



## CAPABILITIES STATEMENT

WhiteHawk CEC Inc  
CAGE CODE: 7KVT3  
DUNS NUMBER: 080176318  
NAICS: 541618 541611 541612 541613 541614

[www.WHITEHAWK.com](http://www.WHITEHAWK.com)

**WhiteHawk Cybersecurity Exchange leverages its online AI based risk platform and best-of-breed SaaS partners to identify, prioritize and mitigate cyber risks impacting the revenue and reputation of all organizations & businesses globally**

### Core Competencies

- **Enterprise Solutions:** Automated Enterprise Cyber Risk SaaS and PaaS Annual Subscriptions
- **SMB Solutions:** Cost effective Cyber Risk Profile, CMMC, Virtual Consult & Scorecard
- **Virtual Consulting:** CMMC Registered Practitioner & Commercial WhiteHawk Cyber Analysts
- **Thought Leadership:** Cyber Risk Management and Commercial Innovation
- **Product Lines:** [Cyber Risk PaaS](#), [Cyber Risk Program](#), [Cyber Risk Radar](#), [Cyber Risk Scorecard](#)

### Key Past Performance

- DOE CIO CBOSS Sub; ODNI CIO Sub
- DHS CISA QSMO Sub Lead Developer
- Federal CISO Prime
- Top U.S. Financial Institutions; Top Tier DIB Companies
- Global Consulting Groups; Top Tier Global Manufacturers

### Enterprise Clients

- Federal Contractors and Consulting Firms
- Government Departments and Agencies
- Financial Institutions
- ISPs, MSPs, and MSSPs
- Insurance Groups
- Professional Firms

### Influencers

- Sector Professional and Non-Profit Associations
- Client Focused Risk Executives
- Government, Industry, Academia, Cyber, Risk, and Procurement/Supply Chain Executives and Manager
- Risk Professionals: CSO, CRO, CISOs
- Sector Social Media -LinkedIn, Twitter, Facebook

### SMB Clients

- Government Contractors & Suppliers
- Professional Firms (small to mid)
- ISP, MSP, Bank, and Insurance Business Clients
- Family Offices

### Differentiators

- End to end online scalable, effective cyber risk service – from identification to mitigation
- Continuous Advancement of Product Lines – In-House development and data science team
- Continuous Innovation via weekly vetting of new partners and capabilities
- PaaS & SaaS Globally Accessible, Impactful and Cost-Effective Solutions – Tailored to organizations & businesses of all sizes
- Virtual Cyber Risk Consults and Automated Comprehensive Reports – Clients can take smart action immediately
- Make Cyber Resilience Easy and Affordable for All

## The Team



### **Terry Roberts, CEO, President and Founder**

Cyber Executive across government, academia and industry. Previously Deputy Director of US Naval Intelligence, TASC VP for Intelligence and Cyber, an Executive Director of Carnegie Mellon Software Engineering Institute. A Global Cyber Risk Thought Leader, Non-Profit Board Member and Chair with an MSSJ in Strategic and Artificial Intelligence. <https://www.linkedin.com/in/terry-roberts-193493143/>



### **Soo Kim, Chief Operating Officer**

A career Technical Director, Software Architect and Engineer. Previously the cybersecurity, technology strategy expert at Accenture Federal Services, Hewlett Packard Federal and VP at TASC. Over 20 years experience in technical business leadership, tactical execution, business operations, and solutions delivery. BS in mathematics from Virginia Tech, a Certified Enterprise Architect and Scrum Master. <https://www.linkedin.com/in/soo-kim-23655786/>



### **Kevin Goodale, CFO**

Career commercial CFO with over 30 years of experience. Previously CFO at Impressions Marketing Group Inc. from 2005 – 2016. Career Commercial Financial, with degrees in accounting and management information science to reduce risk and increase profits. <https://www.linkedin.com/in/kevin-goodale-6ba4383b/>