



Americas Top 12 MSSP 2023

OTCQB: HWNI



TECHNOLOGY + EXPERTS + INNOVATION

MANAGED IT & CYBERSECURITY TO GET WORK DONE

Disclaimers & Cautions Regarding Forward-Looking Statements

This presentation contains forward-looking statements. The statements contained in this document that are not statements of historical fact, including but not limited to, statements identified by the use of terms such as "anticipate," "appear," "believe," "could," "estimate," "expect," "hope," "indicate," "intend," "likely," "may," "might," "plan," "potential," "project," "seek," "should," "will," "would," and other variations or negative expressions of these terms, including statements related to expected market trends and the Company's performance, are all "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995 and involve a number of risks and uncertainties. These statements are based on assumptions that management believes are reasonable based on currently available information, and include statements regarding the intent, belief or current expectations of the Company and its management.

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Non-GAAP Measures & Total Contract Value & Total Project Delivery Backlog Definitions

Non-GAAP Measures

The company believes that the use of adjusted earnings before interest, taxes, depreciation and amortization, or adjusted EBITDA, is helpful for an investor to assess the performance of the company. The company defines adjusted EBITDA as income (loss) before interest, taxes, depreciation, amortization, acquisition expenses, impairment of long-lived assets, gain/loss on change of fair value of derivatives, amortization of discounts on debt, financing costs, fair value adjustments from purchase accounting, stock-based compensation expense, liquidated damages related to escrow shares, and expenses related to discontinued operations.

Adjusted EBITDA is not a measurement of financial performance under generally accepted accounting principles in the United States, or GAAP. Because of varying available valuation methodologies, subjective assumptions and the variety of equity instruments that can impact a company's non-cash operating expenses, the company believes that providing a non-GAAP financial measure that excludes non-cash and non-recurring expenses allows for meaningful comparisons between its core business operating results and those of other companies, as well as providing the company with an important tool for financial and operational decision making and for evaluating its own core business operating results over different periods of time.

The company's adjusted EBITDA measure may not provide information that is directly comparable to that provided by other companies in its industry, as other companies in the company's industry may calculate non-GAAP financial results differently, particularly related to non-recurring, unusual items. The company's adjusted EBITDA is not a measurement of financial performance under GAAP and should not be considered as an alternative to operating income or as an indication of operating performance or any other measure of performance derived in accordance with GAAP. The company does not consider adjusted EBITDA to be a substitute for, or superior to, the information provided by GAAP financial results.

Total Contract Value

The company defines Total Contract Value (TCV) as the aggregate monetary value of its customer contracts remaining under the duration of annual or multi-year contracts, including associated one-time fees, such as onboarding and training fees.

Total Project Delivery Backlog

The company defines Total Project Delivery Backlog as the aggregate monetary value of customer contracts remaining for deployment by the company's technology enablement services which are project based, such as for technology installations, upgrades and related training,

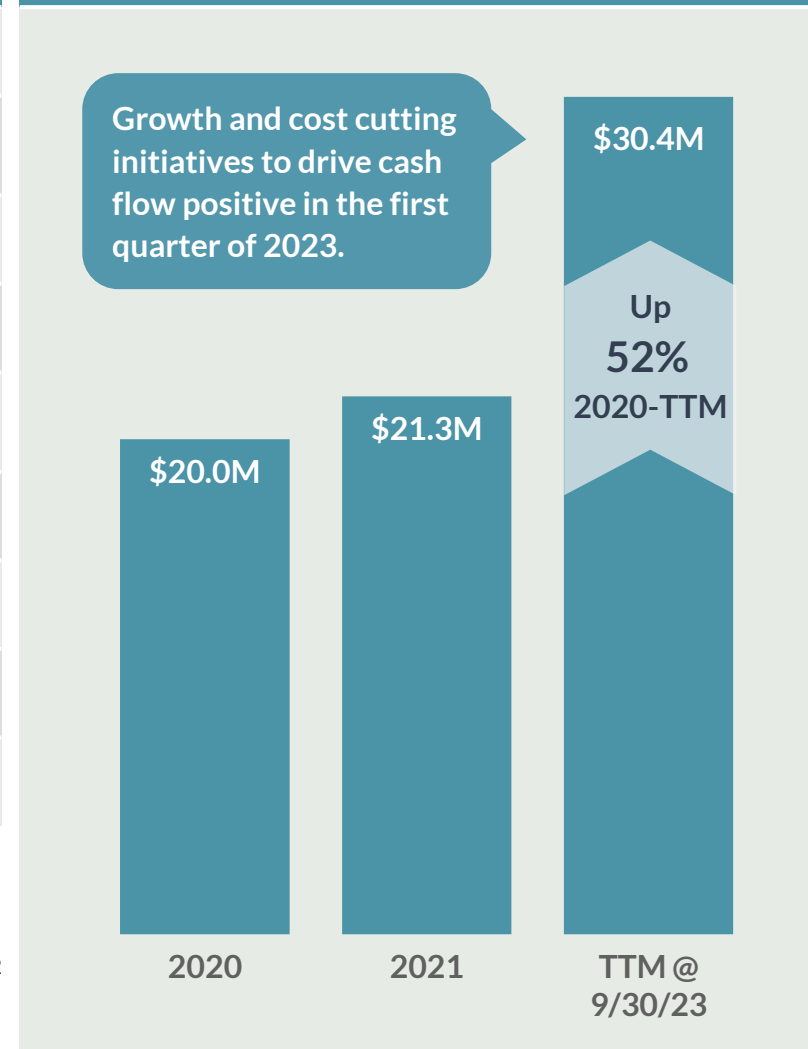
Key Stats (OTCQB: HWNI)

Continued Operations Following Divesture of ADEX Staffing Business on March 6, 2023

Stock Price 1/10/24	\$0.08
Average Volume (90 Days)	155K
Common Shares Outstanding Current/Fully Diluted ¹	239.9M/365.2M
Market Cap. (Common Shares)	\$19.2M
Market Cap. (Fully Diluted) ¹	\$29.2M
Public Float, est. ²	94M
Insider Holdings, est. ³	19%
Employees (full-time)	125
Founded	2000
Fiscal Year End	Dec. 31

Revenue, ttm @ 9/30/23	\$30.4M
Revenue, mrq @ 9/30/23	\$6.0M
Gross Profit, ttm	\$6.5M
Gross Profit, mrq	\$1.7M
Cash, mrq	\$0.3M
Net Loss (from continuing operations), mrq	(\$3.6M)
Total Assets, mrq	\$16.1M
Accounts Receivables, mrq	\$4.1M
Total Debt, mrq	\$4.7M
Total Liabilities, mrq	\$12.3M

Pro-Forma Revenue (Continuing Operations)



1) Based on fully diluted shares outstanding post Adex divestiture. Includes 239,876,900 common shares issued and outstanding as of January 8, 2024 and adds 125,282,469 common stock equivalents outstanding as of September 30, 2023.

2) Public float = Based on fully diluted shares outstanding as of September 30, 2023, includes restricted & unrestricted outstanding shares, excluding insider ownership based on unrestricted shares as of 9/30/23.

3) Insider ownership includes preferred shares owned by management if converted to common.

ttm = trailing 12 months at September 30, 2023.

Mrq = most recent quarter as of September 30, 2023.

Data sources: IPREO, OTCMarktes.com, Yahoo! Finance, 2022 Form 10-K, and Form 10-Q for quarter ended September 30, 2023, and company estimates.

Who We Are

- **Fast-growing, award-winning** global provider of managed cybersecurity and IT enablement services.
- **Rapidly expanding managed cybersecurity business** generating high-margin recurring revenue.
- **B2B2B Business Model** – *100% Driven by Channel Partners.*
 - **We partner with hundreds of IT and Managed Service Providers (MSPs).** Includes many **Fortune 500.**
 - **These channel partners engage us** on behalf of their business customers, many also of the Fortune 500.
 - **Channel Partner go-to-market approach speeds** our growth & global market expansion.



23+ years delivering trusted managed services

125 employees worldwide

625+ channel partners (MSPs & other resellers)

~1,000 managed security customers

56,000+ customer site visits annually



Americas Top 12 MSSP 2023



Our High-Profile Channel Partners

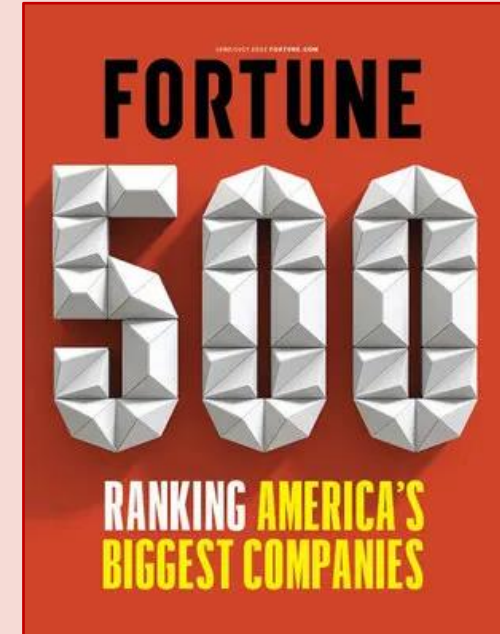
Our growth is 100% driven by our expanding network of 625+ channel partners:

- Managed service providers (MSPs)
- IT firms
- Telcos
- Hardware/software manufacturers
- Global systems integrators
- Value added resellers and distributors
- Strategic consulting firms

Typically:

- Outsourced-minded or buy-before-build.
- Maintain a direct sales force.
- Open to partnership.

Primarily U.S.-based with global reach.



Many of our Channel Partners
Comprise the Fortune 500

Marque End-Customer Base

Through our channel partners, we serve industry-leading corporations and large government agencies.

In the commercial space, we serve tens of thousands of companies across multiple industries:

- **100s of Fortune 500** companies, many of the Fortune 50:
 - ✓ Top computer/smartphone/wearable device manufacturer.
 - ✓ Leading waste management provider.
 - ✓ Largest retail home center for do-it-yourselfers.
 - ✓ Top cloud business software provider.
 - ✓ Major cloud data storage company.
 - ✓ Multinational toy manufacturing & entertainment company.
 - ✓ Top banking & financial institutions.
 - ✓ World's largest hotel franchisor.
- Several major healthcare providers.
- Numerous national and global retailers, food manufacturers, tire manufacturer and distributor.

Government end-customers include **multiple federal agencies**, as well as state and local governments.



10s of Thousands
IT Enablement
Customers



~1,000
Managed Cybersecurity
Customers



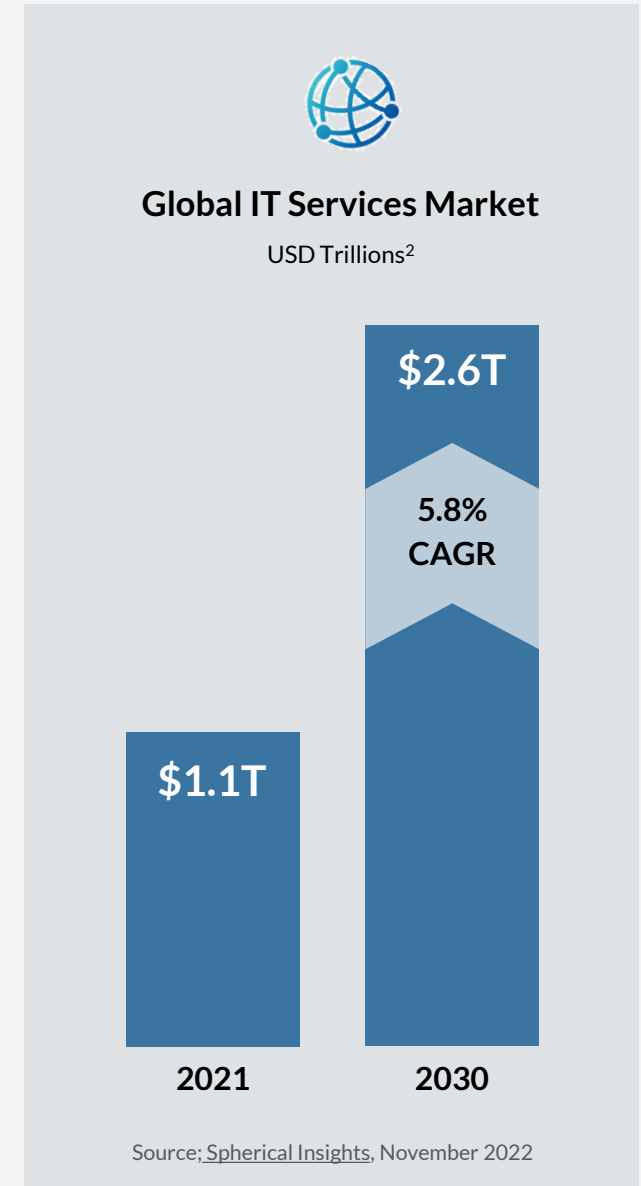
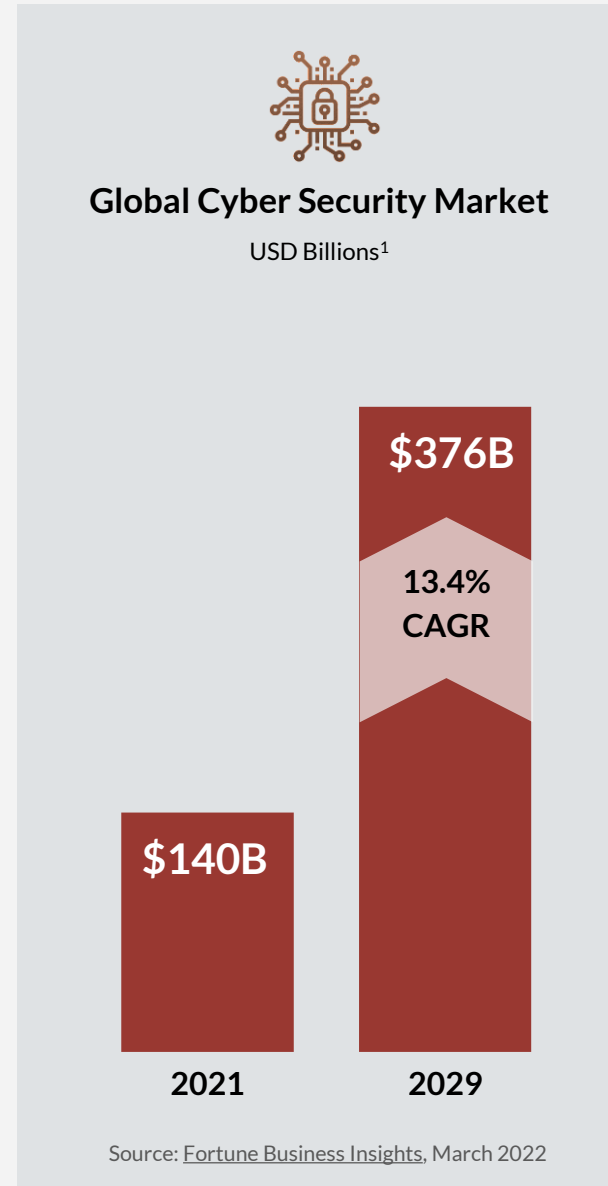
100s
of Fortune 500
Customers



TOP
Federal, State &
Local Agencies

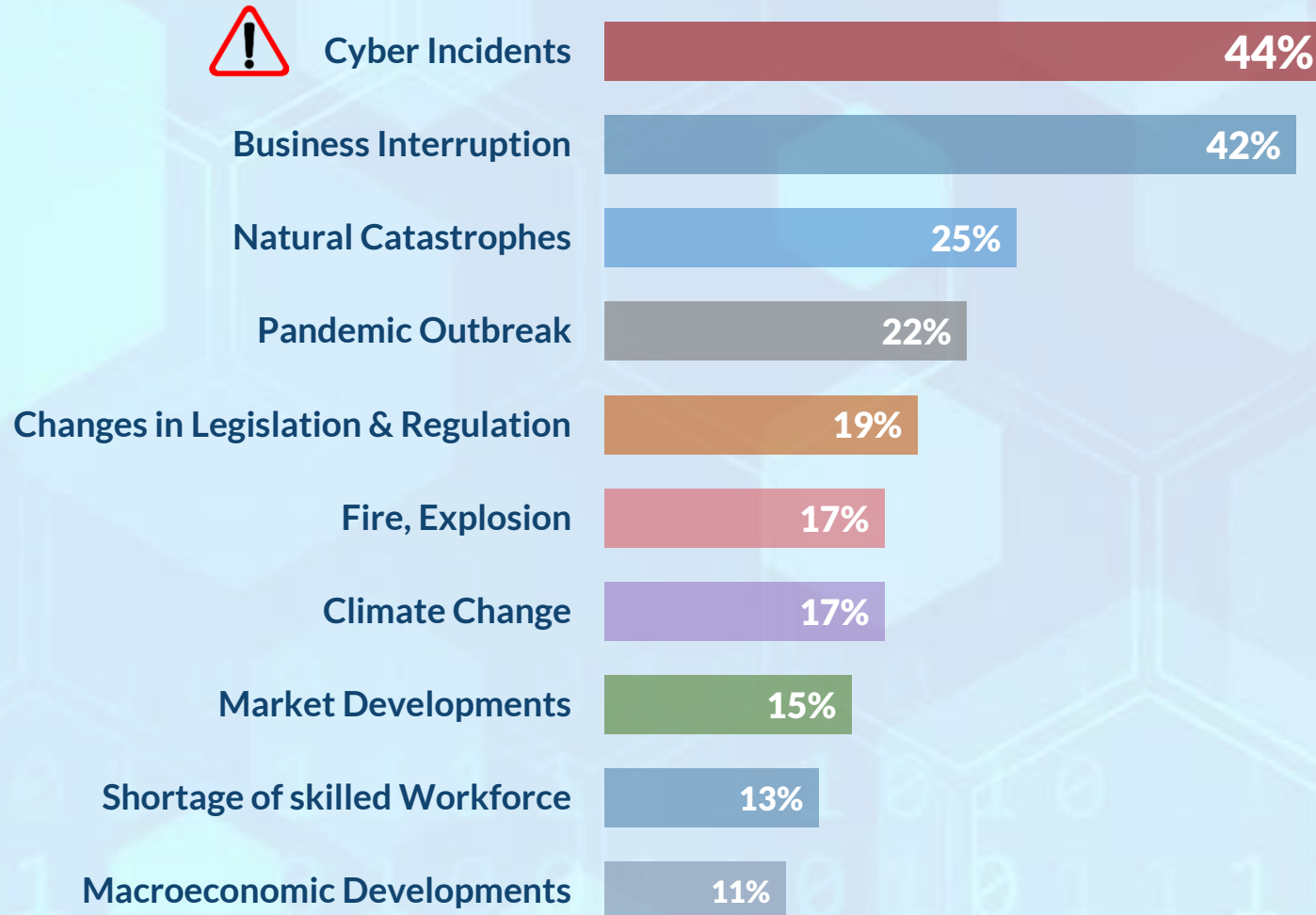
We Address High-Growth Global Markets

- **Cyber Security Market:** \$376 billion by 2029 @ 13.4% CAGR
- **IT Services Market** (professional & managed IT services): \$2.6T by 2030 @ 5.8% CAGR
- **Key market growth drivers:**
 - Accelerating business IT deployments.
 - Growing demand for IT subject matter expertise.
 - Increasing cybercrime, malware and ransomware attacks causing:
 - Data breaches
 - System downtime
 - Customer loss
 - Fines & penalties



Cyber Attack #1 Business Risk

Reported Adverse Business Events in 2022



83% of organizations had more than one data breach.

79% of critical infrastructure organizations have yet to deploy a zero-trust architecture.

19% of breaches occurred due to a compromise at a business partner.

Source: IBM Cost of a Data Breach Report 2022

Multiple Major Data Breaches Over Past Year



Aug 10, 2022
Cisco: Yanluowang ransomware gang breached network and published stolen data.



Sept 2, 2022
Samsung: data breach of customer contact info, birth dates & product registration information.



Sept 7, 2022
North Face: 200,000 account purchase histories, addresses, phone numbers, genders, and XPLR Pass reward records.



Dec 20, 2022
PayPal: unauthorized parties accessed customer accounts using stolen login credentials.



Jan 5, 2023
T-Mobile: a second major data breach in two years affected 37M customers, with intruders exfiltrating data since late Nov 2022.

2022

2023



Aug 25, 2022
DoorDash: a vendor was target of a phishing campaign, with the bad actors gaining access to DoorDash's customer info, include credit card information.



Sept 6, 2022
IHG/Holiday Inn: company assessing "nature, extent and impact of the incident," with the full extent of the breach yet to be made clear.



Sept 15, 2022
Uber: with several systems breached and taken offline. Dubbed a "total compromise:" of email, cloud storage, and code repositories.



Jan 4, 2023
Twitter: email addresses of 200M users breached and sold on the dark web.



mailchimp

Jan 18, 2023
MailChimp: Another major data breach for MailChimp just six months after its previous one.

4,100+ Publicly Disclosed Data Breaches in 2022, Exposing **22 Billion+** Records.

Estimated **15M** Breaches Were Undisclosed. **98%** of Employees Fail to Report Email Cyber Hacks.

High Cost of Data Breaches

\$4.4M

Global average cost per business of a data breach, up 2.6% y/y.

\$9.4M

U.S. average cost of a business data breach.
113% higher vs. global.
Highest cost globally
12th year in a row.

60%

of breaches led to increased prices passed on to customers.

However, decreasing cyber risk can create valuable saving and provide a competitive business advantage:

\$1.1M

Average business savings of containing a data breach within 200 days or less.

\$3.1M

Average business cost savings associated with fully deployed security AI & automation.

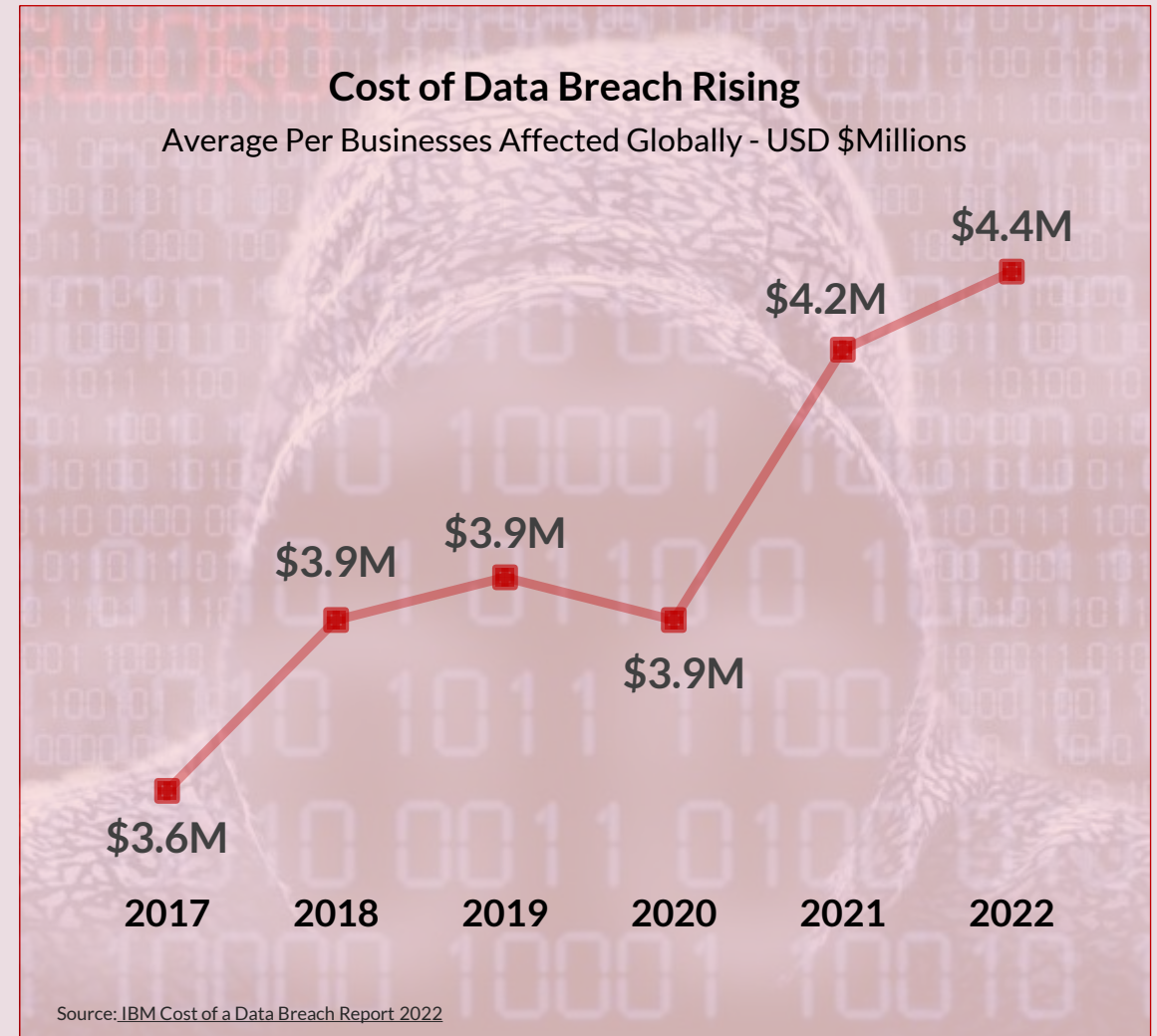
\$2.7M

Average cost savings associated with an incident response (IR) team & regularly tested IR plan.



Daunting IT Issues & Cybersecurity Challenges

- **Increasing cost** of data breaches, up 13% since 2020.
- **Shortage** of skilled & trained personnel.
- **Impact of COVID-19** created expansive remote workforces that require support and cybersecurity.
- **More secure network** needed against increasingly numerous and powerful cyber threats.
- **Product expansions** by IT hardware & software providers (aka “*tool sprawl*”) overwhelming both IT providers and their customers.
 - Lack of unified control.
 - Multiple licensing models.
 - Functionality overlap.
 - Training & skills deficiencies.



We Solve these Problems with a Full Range of Cybersecurity, IT and Related Services



**Overwatch Managed
Cybersecurity**



**Managed Security
Operations Center
(SOC) Services**



**Managed Network
Operations Center
(NOC) Services**



**Global Command
Center Services**



**Cybersecurity Partner
Program**



**Data Center
Services**



**Networking
Solutions**



**Staffing
Solutions**



**Wireless Networking
Solutions**



**Network Cabling
Solutions**



**Unified Communications
Installation**



Smart Hands

Global Presence

- Presence across **180+ countries**:
 - Headquartered in Chicago with **24/7** Network Operations Center (NOC) & Security Operations Center (SOC).
 - **100%** U.S.-based.
 - **Centrally located** in Chicago.
 - Data Centers in Dallas and New Jersey.
 - Regional offices in Miami, Puerto Rico and United Kingdom.
- **325,000** service calls to-date for locations around the globe.



Our DNA

- For 23+ years, we have been a trusted partner to VARs, MSPs, Distributors, Integrators, Manufacturers and Telecoms worldwide.
- We offer scale, expertise and global presence.
- 125 employees globally.
- Access to 250,000 technical professionals worldwide.
- We leverage best-in-breed technology to deliver managed services cost effectively at scale.
- Best & largest clients in the industry.
- We never sell direct to end-users.
 - Instead, we enable our channel partners to 'Get Work Done' by being a force multiplier.

Our IT enablement services provides the foundation for growing our higher-margin **Overwatch** business.

Our Value Stack

FORTUNE
500

Industry's Best & Largest Clients



100% Channel Sales
via World's Largest IT Brands



Cybersecurity Managed Services
Proprietary Automated Processes



Network Security Operations Centers
100% U.S.-based 24/7



IT Enablement Services
Award-Winning



Superior Technology Toolset
Scalable, Automated & Future Proof

Award-Winning Overwatch Cybersecurity Solution

MSPs and MSSPs turn to **Overwatch** for its Managed Everything (X) Detection and Response (**MXDR**) solution

- **Block cyberthreats** from reaching critical systems and data with Zero-Trust Secure-Access Service Edge (SASE).
- **Drill down on real threats** with AI-powered MXDR, “Everything Detection & Response.”
- **Tap expert security analysts** for continuous alert response and remediation plus proactive threat hunting.
- **Warranty and insurance options** provides additional protection from financial impact of attack or breach.
- **Stop active cyberattacks** in progress with our Security Orchestration, Automation & Response (**SOAR**).



Proprietary Overwatch Cybersecurity Dashboard



Our Overwatch Managed Security Services are delivered over a multitenant platform. This provides the flexibility to securely extend visibility and control to our MSP partners and their clients as either fully managed by High Wire or co-managed with the MSP partner.



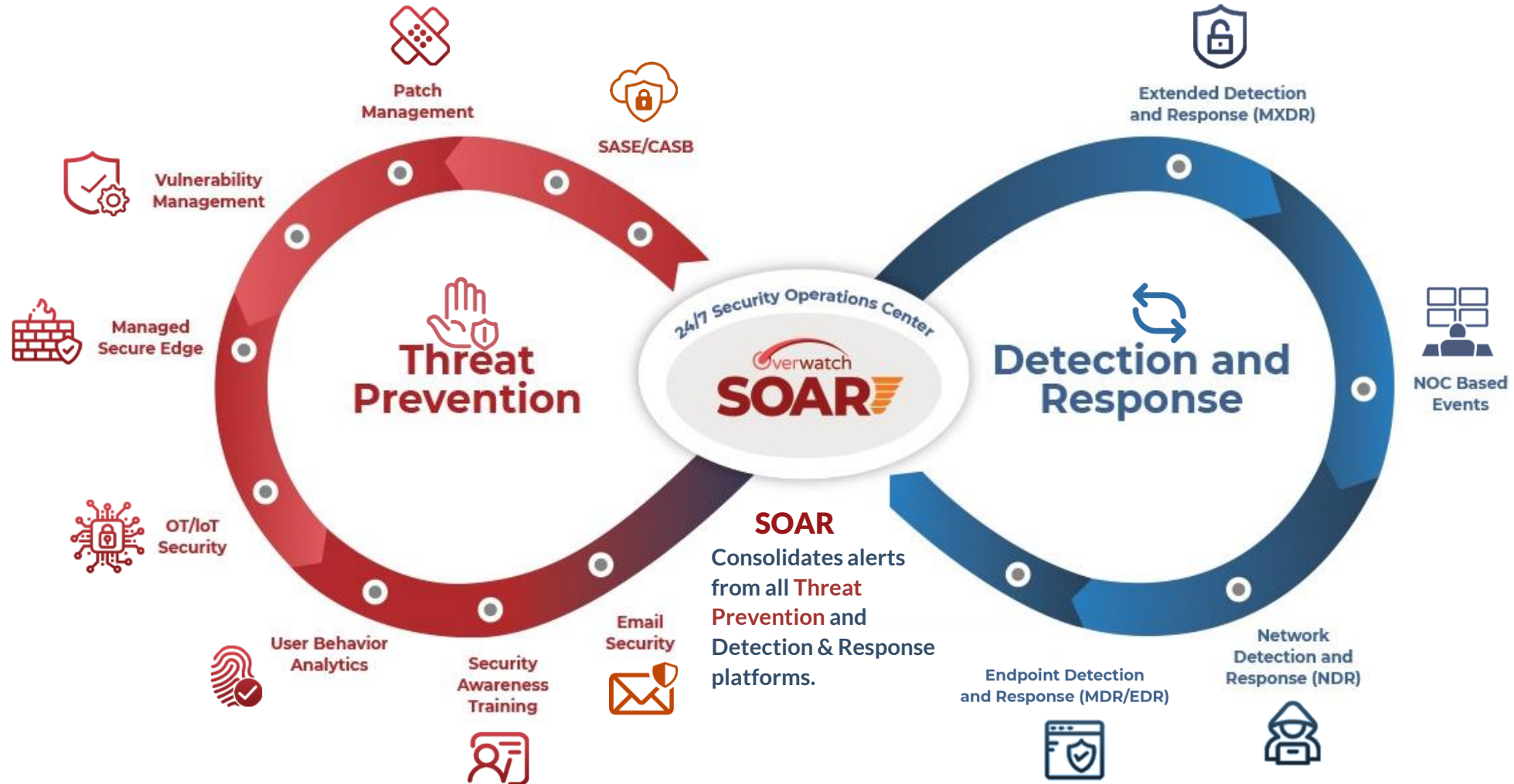
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Overwatch Cybersecurity Ecosystem

Infinite Integration Possibilities

Our **Overwatch SOAR Automation Technology** Creates Enhanced Visibility, Improved Correlation & Faster Remediation



SOAR
Security
Orchestration
Automation
Response

Overwatch Delivers Multiple Benefits



Without Overwatch

Too Many Narrow Solutions

4,300+ point products don't speak to each other and overlap functionality, overwhelming internal IT support teams.

Constantly Evolving Threats

Cyberattacks are growing in frequency, intensity and sophistication, placing systems and data at risk around the clock. Very difficult to keep with and address on a timely basis.

Alert Overload

Security analysts are inundated daily with thousands of alerts—more than they can manually review and remediate.

Increasing Regulatory Mandates

More national, state & city governments issuing data privacy rules, some come with substantial penalties if violated.

Expensive

Need for enterprise-class solutions, 24/7 monitoring and a shortage of security talent drive up costs, limit capabilities.



With Overwatch

Comprehensive Security

We integrate the full value chain (Partner + Overwatch + Customer Legacy Tools) into an effective comprehensive solution.

24/7/365 Operation

Our security experts provide around-the-clock protection and leverage our best-in-class Services Orchestration & Automated Response technology.

Operational Efficiency

We leverage AI, machine learning and automated remediation and our scale to deliver cybersecurity without the hassle.

Continuous Compliance

Help clients meet security regulations, such as HIPAA & PCI.

Affordable & No Capex

Subscription-based pricing requires no capital outlay and provides predictable costs and easy scalability.

Industry Awards Recognize the Quality & Value of Our Service Offerings



Americas Top 12 MSSP 2023



Competitive Landscape

- Across growth & innovation, High Wire Networks ranks in the **Top 12** among 120+ competitors across the Americas, according to Front & Sullivan.
- Competitors include professional service firms, telcos and pure-play Managed Security Service Providers (MSSPs)
- **According to F&S:** “High Wire is a relatively new market entrant, but is growing incredibly fast thanks to its partner-focused strategy, flexibility, and portfolio underpinned by open XDR.”



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F R O S T & S U L L I V A N

Frost Radar™

Americas Managed & Professional Security Services Market



Growth Strategy

- **Properly capitalized business**, generating income and positive cash flow.
- **Continue to leverage existing business** to generate cash to fund Overwatch growth and expand managed IT services.
- **Accelerate expansion** of recurring revenue stream with the cash flow from the existing business.
- **Expand marketing efforts** for scalable, repeatable, and efficient demand generation. Currently <\$1 million annual spend.
- **Grow geographically** through key strategic partnerships.
- **Uplist** to national exchange in the first quarter of 2024.
- **Initiate MSP contract roll-up program** as part of new go-to-market strategy.
- **Grow cyber product line** and roll out additional offerings that build upon our modest IP portfolio.



Overwatch CyberLab™

- Our newly formed **Overwatch CyberLab** division represents our cybersecurity technology platform.
- Overwatch CyberLab will serve as the incubator and IP manager for all of High Wire's cybersecurity products.









M&A & Transaction Opportunities

Despite headwinds facing the broader economy, MSSP and IT Services M&A activity remained strong in 2022.

800+ M&A transactions closed in the U.S., ~45% were private equity-related and ~55% were strategic acquisitions.

Even after the high M&A activity, the market remains highly fragmented, presenting an opportunities continued consolidation, service offering expansion and greater economies of scale.

2023 is expected to be a strong year for add-on acquisitions as companies seek growth through M&A, presenting exit opportunities for MSPs of all sizes.¹

Industry Peer	Focus	Most Recent Transaction	Last Valuation
 Electric	Manages IT and real-time IT support for teams through a centralized SaaS app.	\$23.4M Series D Round in Mar. 2022. Post-money valuation of \$1B - \$10B at Mar 29, 2022.	\$5B
 Island	Provides an Enterprise Browser.	\$115M Series B round, Mar. 23, 2022, valuing company at \$1.3B	\$1.3B
 Trustwave	Cybersecurity & managed security services.	Acquired by Singtel for \$770M , Apr. 2015.	\$770M
 Cybellum	Enables security teams to develop and maintain secure connected products.	Acquired by LG Electronics for \$240M , Sept. 2021.	\$240M
 PlexTrac	Cybersecurity reporting & workflow management platform.	\$70M Series B round in Feb 2022. Raised total of \$81M .	<i>n/a</i>
 zecOps	Cybersecurity automation that finds attackers' mistakes.	\$11M seed round in Apr. 2020. Acquired by Jamf Sept. 2022 for undisclosed amount.	<i>n/a</i>

Average Valuation ²	\$1.8B
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1) [Founders Advisors](#): Managed IT Services M&A Update 2023

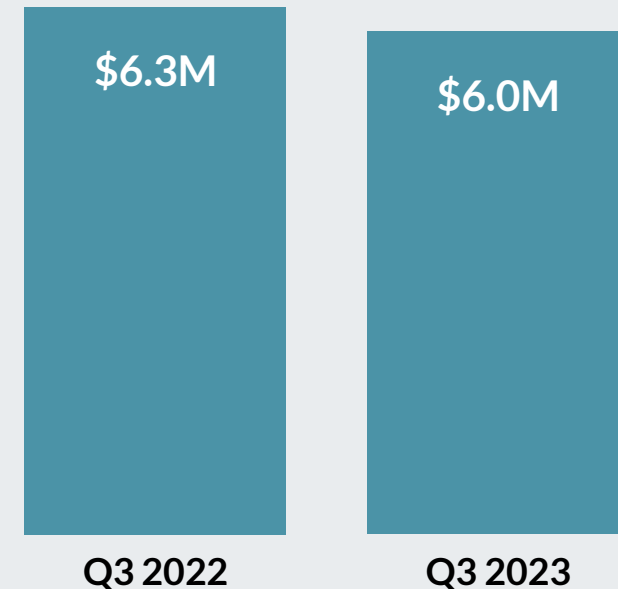
2) Electric post-money valuation assumed as \$5B, the midpoint of the range \$1B to \$10B.

Q3 2023 Financial Highlights

- YTD Revenue up 20% to **\$22.1M** from 9M 2022.
- Monthly recurring revenue up 30% sequentially to a record **\$1.3M** or **\$15.6** million on an annualized basis.
- **Overwatch TCV** up 58% sequentially to **\$9.5M** at quarter end (see TCV defined on slide 3).
- **Project delivery backlog of the company's technology enablement business** (see total project delivery backlog defined on slide 3)
 - **\$7.0M** at quarter end (September 30, 2023).
 - **Increased to \$11.5M** at December 11, 2023.
- **Secured \$1.15M** of a \$5M convertible note offering which was announced on September 29, 2023 and has now closed. Buyers of the notes included two institutional investors, along with High Wire's CEO who purchased \$70,000 of the note offering.
- **Implemented successful cost-cutting and operational optimization program** that reduced expenses by \$3M+ on an annualized basis and enabled the paydown of \$5M in debt.
- **Technology services sales pipeline**
 - Totaled \$102M at quarter-end
 - Increased to \$105M at December 11, 2023.







Quarterly Revenue Continuing Operations

The slowed growth and decline was primarily due to an overall industry slowdown and customer delays in the deployment of major multi-site Wi-Fi upgrade projects, which was partially offset by **growth in recurring revenue from long-term contracts**.
Market conditions have improved in the current fourth quarter.



Public Peer Comparative Valuation

Enterprise Value to Sales (EV/S)

			Ticker Symbol	Share Price 12/18/23	Enterprise Value (\$)	Sales ttm (\$)	Market Cap (\$)	EV/S
	CrowdStrike	Cloud-delivered protection of endpoints, cloud workloads, identity & data.	CRWD	\$259.80	60.0B	2.9B	62.4B	21.1x
	SentinelOne	Autonomous cybersecurity platform.	S	\$26.73	7.2B	873M	8.0B	12.6x
	BigBear.ai Holdings	AI-powered analytics & cyber engineering solutions.	BBAI	\$1.78	446M	155M	279M	2.9x
	NetScout Systems	Network detection & response and pervasive network visibility.	NTCT	\$22.51	1.4B	885M	1.6B	1.6x
	Secureworks	Cybersecurity products and services.	SCWX	\$6.24	489M	392M	538.7M	1.3x
	Lumen Technologies	Compute & application services, such as managed cyber security, as well as IP/data and fiber infrastructure services.	LUMN	\$1.79	21.7B	14.8B	1.8B	1.5x

Average Peer Comp Enterprise Value-to-Sales

6.8x

Enterprise value is defined as market capitalization plus total debt minus total cash and cash equivalents. TTM = trailing twelve months as of most recent filing. For HWNI, ttm at September 30, 2023 based on pro forma revenues, debt and cash from continuing operations.

HWNI market cap based on total shares outstanding as of January 10, 2024, includes 125,282,469 common stock equivalents outstanding as of September 30, 2023.

Key Takeaways

- Fast-growing, award-winning global provider of managed cyber security and IT enablement services.
- Rapidly expanding, high-margin **Overwatch** managed cyber security business.
- Generating recurring revenue from multi-year engagements.
- Unique B2B2B business model speeds growth & market expansion—*all the benefits of a traditional roll-up but without the downsides.*
- High growth outlook.

The logo for HighWire Networks features a red curved line above the text. "HighWire" is in white and red, and "NETWORKS" is in white capital letters below it.

HighWire
NETWORKS

OTCQB:HWNI

The logo for Overwatch by HighWire Networks features a red curved line above the text. "Overwatch" is in white and red, and "BY HIGH WIRE NETWORKS" is in white capital letters below it.

Overwatch
BY HIGH WIRE NETWORKS

Contact Us

Company Contact

Susanna Song, Chief Marketing Officer
High Wire Networks
Tel +1 (952) 974-4000
[Email contact](#)

Investor Relations

Ronald Both or Grant Stude
CMA Investor Relations
Tel +1 (949) 432-7557
HWNI@cma.team

Media Relations

Tim Randall
CMA Media Relations
Tel +1 (949) 432-7572
tr@cma.team



Main Office/HQ:
30 N Lincoln Street
Batavia, IL 60510

Main Tel +1 (952) 974-4000
www.highwirenetworks.com
investors@highwirenetworks.com



Appendix

Capitalization Summary

Insiders Holdings (fully diluted) ¹	17.0%
Public Float (est. @ 9/30/23)	94.1M
Total Common Shares Outstanding (@ 9/30/23)	239.9M
Convertible Preferred Stock	55.3M
Convertible Debt	17.7M
Options Weighted Average Strike Price: \$0.22	26.1M
Warrants Weighted Average Strike Price: \$0.13	26.2M
Common Stock Equivalents Outstanding	125.3M
Fully Diluted Shares Outstanding	365.2M

1) Includes unvested shares.

Innovative New Customer Acquisition Strategy

	Our Customer Acquisition Approach Today	Planned New Additional Acquisition Strategy
Customer Contractual Arrangement	Channel Partner contracts High Wire to deliver IT & Cybersecurity managed services to their customer.	High Wire acquires the channel partner's client contract. Also rights for upsells & renewals.
Billing Entity	Partner re-bills client for services provided by High Wire.	High Wire bills end-customer directly.
Customer Relationship Management	Partner maintains the end-customer relationship. They can continue reselling High Wire products & services to increase their recurring revenue stream (i.e., managed services, cyber insurance, etc.)	
Channel Partner Benefits & Advantages	<ul style="list-style-type: none"> ✓ Faster, easier & greater monetization of customer contracts. ✓ Lowers overhead, including insurance costs, generates higher profits. ✓ Alleviates issues around regulatory requirements. ✓ Immediate scale: now more competitive to larger players. ✓ Freed to do what they love to do vs. headaches of managing a business. ✓ Elevates quality & breadth of services delivered. 	<p>Same benefits as before, plus:</p> <ul style="list-style-type: none"> ✓ Upfront and ongoing override on end-customer revenue. ✓ No longer required to maintain customer relationship. ✓ Principle of the Partner firm can downsize or retire and receive a residual revenue stream.
High Wire Benefits & Advantages	Speeds our growth & market expansion at minimum sales & marketing cost by leveraging the channel partner's existing customer relationships and market reach.	<ul style="list-style-type: none"> • Accelerates our growth & market expansion. • Captures greater recurring revenue streams. • Overwatch SOAR automation delivers at greater scale, allows acquired revenue to be more accretive & more quickly. • All the benefits of a traditional M&A roll-up, but without the downsides.

Senior Management Team



Mark Porter
CEO & Chairman

20+ years of technology industry experience, he is a channel veteran with extensive experience in pioneering new and innovative ways to deliver professional and managed services.

Since 2018, led expansion of High Wire with two additional business units— managed cybersecurity services marketplace and commercial electrical.

Numerous industry awards, including Channel Partner Insight’s Channel Chief of the Year and Field Service USA’s Most Innovative Approach to Service Delivery.

Serves as a mentor for the INCubator Entrepreneurship Program.



Curtis Smith
Chief Financial Officer

30+ years of finance, M&A, and operational experience as CFO for Nasdaq listed and privately held companies.

Previously, CFO of Job.com, an AI-powered staffing & recruiting company, where he managed the rollup of several acquisitions.

Previously, CFO of AYRO, a manufacturer of electric utility vehicles, where he led its reverse merger to become a NASDAQ-listed company and subsequent fundings.

Earlier served as CFO of LAC Group, a provider of information managed services, media asset curation and storage, and ancillary services.

Also served as a consulting CFO for NeoSystems, an IT integrator and managed service provider.

Bachelor of Business Administration in Accounting, Texas A&M Univ.



Stephen LaMarche
COO & Director

25+ years of executive leadership in the technology industry with a strong track record of driving growth for private and publicly traded companies.

Previously served as CEO and CFO of Unified Technologies, a full-service managed IT, VoIP and global top 100 cloud services provider that was acquired by service provider DSCI.

Led merger and integration of DSCI, and was appointed vice president of TPx’s Products & Business Development.



David Barton
Chief Technology Officer

20+ years of cybersecurity experience with companies in various industries, including telecommunications, health care, software development, finance, mortgage, and government.

Former CISO for Stellar Cyber, the company behind the open-XDR solution that Overwatch leverages to deliver managed detection and response through its 24/7 Security Operations Center (SOC) as a Service.



Susanna Song
Chief Marketing Officer

15+ years of award-winning journalism and communications expertise, most recently reporting and anchoring in the third largest television market.

Oversees all internal and external communications and drives brand awareness and lead generation through digital channels.

Enjoys crafting stories around new technology and cybersecurity services that bring value to partners and their clients in the B2B channel.

Board of Directors



Mark Porter
CEO & Chairman

20+ years of technology industry experience, he is a channel veteran with extensive experience in pioneering new and innovative ways to deliver professional and managed services.

Since 2018, led expansion of High Wire with two additional business units—managed cybersecurity services marketplace and commercial electrical.

Numerous industry awards, including Channel Partner Insight's Channel Chief of the Year and Field Service USA's Most Innovative Approach to Service Delivery.

Serves as a mentor for the INCubator Entrepreneurship Program.



Stephen LaMarche
Director

25+ years of executive leadership in the technology industry with a strong track record of leading growth for private and publicly traded companies.

Extensive experience in sales & marketing, product and service innovation, finance and operational management.

Expertise in M&A strategy and execution, including the integration of combined organizations.

Previously, CEO of Unified Technologies, a professional, managed IT, cloud-based security and VoIP solutions company. When it was acquired by USTelePacific Corp. (TPX), he was named SVP of Products and Business Development for the newly formed managed IT services operating unit.



Peter Kruse
Director

30+ years of financial and management experience at eight different companies, including multiple Fortune 500 companies.

In those roles, he had a strong track record of success, with direct P&L responsibility for businesses with revenues up to \$400 million, including international operations and acquisition integration.

Transitioned to business coaching and has helped more than 30 leadership teams define and achieve their vision.

Corporate Timeline

HighWire
NETWORKS
2000
Founded



2014
High Wire Sold
to Public
Company



2017
Ranked #1364 on
Inc. 5000 Fastest
Growing Private
Companies in
America



June 2021
Merger with Spectrum Global
Solutions (OTCQB:SGSI)
Subsidiaries:
Adex & subsidiaries; AW Puerto
Rico; Tropical Communications



January 2023
Overwatch Security
Operations Center becomes
100% US Operations.
Extensive investment in
automation technology.
Now in full operations with
strong results.



December 2023
Reported 9M 2023
revenue up 20% to
\$22.1M vs 9M 2022.



March 2023
Sold staffing business.



2006
Ranked #134 on Inc.
500 list of Fastest
Growing Private
Companies in America
(last year of the 500).



2017
Reached \$10.1 million
in Annual Revenues
Bought company back
with two shareholders
and took private.



2020
Launched Overwatch
Managed Cyber
Security Offering



2022
Overwatch Reaches
Commercial Viability and
Sales Growth Follows.
9M -22 Revenue up
154% to \$39.9M vs
same year-ago period.
1000+ paying
Overwatch Managed
Security clients.



Feb 2023
Featured in Frost &
Sullivan report.



**Americas Top
12 MSSP 2023**

Staffing Business Divestiture

- Sold legacy staffing subsidiary in **\$11.5 million** transaction, March 8, 2023.
- **Multiple benefits:**
 - Eliminated convertible debt
 - Canceled certain Series D preferred shares
 - Reduced fully diluted common shares outstanding by 16%
 - Eliminated ~\$325,000 in monthly debt payments or \$3.9 million on an annualized basis.
 - Freed up substantial growth capital for higher growth business.
- **Enables greater focus on Overwatch Cybersecurity & Technology Enablement business:**
 - Faster-growing
 - Higher-margin
 - Generating recurring revenue from long-term contracts
 - Backlog & sales pipeline at record levels
 - Larger & faster-growing market opportunity

New Organizational Structure

Post Divestiture of Staffing Business
Parent Company & Subsidiaries

