect clients. INETCO monitors all channels that a financial transaction can originate from and is the only solution with real-time visibility into the entire end-to-end journey of a financial transaction. This visibility enables INETCO to proactively identify and prevent fraudulent transactions and cybersecurity attacks before they cause damage.

ADVANTAGES AND USE CASES

INETCO protects payment systems from fraud and advanced cyber-attacks. Its solutions are designed specifically for the challenges faced by the payments industry such as real-time payment fraud, insider fraud, advanced persistent threats (APTs) and cybercrime. INETCO is the only solution with complete visibility into the entire end-to-end journey of payments for all financial protocols, which enables it to detect fraudulent activities that others cannot. INETCO's solution is protected by 28 patents with more pending. Use-cases include:

- A multinational bank lost $19M in three hours and didn't know for days. After INETCO, the bank can now protect assets and payments infrastructure from fraud, cyberattacks and insider threats.

- U.S. state governments have deployed INETCO to prevent electronic benefits transfer (EBT) fraud from taking place against the most vulnerable in society. An estimated $4.7 Billion USD in benefits is stolen annually across the U.S. and states are turning to INETCO to help address this massive problem.

- A payment processor for 11 national banks in Asia, handling hundreds of millions of transactions a day, chose to deploy INETCO to prevent advanced fraud related to transaction settlements.

YEAR ESTABLISHED

1984

PRODUCTS AND SERVICES

- INETCO BullzAI: Protects financial payment ecosystems from advanced fraud and cyber-attacks

TARGET INDUSTRIES/SECTORS

- Financial institutions
- Payment processors
- Payment networks
- Card networks
- Governments processing payments and administering electronic benefits

MARKET ENTRY DETAILS

- Direct sales
- Channel partners
- System integrators

TARGET MARKETS

- United States
- United Kingdom
- Spain
- Brazil
- Mexico
- South Africa
- Kenya
- Uganda
- United Arab Emirates
- Egypt
- Chile
- Portugal
- Other provinces across Canada

INTLABS

COMPANY SOLUTION

ORIGIN is a platform that helps its clients seamlessly access and share disparate data sources. Clients can use ORIGIN to oversee sensitive and confidential information within their enterprise.

Intlabs will also help its clients achieve their data compliance, sovereignty, privacy and residency framework goals. Their product allows enterprises to share data with confidence.

ADVANTAGES AND USE CASES

ORIGIN advantages:

- Designed for user collaboration but with management tools for enterprise.
- Platform brings disparate data in a single user-centric interface.
- Uses a data mesh architecture that keeps source data safely in place.

In the complex data analysis and management landscape, businesses are often inundated with an array of tools and an ever-growing influx of data from diverse sources. The need for a comprehensive solution that simplifies data integration and ensures compliance and security is more pressing than ever.

ORIGIN is data sharing that gives organizations an essential edge.

YEAR ESTABLISHED

2022

PRODUCTS AND SERVICES

- ORIGIN: Platform for legally compliant data transfer. Auditable, faster and safer.

TARGET INDUSTRIES/SECTORS

- Enterprise
- Government
- Public safety

MARKET ENTRY DETAILS

- Direct to customer (SaaS based platform designed for direct procurement)

TARGET MARKETS

- United States
- United Kingdom
- Other provinces across Canada

KOBALT.IO

COMPANY SOLUTION

Kobalt.io manages all aspects of cybersecurity programs for small and medium-sized, cloud-native businesses. The Kobalt team acts as an extension of its clients, considering unique limitations and needs, and providing support with services ranging from security program-as-a-service to privacy management and 24/7 monitoring.

ADVANTAGES AND USE CASES

Kobalt.io looks at the whole security program and dedicates a named security program lead backed up by a team of experts, combining personalized attention with depth and scale. Kobalt focuses on the high-tech sector and can move at an urgent pace. It brings a SOC team, training and a rich library of reusable assets so advice is paired with scalable process and implementations, at a fraction of the cost.

For clients with more advanced needs, Kobalt brings in rich capabilities like privacy/data protection officer (DPO) support and advanced threat/compliance monitoring. Kobalt goes beyond compliance checks. The team prioritizes delivering appropriately tailored, sustainable security programs aimed at reducing risk, with a specific focus on critical risks that are likely to impact the business.

Trusted by the National Research Council of Canada's Industrial Research Assistance Program (NRC-IRAP) to offer cybersecurity consultation to high tech businesses. Recognized on the 2021 ICT Ready to Rocket list. Trusted by a major Canadian bank as their Beyond Banking Partner in 2022. Proudly received Canada's Business Scale-up and Productivity Funding in 2022. Recognized among the 10 Top CEOs in Security Space in 2022. Recognized on Top 15 Cybersecurity Startups by Canadian Venture in 2023.

Kobalt.io has served over 500 businesses globally, spanning diverse industries and varying stages of security maturity — managing and developing cybersecurity programs for resource constrained organizations to maximize growth potential.

YEAR ESTABLISHED

2018

PRODUCTS AND SERVICES

- Cybersecurity consultation
- vCISO, DPO for hire
- Cybersecurity/compliance readiness
- International Organization for Standardization (ISO) internal audit
- Security gap assessment
- Penetration testing
- Managed threat detection
- Vulnerability scanning and management
- User education (security awareness training with phishing simulations)
- Incident response plan and tabletop exercise

TARGET INDUSTRIES/SECTORS

- High-tech and tech-based companies
- Resources-constrained organizations
- B2B Saas, health tech, fintech, greentech/cleantech
- Companies looking to acquire compliance certification to expand to new markets

MARKET ENTRY DETAILS

- Direct company sales

TARGET MARKETS

- United States
- Mexico
- United Kingdom
- European Union countries
- Australia
- New Zealand
- Singapore
- Philippines
- Japan
- India
- Other provinces across Canada

MERGE BASE

COMPANY SOLUTION

MergeBase is a complete software supply chain security solution that combines software composition analysis (SCA), software bill of material (SBOM) and AI-powered attack surface reduction to help teams reduce vulnerabilities in their software and meet compliance requirements. MergeBase accelerates remediation with component upgrades and reduces the burden on development teams by automatically eliminating access to unused and vulnerable application components within the target software code.

ADVANTAGES AND USE CASES

MergeBase is the only software supply chain security platform offering a complete SBOM solution and full-spectrum DevSecOps support, providing coverage from development to production. While MergeBase supports the shift-left philosophy that has become common in application security, the unique, patented technology also enables AI-powered reduction of the application attack surface at run-time.

Security threats are not localized to specific industries, so the MergeBase solution has the full set of capabilities required to tailor a solution to each software supplier, regardless of industry. The MergeBase full-spectrum solution has been deployed in many different use cases, including a prominent financial services provider to protect systemically important payment applications at run-time in production. Further, MergeBase is also used by global medical device companies to provide SBOMs for their devices that demonstrate their robust approach to security. MergeBase is also relied upon by large international organizations that serve the U.S. Government, among others, who must adhere to rigorous standards of software supply chain security.

YEAR ESTABLISHED

2018

PRODUCTS AND SERVICES

- Software composition analysis
- SBOM importing and management
- SBOM creation and exporting
- AI-powered attack surface reduction
- Open-source license compliance
- Technical debt management
- Remediation developer guidance
- Cloud and on-premise options
- Mobile DevSecOps

TARGET INDUSTRIES/SECTORS

- SaaS providers
- Technology providers
- Software vendors
- Embedded software providers
- Medical device providers
- Fintech and financial services (banking and insurance)
- Manufacturing
- Healthcare
- eCommerce software operators

MARKET ENTRY DETAILS

- Direct company sales (primarily online, SaaS)
- Local distributors as partners

TARGET MARKETS

- United States
- Japan
- China
- European Union (Belgium, Netherlands, Germany, France)
- Israel
- Australia
- United Kingdom
- South Korea

COMPANY SOLUTION

Mirai Security is a cybersecurity services company with a mission to turn cybersecurity into a business enabler for its clients. The company emphasizes a business-first approach, focused on people, processes and then technology. The full range of strategic and technical services are tailored to their client's strategic business goals and are designed to ensure they get the most value out of security budgets. From security strategy to penetration testing, Mirai Security does it all. The company always takes the time to listen and understand unique situations before proposing solutions that meet unique needs. Security teams are always being asked to do more with less. Mirai Security's solutions are designed to reduce manual effort and increase visibility into security programs. The company has helped hundreds of clients maximize the effectiveness of their security budgets and focus on the risks that really matter.

ADVANTAGES AND USE CASES

Mirai Security has licensed professional security engineers on staff, granting them the ability to certify the design of security-critical systems. Their human risk management practices develop security champions, transforming their client's staff into resilient human firewalls and significantly enhancing the effectiveness of primary lines of defense.

Mirai Security has achieved notable results in penetration testing and incident response. In a penetration testing (pen test) case study, Mirai Security testers successfully identified overlooked flaws of an international parking payment company. Further, the Mirai Security incident response efforts saved a regional retailer from bankruptcy by recovering data and systems that had been damaged in a cyber-attack. Mirai has been awarded Top 10 Cybersecurity Companies in Canada in 2022 by Cyber Security Review.

YEAR ESTABLISHED

2017

PRODUCTS AND SERVICES

- General cybersecurity advisory compliance readiness (SOC 2, ISO 27001, PCI-DSS, etc.)
- Cybersecurity strategy and architecture
- Penetration testing (web applications, network, hardware, mobile, etc.)
- Cloud security
- Application security
- Security awareness and human risk management
- Incident response, business continuity and disaster recovery tabletop exercises
- Vendor risk management
- Vulnerability management
- Security operations
- Incident response

TARGET INDUSTRIES/SECTORS

- High-tech
- Mining and manufacturing
- Healthcare
- Finance and insurance
- Public sector

MARKET ENTRY DETAILS

- Direct sales
- Client referrals
- Partners

TARGET MARKETS

- United States
- United Kingdom
- Other provinces across Canada

COMPANY SOLUTION

Plurilock Security Inc. is a comprehensive cybersecurity solutions provider offering both proprietary cybersecurity software, an extensive list of critical and expert services, and a full line of cybersecurity solutions from industry leaders. Plurilock's software platform, Plurilock AI, provides single sign-on (SSO), passwordless multi-factor authentication (MFA), cloud access security brokerage (CASB), endpoint data loss prevention (DLP) and generative AI data loss prevention to organizations of all sizes and sophistication levels. Plurilock AI was rated #1 in the industry in customer satisfaction by Info-Tech in 2023. Plurilock's services offering, Plurilock Critical Services, is a world-class team of cyber experts that provides enterprises with end-to-end solutions for extremely urgent or intractable IT, cybersecurity or cloud systems problems, as well as a full line of traditional cybersecurity and IT services.

ADVANTAGES AND USE CASES

Plurilock can achieve cost savings and find under-budget cybersecurity solutions for organizations of all sizes. As a critical services provider, Plurilock can reduce project costs and mobilization period times, while delivering superior outcomes and expertise.

Plurilock holds multiple patents in the Unites States and Canada, employs multiple Ph.D. data scientists and boasts board members and advisors from across the federal government, defense and national security landscape. Plurilock has customers on multiple continents ranging in size from small businesses with dozens of employees to financial and technology firms with tens of thousands of employees that are critical to the global economy.

The company's proprietary Plurilock AI platform for SSO, MFA, CASB, DLP and AI safety was rated #1 in the industry in customer satisfaction in 2023 by Info-Tech.

YEAR ESTABLISHED

2016

PRODUCTS AND SERVICES

- Proprietary SSO, MFA, CASB, DLP and AI safety tools
- Penetration testing
- Environment hardening
- Resilience engineering
- Cloud transformation
- Managed services
- Enterprise networking
- Technology risk management
- Disaster response and recovery
- Advisory, GRC and compliance

TARGET INDUSTRIES/SECTORS

- Enterprise
- Small and medium enterprises
- Small and medium businesses
- Commercial
- Federal government
- State and local government
- Critical industries

MARKET ENTRY DETAILS

- Direct sales
- Channel sales through multiple partners
- Government sales through multiple procurement vehicles

TARGET MARKETS

- United States
- Brazil
- Mexico
- India
- Other provinces across Canada

COMPANY SOLUTION

Safe Harbour is a leading provider of cybersecurity and technology solutions. Its global team of experts specialize in advanced security, IT infrastructure and compliance with industry standards like CMMC, CIS and NIST. Safe Harbour offers transformative services including threat intelligence and robust ransomware frameworks, adapting to client needs to ensure business efficiency and competitiveness. Safe Harbour's solutions include vCIO, security risk assessments, compliance solutions, ransomware readiness and more.

ADVANTAGES AND USE CASES

Safe Harbour distinguishes itself through a combination of expertise, innovation and customer-centricity. With a team of highly skilled professionals and decades of experience in the industry, Safe Harbour brings unparalleled knowledge and insight to every project. A commitment to innovation and adaptability sets them apart as they continuously invest in cutting-edge technologies and methodologies to stay ahead of the curve and provide clients with the most effective solutions.

Safe Harbour's customer-centric approach ensures they prioritize the needs and goals of their clients, tailoring their services to meet their specific requirements. Safe Harbour delivers exceptional results while providing personalized attention and support.

Recognized in TrustAnalytica's Top 10 list of trusted cybersecurity consulting companies in Vancouver. The company's track record includes successful implementations with leading organizations across various sectors ranging from health care and finance to manufacturing and government agencies. Clients include Fortune 500 companies and small to medium business entities.

YEAR ESTABLISHED

2008

PRODUCTS AND SERVICES

- Endpoint, cloud and network security
- Risk assessments
- Compliance certifications
- Identity and access management (IAM)
- Threat intelligence
- Security info and event management (SIEM)
- Data loss prevention (DLP)
- Incident response and forensics
- Vulnerability management
- Security awareness training
- Penetration testing
- Security operations center (SOC), risk management and architecture design

TARGET INDUSTRIES/SECTORS

- Medical industry
- Manufacturing
- Educational private schools
- First Nation governance
- Financial instructions

MARKET ENTRY DETAILS

- Direct to customer
- Distributors, system integrators
- Partnerships, Joint ventures
- Setting up local operations

TARGET MARKETS

- Argentina
- Australia
- Brazil
- Chile
- Italy
- Mexico
- Peru
- Spain
- United Kingdom
- Active in the United States and across Canada

COMPANY SOLUTION

Securicom provides services to companies that have to monitor and control physical processes, machinery and infrastructure in various industries and who need to understand the importance of integrating IT and physical security strategies.

Securicom Solutions addresses security gaps in industrial and building management systems. It offers a comprehensive approach to protecting IoT and Operational Technology (OT) by standardizing and enhancing security measures. The company can assist clients in focusing on the protection of networks by bridging the gap between IT and physical security.

ADVANTAGES AND USE CASES

With a deep understanding of IT and physical security, Securicom's team offers tailored solutions for industrial and building management systems. Securicom Solutions provides holistic cybersecurity, ensuring comprehensive protection against cyber threats. Its service seamlessly integrates IT and physical security, ensuring effective management of all security aspects. Its solutions also mitigate cybersecurity risks, focusing on network protection and aligning IT and physical security efforts.

Proactively addressing security concerns enables clients to focus on their core activities and boosts productivity. These advantages position Securicom as a trusted partner, distinguishing the company in the IoT and OT cybersecurity market.

Securicom is a Fortinet Partner, CCNA and N-Able Partner.

YEAR ESTABLISHED

2001

PRODUCTS AND SERVICES

- Industrial intrusion detection systems
- Secure remote access solutions
- Asset inventory and vulnerability management
- Security information and event management (SIEM)
- Training and awareness programs

TARGET INDUSTRIES/SECTORS

- Manufacturing
- Energy and utilities
- Transportation
- Healthcare
- Critical infrastructure
- Municipalities/smart cities
- Defense and aerospace

MARKET ENTRY DETAILS

- Strategic partnerships
- Implementing local operations
- Joint ventures

TARGET MARKETS

- Singapore
- Malaysia
- Thailand
- Indonesia

COMPANY SOLUTION

StandardFusion is an enterprise-grade governance, risk and compliance (GRC) platform that helps organizations build trust across their operations by centralizing frameworks, streamlining workflows and removing redundancies.

The platform unifies risk, compliance, policy, vendor, audit and privacy management into one cohesive and automated system. This provides a holistic view across GRC activities, enabling enterprises to proactively mitigate risk by eliminating manual processes and reliance on cumbersome mega spreadsheets.

ADVANTAGES AND USE CASES

StandardFusion's GRC platform helps global organizations build trusted information security risk and compliance programs. The platform caters to a wide range of use cases from intermediate to high levels of maturity. Some key use cases include:

- Monitoring effectiveness of internal controls aligned with their risk and compliance objectives.
- Reporting and dashboards that enable comprehensive insights into enterprise risk and compliance programs.
- Simplified auditing workflows that automate evidence gathering.
- Facilitating cross team collaboration to simply stakeholder engagement and establish organizational-wide trust.
- Building trust throughout customer lifecycle with consistency, dependability, accountability, transparency, integrity and empathy.

StandardFusion customers note that the platform provides a high degree of flexibility and freedom, allowing users to make changes on the fly. Enterprise customers appreciate the industry leading application programming interface (API) that allows them to pull their own data directly into the tool. Customers appreciate the cost-effective transparent pricing model and the hands-on customer success focused onboarding.

YEAR ESTABLISHED

2015

PRODUCTS AND SERVICES

- Governance, risk and compliance
- Enterprise risk management
- Compliance management
- Incident management
- Privacy management
- Vendor management
- Audit management
- Policy management
- Business continuity management

TARGET INDUSTRIES/SECTORS

- Financial
- Technology
- Healthcare
- Automotive
- Manufacturing
- Energy and utilities

MARKET ENTRY DETAILS

- Direct sales
- Partnerships
- Managed service providers

TARGET MARKETS

- United States
- United Kingdom
- Europe Union (Germany, France, Spain, Ireland)
- Australia
- Other provinces across Canada

STYX
INTELLIGENCE

COMPANY SOLUTION

Styx Intelligence is a unified digital risk platform that helps clients manage their external cyber, brand threats and third-party risk management. The platform achieves this by automated detection of brand impersonation by bad actors and remediation by performing takedowns, detection of attack surface vulnerabilities. This includes public facing IT assets, high value human targets (executives and VIPs) and third-party monitoring, providing timely remediation leading to reduction in cyber incidents and potential breaches.

ADVANTAGES AND USE CASES

The adoption of the StyxView platform can reduce incidents by providing visibility to exposures that could be exploited by bad actors and timely remediation. The Styx Intelligence platform has a simplified approach by providing visibility to external digital assets and vulnerabilities that can be exploited by bad actors for financial crime, leading to revenue loss, brand and reputational damage. Use cases supported include:

- Monitoring of look-alike domains, phishing websites and targeted phishing campaigns
- Monitoring/detection of account and profile impersonation (executives and company) on social media
- Takedown against brand impersonations, social media accounts, brand infringements and phishing websites
- Executive protection – monitoring of high-value targets for compromised credentials and protection against social engineering attacks
- Dark web monitoring – monitoring of compromised credentials, personally identifiable information (PII) data or campaigns targeting client
- Monitoring of third-party vendor risk posture

Styx Intelligence has been recognized by Gartner as a leading and innovative vendor in this market segment and has been featured in research reports. Clients include financial institutions, retail, manufacturing and government entities in Canada, U.S. and South America.

YEAR ESTABLISHED
2020

PRODUCTS AND SERVICES

- Brand threat intelligence
- Social and news monitoring
- Attack surface management
- Third-party risk management
- Data leakage and dark web monitoring
- Cyber insights
- Executive/VIP protection

TARGET INDUSTRIES/SECTORS

- Financial services
- Government
- Retail
- Manufacturing
- Info tech

MARKET ENTRY DETAILS

- Direct sales
- Channel partners including security resellers and system integrators
- Managed security service providers
- Original equipment manufacturer (OEM) vendors
- Other security vendors

TARGET MARKETS

- United States
- United Kingdom
- European Union (France, Germany, Spain)
- Mexico
- Trinidad
- Singapore
- Malta
- Kenya
- Caribbean
- Other provinces across Canada

TeejLab

TeejLab Inc.
Vancouver, British Columbia
www.teejlab.com

COMPANY SOLUTION

TeejLab provides application programming interface (API) management solutions to global enterprises. Organizations are building APIs and using APIs built by others to provide various digital services, but APIs pose security and legal challenges that enterprises must address. Generative AI-driven APIs are adding new business risks. TeejLab tracks these APIs at a global scale to help enterprises address these challenges. TeejLab currently has the world's largest API repository containing thousands of APIs from hundreds of industries. Using this API repository, TeejLab provides industry-leading API discovery, security and governance solutions to help enterprises in managing their API ecosystems in a secure and compliant way. TeejLab solutions are available as a SaaS on-premise/public platform in AWS, Azure, Google and other cloud environments.

ADVANTAGES AND USE CASES

Enterprises possess diverse API ecosystems, encompassing product functionalities, open-source integrations, third-party collaborations and M&A transactions, causing a significant lack of transparency. This can lead to legal risks such as nonconformity with GDPR, EU AI Law, SOC2, ISO27001 requirements and security risks such as data breaches. TeejLab's platform manages these risks via software analysis and network monitoring to discover and audit APIs automatically. Moreover, it benchmarks APIs—whether public/open or internal/external—against industry-leading standards for informed decision making. Recognized by Gartner and other independent technology and industry evaluators, TeejLab has garnered attention from global authorities on security and risk management practices like ISACA, Information Systems Security Association (ISSA), OWASP and Institute of Internal Auditors (IIA). With invitations to over 150 events worldwide, TeejLab is dedicated to educating the industry about innovative API management practices.

YEAR ESTABLISHED

2017

PRODUCTS AND SERVICES

- API discovery manager
- API security manager
- API network scanner
- API quality benchmark
- API risk manager
- API agreement analyzer
- API executive dashboard

TARGET INDUSTRIES/SECTORS

- Banking
- Insurance
- Public sector
- Education
- Target teams include developers, product and engineering, audit and compliance (GRC) in startups and mid-size to large enterprises

MARKET ENTRY DETAILS

- Direct sales
- Strategic partners
- Distributors
- Enterprise investors to collaborate on generative AI-driven API projects

TARGET MARKETS

- United States
- India
- Singapore
- United Kingdom
- European Union
- Other provinces across Canada

Trulioo

COMPANY SOLUTION

Trulioo is the world's identity platform, trusted by leading companies for their verification needs. Offering business and person verification across the globe, Trulioo covers 195 countries and can verify more than 13,000 ID documents and 700 million business entities while checking against more than 6,000 watchlists. The company's comprehensive suite of in-house capabilities, integrated across a single automated platform, powers customizable onboarding workflows tailored to meet any market requirement. Combining its state-of-the-art technology with expert verification knowledge across diverse markets, Trulioo enables the highest verification assurance levels, optimizing onboarding costs and fostering trust in the global digital economy. Investors such as Goldman Sachs, American Express and Santander attest to the value and potential of the Trulioo platform.

ADVANTAGES AND USE CASES

Trulioo provides capabilities that fulfill a broad range of compliance requirements, including Know Your Customer (KYC), Know Your Business (KYB) and Anti-Money Laundering (AML). Trulioo delivers unparalleled accuracy and coverage with more than 450 global and local data sources and market expertise worldwide.

Trulioo has garnered numerous awards including B.C. Technology Impact Awards and inclusion in Deloitte's Fast 50 and Fast 500 lists in 2023. Trulioo holds key credentials such as ISO 27001:2013 and SOC2 Type 2 certification. Trulioo patented technology in identity document verification is certified by iBeta to the ISO/I EC 30107-3 Level 2 standard. The company has achieved significant milestones throughout its history, including successful Series D fundraising in June 2021. Trulioo partners with global leaders including two of the top three ecommerce marketplaces, six of the top seven worldwide payments providers and four of the top five foreign exchange brokers.

YEAR ESTABLISHED

2011

PRODUCTS AND SERVICES

- Person Match: Verifies identities with speed and accuracy
- Identity Document Verification: Verifies government-issued IDs
- Watchlist Screening: Helps organizations understand the suitability of individual and business customers
- Business Verification: Helps organizations comply with strict Know Your Business (KYB) and KYC requirements
- Electronic Identification: Verifies people with digital IDs
- Utility Data: A fast, low-friction, easy-to-integrate service for proof of address compliance

TARGET INDUSTRIES/SECTORS

- Banks
- Foreign exchange, online trading and wealth management
- Marketplaces
- Payment firms
- Remittance firms
- Target teams include enterprise and mid-market organizations

MARKET ENTRY DETAILS

- Direct B2B sales

TARGET MARKETS

- Active in 195 countries

COMPANY SOLUTION

X10 Technologies offers comprehensive enterprise systems and solutions tailored to support organizations globally through digital transformation and cyber resilience. Its suite of services encompasses network design, security, data center solutions, edge computing, cloud services, disaster recovery, systems integration, collaboration tools and managed services. By delivering end-to-end support throughout the digital journey, X10 empowers businesses to overcome challenges such as outdated infrastructure, inadequate security measures and inefficiencies in their digital operations. With a proven track record of success and a commitment to 24/7 support, X10 provides peace of mind to its clients, empowering them to focus on their core business objectives.

ADVANTAGES AND USE CASES

X10 Technologies revolutionizes networking and security by seamlessly integrating innovative technologies with unparalleled managed services. Across two decades, the leading provider of enterprise systems and solutions has maintained an exceptional 99% customer retention rate catering to a diverse clientele including K-12 institutions, municipalities, law enforcement agencies, as well as the hospitality industry, among others. X10 Technologies is pivotal in guiding its clients through the initial transformation to managing their own environments, assisting them as they continuously evolve and harden their security. Some notable awards include the Premier's Award, Aruba Regional Partner of the Year and multiple accolades from Scale Computing and Foreseeson, among others.

YEAR ESTABLISHED

2004

PRODUCTS AND SERVICES

- Networking (wired/wireless)
- Security (IT/OT)
- Managed services (security/infrastructure)
- Unified communications
- Data center infrastructure
- Cloud transformation
- Dark web and ethical hacking

TARGET INDUSTRIES/SECTORS

- Retail trade
- Healthcare
- Energy
- Mining
- Forestry
- Finance and insurance
- Education
- Provincial and local government
- Tourism
- Transportation
- Hospitality and gaming

MARKET ENTRY DETAILS

- Direct company sales
- Distributors/system integrators/partners
- Joint ventures

TARGET MARKETS

- United States
- Philippines
- Other provinces across Canada

THANK YOU TO OUR PARTNERS

Global Affairs Canada

The Canadian Trade Commissioner Service (TCS) helps Canadian companies and organizations of all sizes grow and operate internationally. The network of Trade Commissioners can connect you with qualified contacts, funding and support programs and provide key information to help seize international opportunities and succeed in markets around the world. With an on-the-ground network of more than 1,000 Trade Commissioners serving 10,000 clients in over 160 locations and six regional offices across Canada, the TCS has an unparalleled global network that can support companies, particularly SMEs, to scale internationally. Learn more at www.tradecommissioner.gc.ca

Global Affairs Canada   Affaires mondiales Canada
Trade Commissioner Service   Service des délégués commerciaux

ISACA Vancouver

ISACA Vancouver, a leading global ISACA chapter, excels in advancing local cybersecurity through high school and post-secondary education, mentorship, hackathons, sheleadstech, executive events and the distinguished British Columbia Chief Information Security Officer (BC CISO) Awards. Learn more at https://engage.isaca.org/vancouverchapter/home

ISACA Vancouver Chapter

SFU VentureLab

Venturelabs accelerates science and technology-based new ventures. They help companies that found their product market fit become profitable and sustainable — supporting them with the programs, mentoring and services they need most, when they need them most. Learn more at https://venturelabs.ca

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INNOVATE west

For support contacting any British Columbia company, please contact:

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Export-ready companies based in B.C. that have products, services or technologies in the information security sector and are interested in participating in future updates to this directory should contact international@gov.bc.ca.

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