

FASTER THAN

LIGHT



**The Next Generation of
Testing Tools**

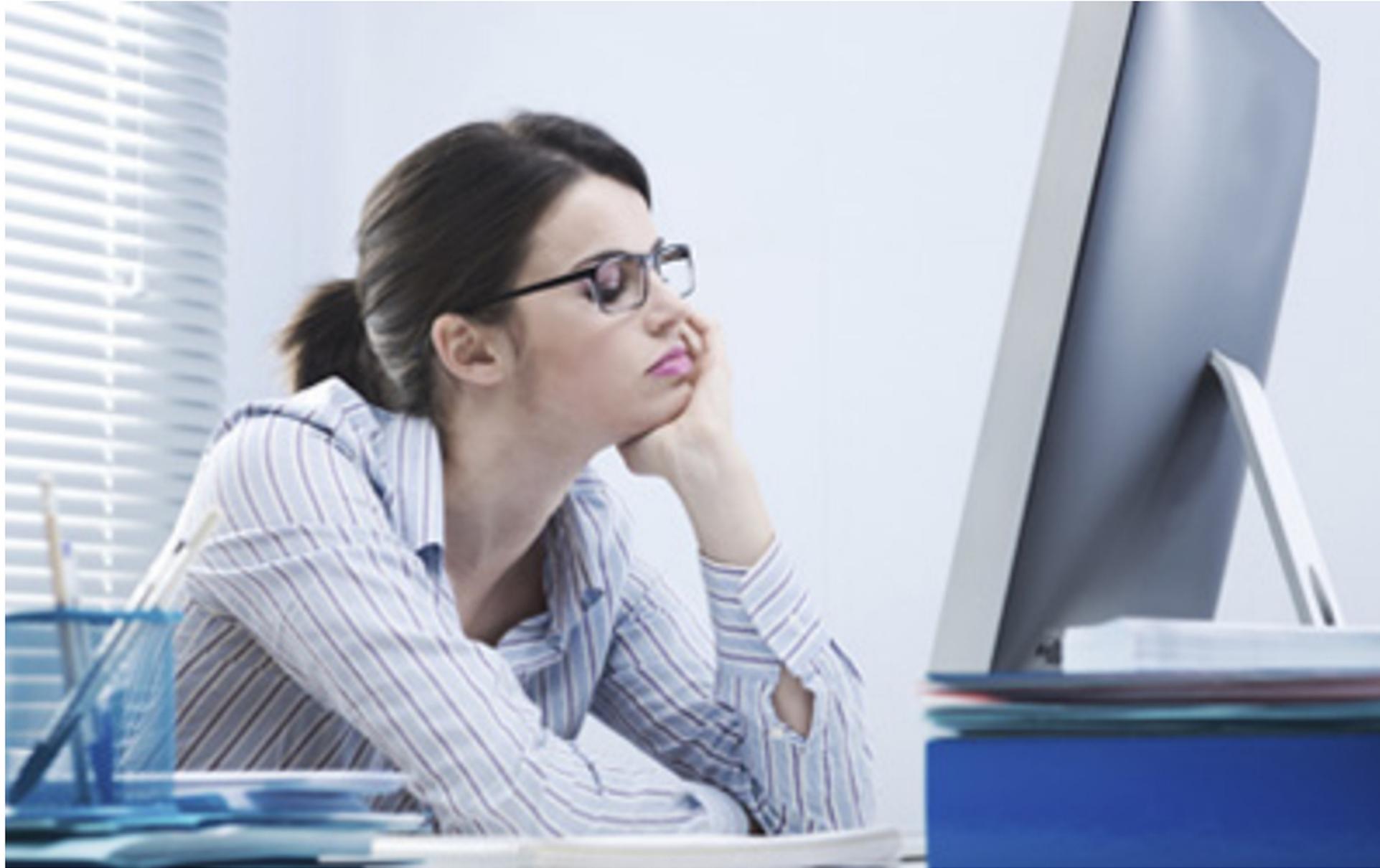
Our First Product: BugCatcher

BugCatcher



**80X Faster
Than the Leading
Security Testing Tools**

We started off with a consulting business.
We made **\$250K+** in 2018 helping FinTech startups secure their code.



We would spend hours configuring open source testing tools, and waiting for the scans to run.

We built BugCatcher to solve our own frustrations running security tests on large code bases.



BugCatcher

The screenshot displays the BugCatcher web interface. At the top left is the BugCatcher logo and name. A 'HELP' link is in the top right. Below the header, the project name 'Project: Owasptest' is shown. A code icon and the text '132 files on server.' are displayed, with a 'show' link to the right. The 'Test Results' section features a 'Re-run Tests' link. A green bar indicates the test is 'COMPLETE' with the ID 'epcqK7ib7kWeABxLIcPwnEE4y3uWX8Mu4oDkwPiC'. Below this, the test start and end times are listed: 'Testing started: Sunday, September 22nd 2019, 10:39:00 am' and 'Testing ended: Sunday, September 22nd 2019, 10:58:09 am'. A green progress bar shows '100%' completion. A blue button at the bottom says 'View Test Results'.

Our proprietary technology can complete tests on a large codebase in under 30 minutes.

Typical scanning tools may take longer than overnight to complete, for extremely large codebases*

Most Fortune 500 companies have extremely large codebases.

*According to a study by NCC Group

<https://www.nccgroup.trust/uk/our-research/best-practices-for-the-use-of-static-code-analysis-within-a-real-world-secure-development-lifecycle/>

This represents an enormous opportunity, as these enterprises currently spend up to \$750k/year* for security testing software.

Why would they switch to a faster tool?



Companies are under pressure to ship new features, which means shipping new code quickly.



Companies can run more comprehensive tests, for improved security, because the process is less disruptive.



Faster tests save money. Long testing times means paying for developers to wait while tests run.

Here is how we get to \$100M revenue in five years:



\$100K pilot in 2020
Includes case study



Five deals for
\$500k in 2021



12 deals for \$750k
in 2022



50 enterprises at
\$850k in 2023
Includes moving into
adjacent testing and
security products.



100 customers
at \$1M
In 2023

*See pricing for Sonarsource

<https://www.sonarsource.com/plans-and-pricing/data-center/>

White Space in the Enterprise Testing Market

Under an hour to run large projects

The image displays a collection of logos for various enterprise testing tools. At the top right is the BugCatcher logo, featuring the text 'BugCatcher' in a bold, black, sans-serif font above a blue shield icon with a white bug and a diagonal slash. Below this are the logos for WhiteHat Security, sonarsource, and Checkmarx. WhiteHat Security consists of a blue line-art hat icon above the text 'WhiteHat SECURITY'. sonarsource features the text 'sonarsource' in a bold, black, sans-serif font next to three red curved lines. Checkmarx includes a green checkmark icon inside a square, followed by the text 'Checkmarx'. At the bottom left of the group is the VERACODE logo, which includes a dark blue square with a white gear icon and the text 'CODACY' above the word 'VERACODE' in a bold, black, sans-serif font.

Available “on-prem” (no cloud services, often preferred by banks)

We've Worked Together Before (since 2013!)



ELISSA SHEVINSKY, CEO

Brave (launch team)

Everyday Health (launch team, IPO)

Glimpse (Founder)

Daily Steals (built and scaled)

Geekcorps (launch team, acquired)

Vindicia (as a consultant)



BRETT THOMAS, CTO

Vindicia (Founder, \$115M exit)

eMusic (Founder, \$24M exit)

Glimpse (advisor)

PGP (acquired)



**REUVEN WOOD,
SR ENGINEER**

NexKey (Senior Engineer)

Brave (launch team)

Glimpse (VP Engineering)

Daily Steals (built and scaled)

Easy to Make (Founder)

How We Make Money



SMBs



Enterprise

Free Tier
Includes 4X Speed.

\$79.99/month and up
Includes 10X speed
& team features.

\$50-100k pilots
at 100X speed.
Up to \$1M/year
for on-prem.

How Our Tool Works

Software testing tools scan files one at a time.
The BugCatcher uses a revolutionary new parallelization process, to scan many files at the same time.



BugCatcher

More in-depth technical information is available on the WeFunder site, or message elissa@fasterthanlight.dev to set up a chat with the CTO (Brett) or fullstack dev (Reuven)

Go To Market

CODE QUALITY MEETUP



Developer Evangelism: Hosting “Code Quality” Meetups, and giving Keynotes / workshops.



Sales: Leveraging warm intros in the Techstars network & from our network.



Incentivizing customer testimonials and referrals.

We're focusing on Python to start, as we have deep roots in the community.

Securing Your Company's Data:
Encryption, Deletion and Other Best
Practices with [@ElissaBeth](#) at
[#pyconau](#)



PyCaribbean
[@PyCaribbean](#)

Elissa Shevinsky - Secret Histories:
The Women of Python





Current backers include Techstars, AI Seed and Creative Destruction Lab

**We would love to include you as well!
Email us or book a chat using Calendly.**

Elissa@FasterThanLight.dev

<https://calendly.com/fasterthanlight>