

SecurityCompass

Software Security | Toronto, ON | Founded: 2005 | Employees: 150 | <https://www.securitycompass.com/>

PHONE: 1.888.777.2211

CRUNCHBASE: <https://www.crunchbase.com/organization/security-compass>

LINKEDIN: <https://www.linkedin.com/company/security-compass/?originalSubdomain=ca>

COMPANY OVERVIEW

Security Compass is a software security company based in Toronto, Ontario that provides organizations with knowledge, training, and technology to create secure software.¹ The company provides advisory, e-Learning and SD Elements, an automated software security identification platform.

SENIOR MANAGEMENT

Nish Bhalla: Founder, CEO (2005 - Present). Previously: Founder and CEO, SD Elements (2001- Present); Principal Consultant, Foundstone (2001 – 2004); Security Consultant, Infotek Solutions (1998 – 2001); Education: MSc., The University of Sheffield; PGDA, University of Strathclyde; B. Comm, Bangalore University.

Rohit Sethi: COO (2016 – Present). Previously: Vice President, Product Development, Security Compass (2011- Present); Consultant, Deloitte (2004-2006); Business Analyst, ADP (2000-2003). Education: BSc., The University of Western Ontario.

David Rea: CFO (2015 - Present). Previously: CFO & VP Operations, TELoIP Inc. (2008 – 2015); Director of Finance, Bell Canada (2004 – 2008); VP Finance & Operations, C5 Group Inc. (2002 – 2004); Corporate Controller, Burntsand (2001 – 2002); Director of Finance, AT&T Canada (1999 – 2001). Education: MBA, University of Toronto – Rotman School of Management, BA, University of Western Ontario.

HISTORY

Working in the software security space in leading-edge firms such as Microsoft, Nish Bhalla realized there was no software security presence in Canada.² He looked to create value and bring his experiences into Canada. Starting as a consultancy offering penetration testing, it now offers its own cybersecurity software and has grown into 5 offices spanning from San Francisco to India.

FUNDING

Founder Nish Bhalla worked to build a company using personal funds.³ Cash flow in the initial stage was generated by working in personal consulting engagements. Government grants were also utilized, such as [IRAP](#) and [SR&ED](#). However, the company acquired funding from BDC in 2012, for an undisclosed amount.⁴

KEY CORPORATE DEVELOPMENTS

Sept 5, 2018: [SD Elements now features Operational Security Requirements for Microsoft Azure, AWS, Apache](#)

March 19, 2018: [Security Compass named winner in 14th Annual Infor Security PG's 2018 Global Excellence Awards](#)

¹ <https://globenewswire.com/news-release/2018/04/03/1459253/0/en/Security-Compass-Releases-New-Risk-Dashboard-Capability-in-the-Latest-Version-of-its-SD-Elements-Platform.html>

² Personal Interview with Nish Bhalla, CEO

³ <https://www.canadianmanufacturing.com/manufacturing/security-compass-learned-to-speak-the-language-of-investors-and-found-the-right-financing-to-seize-the-day-146204/>

⁴ Personal Interview with Nish Bhalla, CEO

March 1, 2018: [Security Compass and \(ICS\)² Launch New Certificate Program to raise baseline app security knowledge](#)

BUSINESS HIGHLIGHTS

STRATEGY

Security Compass offers 3 distinct services:

- **SD Elements** – Company generated product that identifies and detects software security requirements throughout the development lifecycle (SDLC)
- **Advisory** – Works with companies to understand their product development cycle and advise in integrating software security into their processes
- **Training** – Offers Personal and enterprise cybersecurity courses on identifying critical security risks

PRODUCTS / PRICING

- **SD Elements:**
 - **Entry Level** - Offered as a shared cloud SaaS
 - **Professional** - Offered as a dedicated server SaaS
 - **Enterprise** - Offered as a Dedicated Server SaaS, or an On-Premise option
- **Advisory**
 - **DevSecOps/ Advisory** – providing guidance to companies on integrating security testing into their product lifecycles such as static application security testing (SAST)
 - **Penetration Testing** - Perform a Black, Gray and White box testing of client product to ensure the application is secure of breach
- **Training**
 - **Enterprise** – Offers training modules on secure coding on Java, .NET, C++, and ios.
 - **Personal** – Offers learning curriculum available through online channels, from basic app security to identifying vulnerabilities on popular coding platforms. Classes range from \$ 143 – 750 USD.

TECHNOLOGY

Security Compass uses the knowledge of the logic behind the coding of various languages (C++, Java, .NET) to find critical breaches in software code and offers security solutions as value propositions within their business model. SD Elements is designed to automate the software security resolution process.

DISTRIBUTION / LOGISTICS

Security Compass offers demo services for its product offerings directly available from their website, as well a sales department to promoting its consulting/ security solution offerings.

MARKETING

Security Compass publishes [whitepaper/reports](#) on Application security and compliance. Additionally, the CEO has appeared in various media new segments on security, from BNN and Yahoo Finance on the Equifax Security Breach.⁵ The company looks to provide resources, sponsor and speak on security to establish its brand in the cybersecurity space.

COMPETITORS

Many companies now offer security advisory services for software-based firms. Competitors are listed below:

1. [Veracode](#) – (Burlington, MA) Veracode offers application security solutions for today's software-driven services. CA Veracode is a platform that offers security solutions by scanning code to find vulnerabilities.
2. [Security Innovation](#) – (Wilmington, MA) Security Innovation offers Software Security Services and Training. They offer immersive learning environments, where they simulate users in the position of an attacker.

⁵ <https://www.bnnbloomberg.ca/business-day-pm/regulation-in-the-software-security-space~1212296>