



Creators of Open Policy Agent (OPA)



Mission

Get security right for
the cloud-native world,
**by reinventing policy
and authorization**

MASSIVE SHIFT

Build and Deploy -
New App Stack -
Cloud-native



OPTIMIZE TTM

DevOps Processes,
Automation and
Software-defined everything



PRIVACY

Security vs Efficiency
Zero Trust Architectures



A Proven Model for Market Success

EXISTING
TECHNOLOGY

REINVENTION

RESULT

Authentication



okta

Secure Web Gateway



zscaler™

Authorization



styra

OPPORTUNITY: *Get this right, become the Policy and Compliance leader for cloud-native apps.*

Team



TIM HINRICHS
Co-founder & CTO,
Co-lead for OPA
Nicira, VMware
PHD: Declarative Policy



TEEMU KOPONEN
Co-founder & Chief Architect
Nicira, VMware
PHD, ACM SIGCOMM RS Award
100+ patents



TORIN SANDALL
Co-lead for OPA
BluePlanet



PAUL MURPHY
VP, Sales
FOSSA, SYSDIG, VMWARE



STEVEN ERICKSON
VP Engineering
Illumio, Pulse Secure, Juniper



CHRIS WEBBER
VP Marketing
SafeBreach, Zscaler



BILL MANN
CEO
Centrify, CA, Voleta

Guidance

Investors



Board



ERIC WOLFORD
Partner, Accel
Previously Riverbed
(joined Nov 2019)



JOHN VRIONIS
Founder and Managing Partner,
Unusual Ventures
Previously Partner at Lightspeed
Venture Partners

Advisors



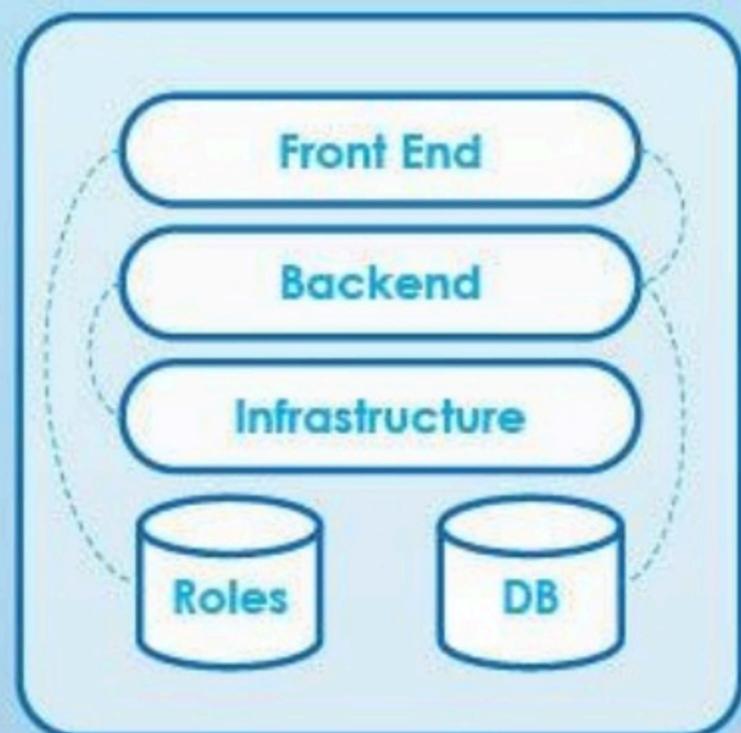
MEAGEN EISENBERG
CMO, TripActions
Previously CMO MongoDB
(joined August 2019)



MICHAEL DVORKIN
Thought leader in policy-driven
automation and operations.
Founded Norio project at Cisco

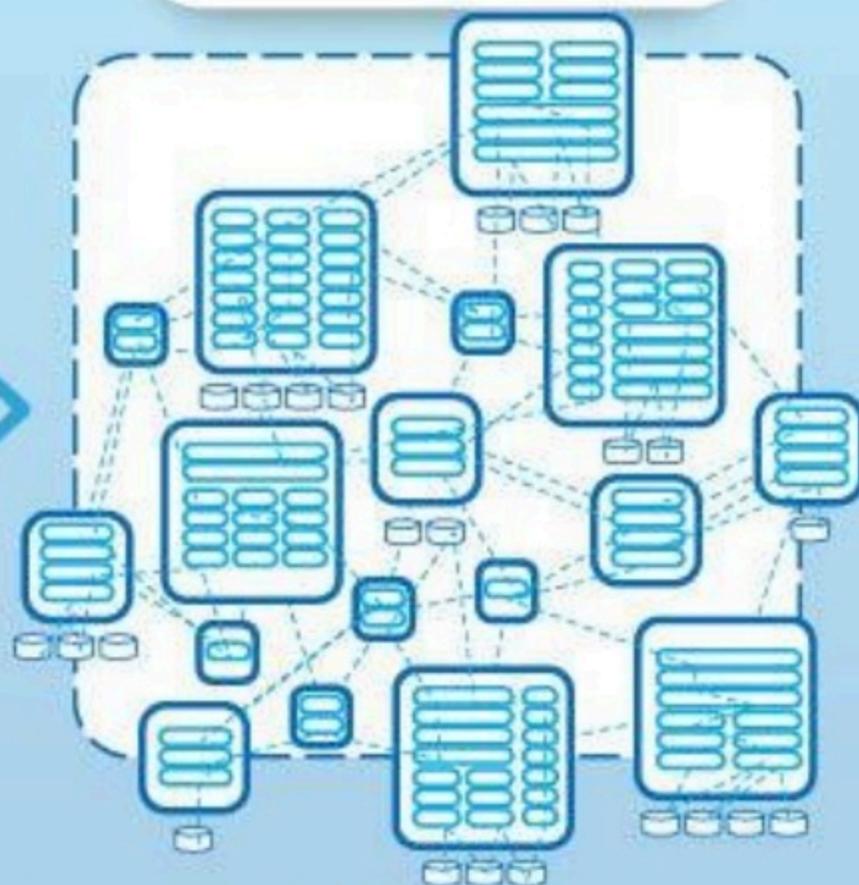
Why Reinvent Policy and Authz? Complexity and Diversity

MONOLITHIC



Dozens of Components
Thousands of Access Possibilities
Risk in Millions Dollars

CLOUD-NATIVE



Thousands of Discrete Components
Trillions of Access Possibilities
Risk in Billions Dollars

Legacy Authorization

- Can't handle today's data privacy needs
- Can't address cloud-dynamism
- Can't be tested
- Isn't compatible with everything-as-code

Founded Open Policy Agent: The New Authz Standard



General purpose policy-as-code solution *designed for cloud-native.*

1. Define authz policy
2. Evaluate any relevant context
3. Provide decision for enforcement

DECLARATIVE

Desired-state works for DevOps

DECOUPLED

Easy for change management

PORTABLE

Write once, enforce across the stack

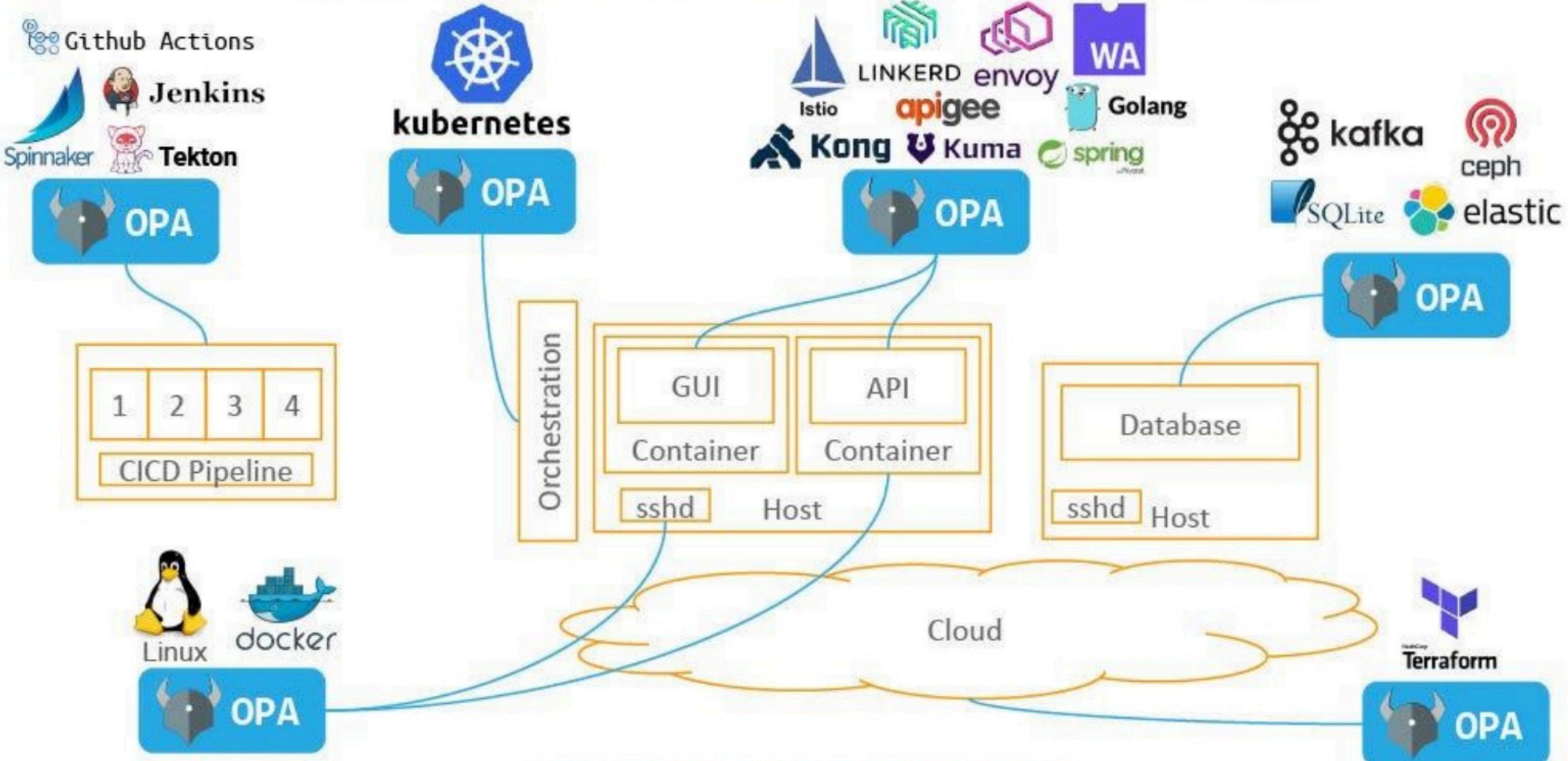
OPEN

Community supports & builds connectors for ubiquity

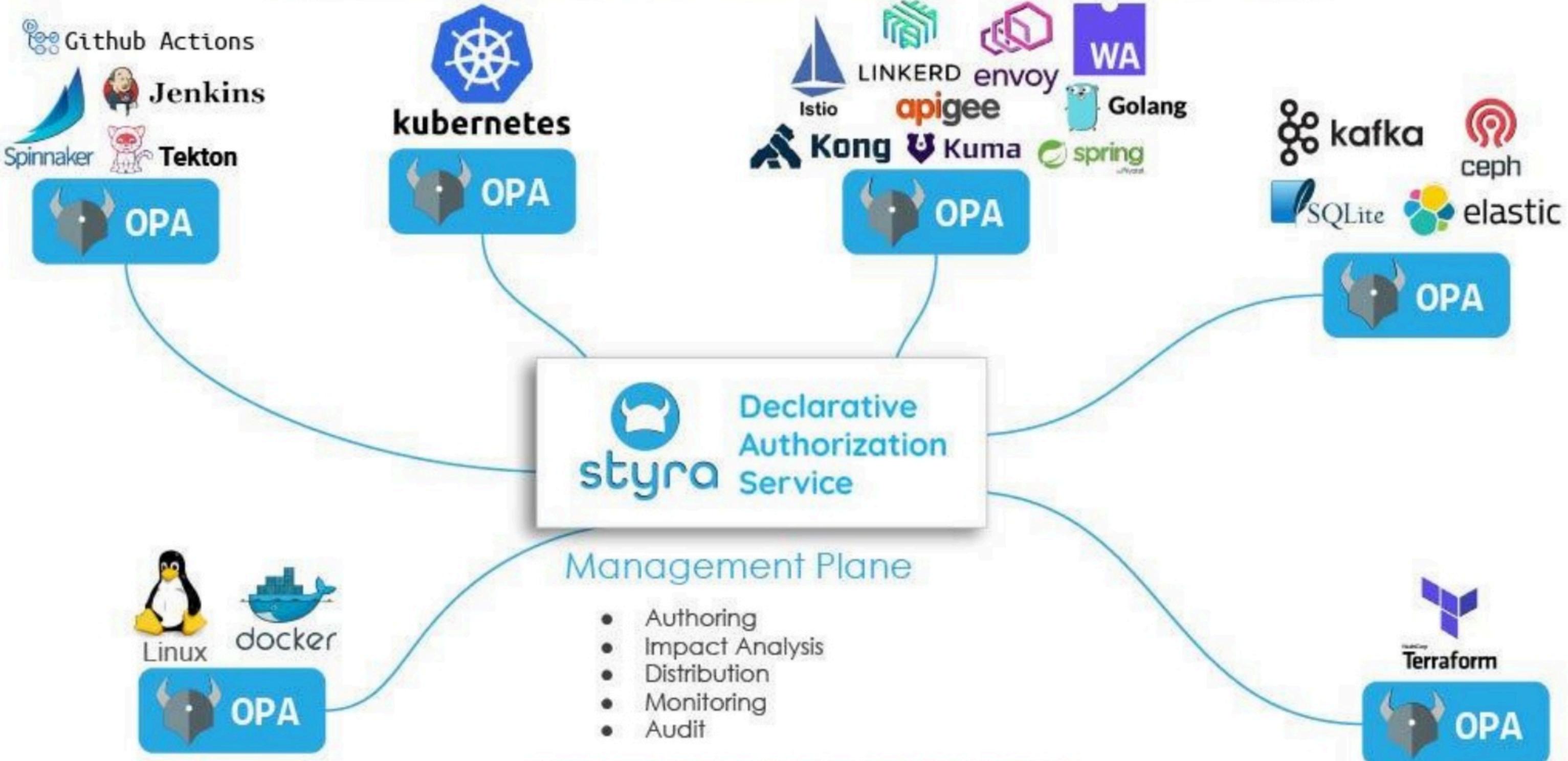
CONTEXT-AWARE

Business data used with policy

OPA: Unified Policy Across the Stack



Styra DAS: Operationalized Policy at Scale



Styra Declarative Authorization Service

OPA Authorization at scale for Enterprise

Policy-as-code to mitigate risk, reduce errors, and accelerate development

Example policies (PCI)

Label Safety

Require all resources to include specified labels. Does not apply to labels inside of templates.

Repository Safety: Exact Images

Ensure images are only pulled from trusted registry hostnames, optionally with whitelisted repository/image paths.

The screenshot shows the Styra web interface. On the left, a sidebar menu is visible with 'Rules' selected under 'Admission Control'. The main content area displays a list of policies, including 'Label Safety' and 'Repository Safety: Exact Images'. Two yellow arrows point from the text boxes on the left to the corresponding policy entries in the interface. The 'Label Safety' policy description reads: 'Require all resources to include specified labels. Does not apply to labels inside of templates.' The 'Repository Safety: Exact Images' policy description reads: 'Ensure images are only pulled from trusted registry hostnames, optionally with whitelisted repository/image paths.'

Series-B Investment

Strategy

1. Build upon open source momentum to scale
2. Raise \$20M+.
3. Extend runway for 18-24 months to meet ARR Milestones.

Key Investments

1. Continue to invest in OPA innovation and community support.
2. Invest heavily in engineering to build out next enterprise use cases.
3. Scale marketing & sales to support ARR growth target in next fiscal year.

Summary

We are leaders in
cloud-native authorization



Founders of CNCF Graduated open source project - widely adopted, proven at scale in production; strong traction,



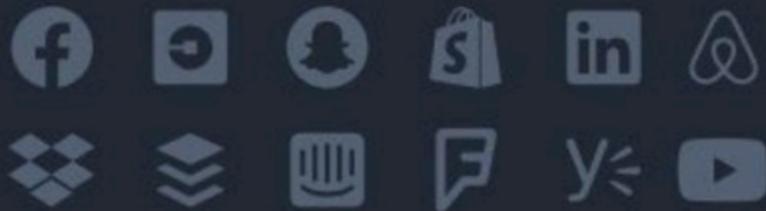
First-to-market with OPA control plane - Manage OPA at scale, for enterprise security, compliance



Strong technical team (**creators of open source project**) combined with seasoned GTM team



Huge market opportunity, New paradigm for authorization solves multiple enterprise pain points



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