



RSA® to Resell RiskLens' Flagship Application as RSA Archer Cyber Risk Quantification®

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RESTON, Va., March 27, 2018 (GLOBE NEWSWIRE) -- **RiskLens**, the leading provider of cyber risk quantification solutions, today announced that the company's Cyber Risk Quantification (CRQ) application will be re-sold as the RSA Archer Cyber Risk Quantification® solution. Under the terms of the agreement, RiskLens will license its application to RSA, who will market and sell the solution under its own brand. The Factor Analysis of Information Risk (FAIR) standard has emerged as the leading cyber risk quantification model for cyber and operational risk and has been selected as a global standard by **The Open Group**. As the only technology purpose-built around FAIR, RiskLens stands alone in market and was selected by RSA after an extensive review of the solution's capabilities. RiskLens will continue to market and sell this offering and the broader RiskLens Platform to clients around the world.

This announcement comes on the heels of **significant market traction** and strong financial results for RiskLens, fueled by a surge in adoption across the Fortune 500. Dozens of leading organizations, including 10 of the Fortune 100, now deploy the company's solution. RiskLens closed the 2017 calendar with more than 60% year-over-year growth in recurring revenue, expanded its reach to more than a dozen industry verticals, and continued its dominance as the partner of choice for Fortune 500 organizations. RiskLens will continue to market its flagship Cyber Risk Quantification application directly to customers.

"The market for cyber risk quantification is growing exponentially as companies recognize that they must treat cyber risk as a top business risk and manage it accordingly, by articulating it in dollars and cents," said Nick Sanna, Chief Executive Officer at RiskLens. "With **new SEC guidance** calling on publicly traded corporations to disclose their cyber risk in financial terms, pressure is mounting from Boards of Directors and Chief Executive Officers to adopt models and technological solutions that provide a never before seen level of visibility on the impact onto the bottom line. RiskLens paved the way and is leading the market in cyber risk quantification – with RSA's decision to resell our flagship product, our reach and our ability to drive this paradigm shift in security grows even stronger. We thank RSA for its recognition and for its pioneering vision to offer a cyber

risk quantification solution as part of its business-driven security strategy.”

RiskLens is a decision-support platform that quantifies an organization's financial risk exposure to cybersecurity, IT and other operational events. RiskLens solutions help cyber risk professionals quantify and communicate about risk in financial terms, bridging communication gaps between IT, the board and the business.

About RiskLens

RiskLens is the leading provider of cyber risk quantification software. RiskLens empowers large enterprises and government organizations to manage cyber risk from the business perspective by quantifying that risk in monetary terms. Clients depend on RiskLens solutions to better understand and decipher their cyber risk exposure in financial terms, prioritize their risk mitigations, measure the ROI of their security investments, and optimize their cyber insurance coverage. RiskLens is the only cyber risk quantification software purpose-built on FAIR, the standard quantitative model for information security and operational risk. For more information visit the RiskLens website at www.risklens.com.

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