



# Secure Technology Management as a Service Solutions

Identity & Access Management • Mobility & Cloud Management • UCaaS • ITaaS



# Safe Harbor Statement

This presentation may contain forward-looking information within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended (the Exchange Act), including all statements that are not statements of historical fact regarding the intent, belief or current expectations of the company, its directors or its officers with respect to, among other things: (i) the Company's financing plans; (ii) trends affecting the Company's financial condition or results of operations; (iii) the company's growth strategy and operating strategy; (iv) the Company's ability to achieve profitability and positive cash flows; (v) the Company's ability to raise additional capital on favorable terms or at all; (vi) the Company's ability to gain market acceptance for its products and (viii) the risk factors disclosed in the Company's periodic reports filed with the SEC. The words "may," "would," "will," "expect," "estimate," "anticipate," "believe," "intend" and similar expressions and variations thereof are intended to identify forward-looking statements. Investors are cautioned that any such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, many of which are beyond the company's ability to control, and that actual results may differ materially from those projected in the forward-looking statements as a result of various factors including the risk factors disclosed in the Company's Annual Report on Form 10-K for the year ended December 31, 2021, filed with the SEC on March 31, 2023.





## Corporate Snapshot

**95%**  
Recurring Revenue

**\$15.0M**  
Market Cap  
(November 21, 2023)

**No  
Debt<sup>(1)</sup>**

**\$45B**  
Addressable Market

**\$8.5M in Cash**  
As of September 30, 2023

## 2022 Financials

Revenue: \$94M

Adj. EBITDA: \$1.1M

**Headquarters:** Fairfax, VA

**Regional Offices:** Columbus, OH /  
Tampa, FL / Hampton, VA / Dublin, Ireland

**200+ Employees**

**1997**  
Established

(1) Excludes leases accounted for under ASC-842

# WidePoint Solutions: **Security, Cloud, Mobility, Technology Management**

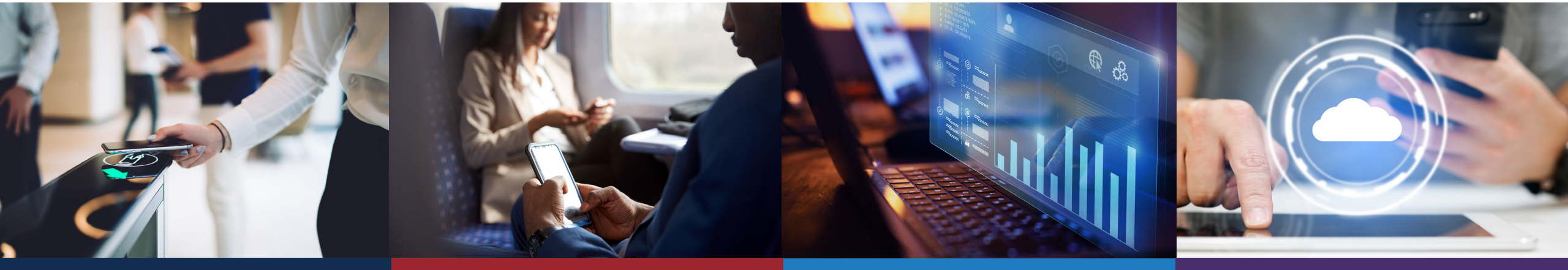
**Technology Management as a Service (TMaaS)**  
encompasses the WidePoint solution set

- Each layer represents how our solution set builds upon Identity and Access Management (IAM) and flows down through each layer.
- The “as a Service” business model minimizes the complexity and provides a one-stop shop for our customers, resulting in sticky and recurring revenues.

TMaaS Stack



# WidePoint Technology Solutions



## **SECURE IDENTITY & ACCESS MANAGEMENT (IAM)**

Secure Identity & Access Management (IAM) Solutions that protect and secure your digital business.

## **SECURE MANAGED MOBILITY SOLUTIONS (MMS)**

Secure MMS Solutions providing enhanced security and data protection, improving operational efficiency and reducing costs.

## **SECURE ANALYTICS**

Interactive B2B & B2C billing solutions that enhance the customer experience, reduce billing and customer costs. Analytic solutions to optimize infrastructure, performance and costs.

## **IT AS A SERVICE (ITAAS)**

IT Authorities is a Managed Solution Provider (MSP), a Managed Security Service Provider (MSSP), and a Cloud Service Provider (CSP) serving clients ranging from hundreds to thousands of users in a wide-range of industries.



# Built on a **Proprietary Technology Platform**

## SECURE



### Identity Management (IAM)

- Maintain compliance and mitigate data breaches
- Public/Private key encryption
- Physical and logical access
- Credentialing, authentication, enrollment & issuance, infrastructure support
- Endpoint security

## MANAGE



### Managed Mobility Services (MMS) and Technology Asset Management

- Mobile phones, tablets, landlines, IoT devices, etc.
- Economies of scale and reduction of complexity
- Delivered via managed services model

## ANALYZE



### Digital Billing & Analytics (BP&A)

- Cloud-based platform consolidates invoice info
- Insight into revenue model from advanced data analytics
- Reduces operating costs
- High-margin, subscription model

# Threats are Multiplying

*Just a sample of recent 2023 Cyber Attacks:*

- MOVEit cyber attack impacts businesses and government agencies including Ernst & Young, PriceWaterhouseCoopers, Health Service Ireland, payroll provider Zellis, Oregon and Louisiana Departments of Motor Vehicles, Genworth Financial, and Wilton Reassurance, among others.*
- Microsoft hack sees emails stolen from U.S. government agencies.*
- Blizzard Entertainment hit by DDoS attack.*
- Estee Lauder data stolen in cyber attack.*
- Shields Health Care Group data breach impacts more than 2.3 million people.*
- HCA Healthcare data breach impacts 11 million patients.*
- Video chat platform Tigo leaked more than 700,000 people's personal data.*

## \$4.35M

estimated cost of a  
single data breach

IBM 2022  
Data Breach Calculator

Many cyber solutions are not secure.  
**“Good Enough” is costing millions.**





## Issuing U.S. Government authentication credentials since 1995.

WidePoint-ORC is an elite provider of Identity & Access Management solutions:

- 1<sup>st</sup> company certified by the U.S. Department of Defense
- One of only 2 companies worldwide certified by DoD

WidePoint-ORC is the subject matter expert in all facets of identity management, credential issuing and PKI (Public Key Infrastructure).

# **WidePoint Cyber Security Solutions.**

Security is our DNA.



# WidePoint Cyber Security Solutions.

When “Good Enough” is not an Option.



Relied upon by 18,000+ enterprises

Federal/military grade Identity and Access Management solution  
Certified & fully compliant with Federal mandates

- Physical & Logical Access
- Eliminates the need for multiple ID & password combinations
- Credentialing, enrollment & issuance, infrastructure support
- Secure Digital ID – Certificate on Device (COD)
- Public/Private Key Encryption

# WidePoint Identity & Access Management: DoD-Grade Cyber Security Solutions



## Identity & Access Management

- Smart Cards
- Certificates and Credentials
  - Certificate on Device
  - Pivotal ID
  - Secure Digital ID
- Federated Identity Management
- PKI Network Enablement



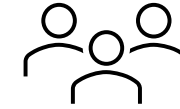
## Consulting

- Systems Engineering
- Acquisition Management
- Auditing
- Information Assurance
- Program Management
- Cybersecurity Support
- Test Support
- Technical/Business Policy Coordination



## Secure Hosting Solutions

- Managed services that include strong digital signatures ensuring the identity of the senders and receivers of electronic messages and the integrity of the messages themselves.



## Multi-Factor Authentication

- WidePoint is a certified provider of Federal PIV credentials, PIV-I credentials and DoD ECA credentials.
- ECA PIV-I Credentials give organizations multi-factor authentication, digital signature, and encryption capabilities to meet the assurance of identity required by the Federal Government and needed to protect corporate assets.

**Prevention is The Best Solution**



Our Market:

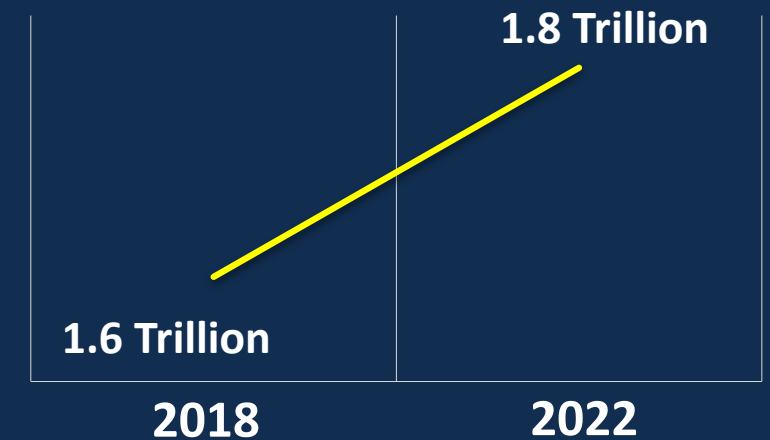
# Large Organizations For Whom Security & Compliance Are Key

# \$45B

Managed Mobility Services  
**\$10.5B** by 2023\*

Identity & Access  
Management  
**\$34.52B** by 2028\*

## Total Mobility Spend



**PUBLIC**

- Federal:
  - 15 Cabinet Level Departments
  - 2.1 million civilian workers
  - < 5% penetrated
- State & Local
  - Government Entities
  - K-12 schools



**COMMERCIAL**

- Healthcare
- Finance
- Transportation
- Consumer Products

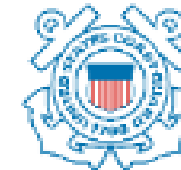
Our Market:

**Trusted by 100+ Global Enterprises**

### 3-YEAR AVG. CONTRACTS



## 5-YEAR AVG. CONTRACTS

U.S. Customs and  
Border Protection

**US Army Corps  
of Engineers**



**U.S. DEPARTMENT OF  
HOMELAND SECURITY**



- Nov. 25, 2020: Won the CWMS Contract Re-compete (CWMS 2.0)
- 12-month base with options extending through 2025
- **Potential to add up to \$500 million in revenue**



# Growth Strategies

## ⚙️ M&A Initiative

- Pursue accretive and strategic companies with profitability
- Cross-sell and upsell opportunities with WidePoint solutions and vertical and horizontal integration synergies

## ⚙️ Enhance Competitive Edge

- Attain FedRAMP certification and transition to more cost-effective cloud environment
- Develop and/or acquire new, complementary product offerings
- Attain Microsoft ISV Certification
- Integrate with industry standard applications, MDM, MAM, ServiceNow, etc.

## ⚙️ Improve Leverage

- Pursue high-margin managed services contracts
- Expand more into commercial markets

## ⚙️ Expand Customer Base

- Invest in internal sales team
- Develop relationships with key systems integrators to create new opportunities

# WidePoint Partners (among others)

Systems Integrators:



IT Distribution:



Hardware/Software:



IT Security:



PrinterLogic

Mobile Security:



UCaaS/  
Analytics & Billing:



AVAYA

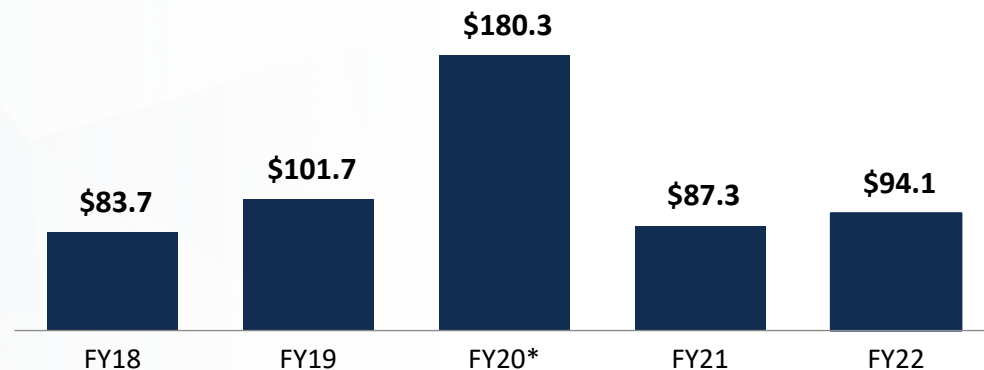
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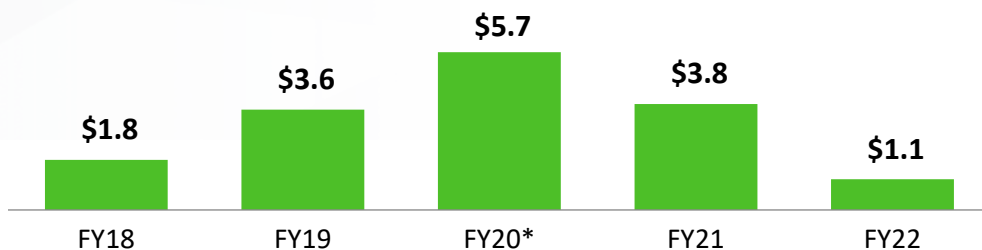


# Financial Performance

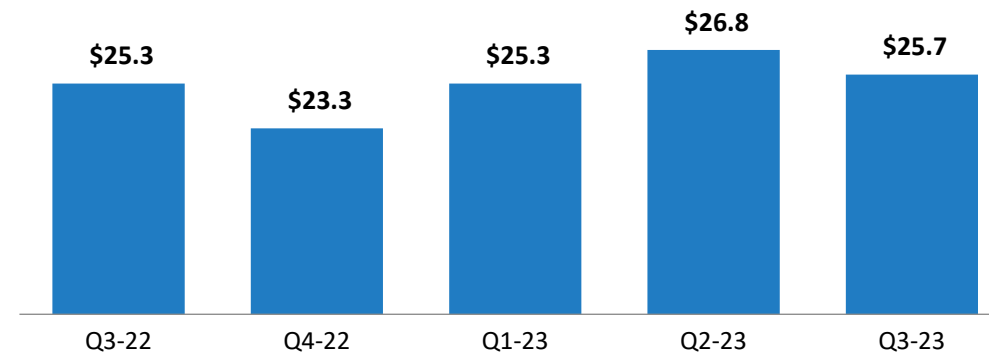
## Annual Revenue (\$mm)



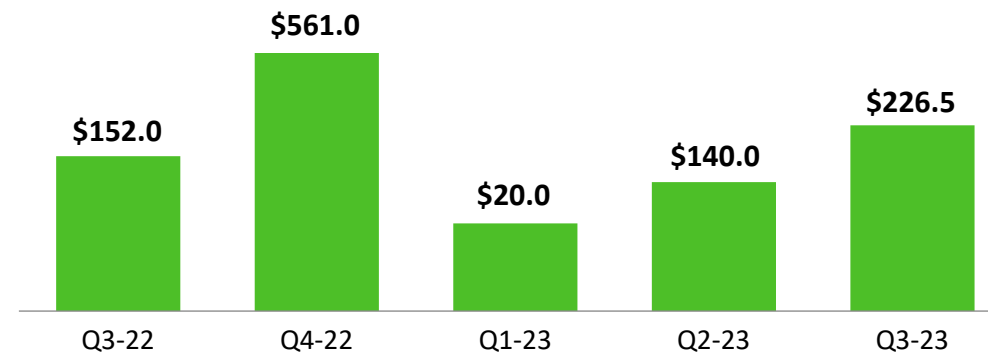
## Annual Adj. EBITDA (\$mm)



## Quarterly Revenue (\$mm)



## Quarterly Adj. EBITDA (\$K)



\*FY 2020 includes large project work for 2020 Census, excluded in other years



# Why WidePoint NYSE American: **WYY**

- Stable and poised for growth
- Proven Management Team
- Operate in the cyber and mobility markets
- \$45B addressable market
- IP and business model to address the needs
- Robust set of customers
- Executing growth strategy
- Proven track record for profitable growth





**Thank You!**

## Contact Us



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**wide**point



[www.widepoint.com](http://www.widepoint.com)



WidePoint is committed to always innovating,  
always expanding.

In the past year, technology achievements include:

WidePoint Cybersecurity Solutions Corp.

- Developed next generation federally-certified IAM solutions
- Quantum-resistant Public Key Infrastructure (PKI) solutions
- Implementing an additional commercial Certificate Authority (CA) for K-12
- Continuing to expand PKI beyond federal to commercial, state, local and education entities

IT Authorities

- SOC II certification
- Recognition in the Top 100 Vertical Markets MSPs in the world by Channel e2e
- Managed Security Service Provider (MSSP) status in addition to being a Managed Service Provider

**Securing the  
Future Today.**



# WidePoint Integrated Solutions Corp. & WidePoint Mobile Corp.

Mobility, Inventory and Asset Management Services team achieved important government and industry product and service certifications:

- FedRAMP Ready Status for WidePoint's technology management platform
- R2v3 Certification for the Columbus Ohio WidePoint Mobile Corp. recycling facility
- WidePoint Mobile Corp. recognized by the International Organization for Standardization (ISO) 9001, 14001, 45001 for quality, environmental, and occupational health and safety
- Recognized as an Honorable Mention Vendor in the 2021 Gartner® Magic Quadrant for Managed Mobility Services, Global
- Recognized in the Gartner® Market Guide for Telecom Expense Management Services, 2021
- Expanding service offerings to include Utility Expense Management

## Soft-ex

- Expanded the Digital Billing & Analytics platform for Unified Communications (UCaaS) to address the hybrid workplace.
- Awarded Microsoft Co-Sell Ready Status for Innovative UC Voice Analytics & Billing Solution.

# And Managing More Tomorrow.