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WhiteHawk Launches Sale of Cyber Risk Scorecards on Amazon Web Services

Highlights

- **WhiteHawk Cyber Risk Scorecards are now available for purchase via the Amazon Web Services (AWS) Marketplace, by both public and private sectors.**
- **WhiteHawk, a member of the AWS Partner Network (APN), is first kicking off marketing and sales directly to Federal Government and Defense Industrial Base clients.**
- **By purchasing Cyber Risk Scorecards either annually or quarterly, U.S. Defence Industrial Base and Federal clients can seamlessly baseline and monitor their suppliers, complying with their regulatory framework.**
- **Key benefit being easy access to the Cyber Risk Scorecard utilizing existing AWS accounts without additional procurement and purchase processing.**
- **Go to market opportunities with AWS Federal are also being developed.**

Perth, WA and Alexandria, VA - WhiteHawk Limited (ASX:WHK) (“WhiteHawk” or “the Company”), is the first global online cyber security exchange enabling all businesses and organizations to take smart action to prevent cybercrime, fraud and disruption and mitigate the impacts continuously - with automated Cyber Risk Scorecards, Virtual Consults, Mapping to Maturity Models and Impactful Solution Options.

Now WhiteHawk Cyber Risk Scorecards can be purchased via the Amazon Web Services (AWS) Marketplace, allowing WhiteHawk marketing and sales to both industry and government clients without requiring contract vehicles: https://aws.amazon.com/marketplace/pp/prodview-t7qm4zw4kiovi?sr=01&ref_=beagle&applicationId=AWSMPContessa

Through this relationship and listing on the AWS Marketplace, companies of all sizes can now go beyond the Cybersecurity Maturity Model Certification (CMMC) compliance to accelerated performance and resilience at scale and with seamless enablement. Joint go to market opportunities with AWS Federal are also being developed.

Terry Roberts, Executive Chair of WhiteHawk, commented, “During COVID we have seen procurement and contracting paperwork delays of months, to a year or more. By being vetted and onboarded to the AWS Partner Network (APN), we decided to fully leverage the proven and accessible AWS Marketplace for APN cloud-based product lines and services. Most importantly the sale is streamlined and seamless, with no additional contract vehicle being required. At last our sales approach can scale along with our automated Product Line delivery. <https://aws.amazon.com/marketplace/management/tour/> In addition to selling our Cyber Risk product lines we can bring in and sell our most innovative cloud-based partners.”

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Amazon Web Services (AWS) is a subsidiary of Amazon providing on-demand cloud computing platforms and APIs to individuals, companies, and governments, on a metered pay-as-you-go basis. Amazon Marketplace is an e-commerce platform owned and operated by Amazon that enables third-party sellers to sell new or used products on a fixed-price online marketplace alongside Amazon's regular offerings. Using Amazon Marketplace, third-party sellers gain access to Amazon's customer base, and Amazon expands the offerings on its site without having to invest in additional inventory. As of 2017, AWS owns 33% of all cloud (IaaS, PaaS) while the next two competitors Microsoft Azure and Google Cloud have 18%, and 9% respectively, according to Synergy Group.

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Authorised for release by Terry Roberts (Chief Executive Officer and Executive Chair).

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About WhiteHawk

Launched in 2016, WhiteHawk began as a cyber risk advisory service with a vision to develop the first online self-service, cyber security exchange, simplifying how companies and organizations discover, decide, and purchase cyber security solutions that directly mitigate their key cyber business risks. Today, we help US companies to connect to content, solutions, and service providers through evolving our rich data and user experience. WhiteHawk is a cloud-based cyber security exchange platform that delivers virtual consultations, Artificial Intelligence Cyber Risk Profile's that immediately match SME customers to tailored 'solutions on demand. The platform enables customers to leverage their tailored Security Story to find affordable and impactful cyber tools, content, and relevant services through our algorithms and expertise, to better understand how to improve and stay ahead of today's cyber threats. The Platform enables companies to fill their needs on an ongoing basis with demonstrated cost and time savings. For more information, visit www.whitehawk.com.

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