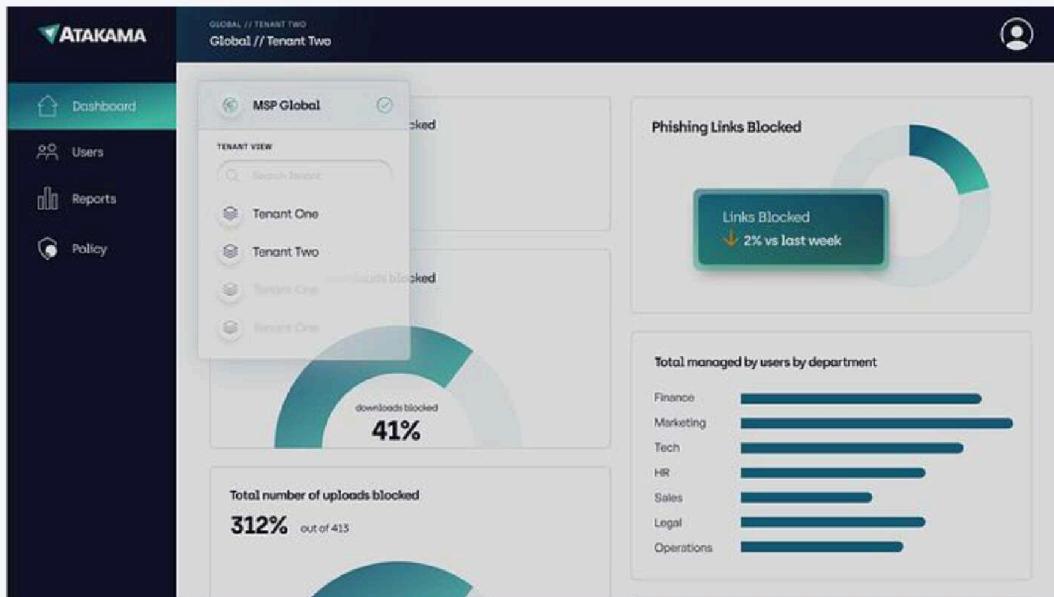


# Atakama



## LETTER

### Dear investors,

This past year has been an incredible journey for Atakama, and we couldn't have done it without your belief in our vision. When you invested, you saw the urgent need to secure the last unprotected attack surface—the browser—and that need has only grown. Cyber threats are evolving, and businesses are demanding better security, better visibility, and better control over their browser environments. We've made significant strides, from enhancing our Managed Browser Security Platform to forging key relationships with Managed Service Providers (MSPs) who are now actively deploying Atakama to protect their clients. Adoption is growing, and the feedback we're receiving reinforces that we're solving a real, pressing problem in cybersecurity.

It hasn't been without challenges, but we're executing on our

mission with focus and momentum. Every step we take—from product improvements to customer acquisitions—brings us closer to making browser security a must-have solution for businesses everywhere.

We're grateful for your continued support and look forward to an exciting year ahead. If you'd like to get more involved, introductions to MSPs who might benefit from our solution would be invaluable. Thank you for being part of this journey—there's a lot more to come!

## We need your help!

Our investors can play a crucial role in Atakama's growth by introducing us to Managed Service Providers (MSPs) who would benefit from our Managed Browser Security Platform. MSPs are constantly seeking innovative solutions to enhance cybersecurity, reduce client risk, and streamline operations. Warm introductions to decision-makers—particularly security-focused MSPs—would help us expand our reach and accelerate adoption.

Additionally, investors can support us by spreading awareness of the browser security gap in cybersecurity forums, LinkedIn groups, and industry events. Advocacy from our investors within their professional networks—whether through referrals, testimonials, or strategic insights—can be invaluable as we continue scaling our platform.

If investors have connections to industry conferences, media outlets, or key influencers, those introductions would also be incredibly valuable in increasing Atakama's visibility. Every conversation helps drive awareness and positions Atakama as a leader in MSP security. We deeply appreciate the support of our investors and welcome any introductions or networking opportunities that can drive Atakama's continued success!

Sincerely,

*Daniel H. Gallancy*

CEO and co-founder

*Dimitri Nemirovsky*

COO

## How did we do this year?

### REPORT CARD

**B+**

#### ☺ The Good

Product development

Sales and marketing

Hiring

#### ☹ The Bad

Pace of sales

Raising capital

Marketing and operational efficiencies

# 2024 At a Glance

January 1 to December 31



**\$599,957 [47%]**

Revenue



**-\$6,773,136**

Net Loss



**\$0**

Short Term Debt



**\$220,044**

Raised in 2024



**\$1,891,961**

Cash on Hand  
As of 03/14/25

**INCOME**

**BALANCE**

**NARRATIVE**

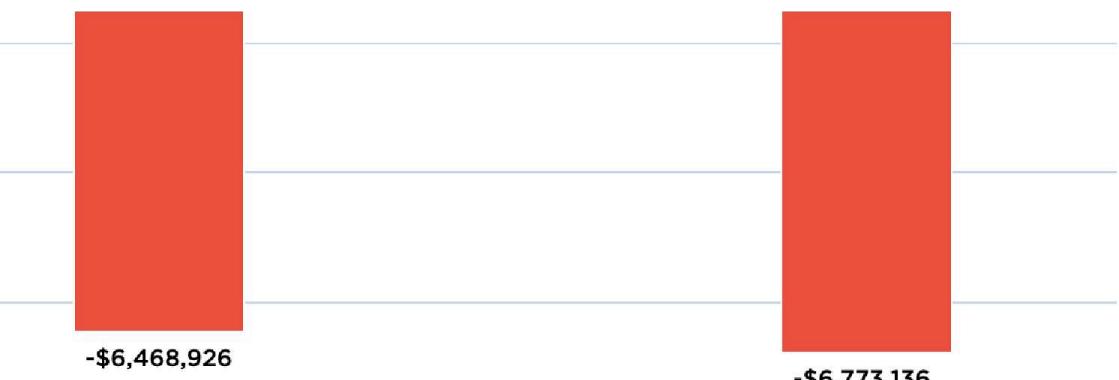
● Revenues    ● Profit

\$1,129,188



\$599,957





2023

2024

Net Margin: -1,129%

**Gross Margin: 0%**

Return on Assets: -137%

**Earnings per Share:** -\$0.37

**Revenue per Employee: \$17,646**

**Cash to Assets: 72%**

Revenue to Receivables: 924

**Debt Ratio: 0%**

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FINANCIAL\_STATEMENTS\_2024\_2023.pdf

# We ❤️ Our 4,875 Investors

## Thank You For Believing In Us

Timothy Serrott	Zachary Hansen	Marc McGehan	Achut Mashruwala	Tammy Frost	Randy R Osborn
Nicholas Aylng	Carole Ryan	Darrin Bivens	George Spencer	Aida Ruffy	Robert Lee
Alejandro Quezada	Thomas L. Culver III	Bryant D Elrod	Philip McLaughlin	Patricia Martin	Frank Gallina
Paul H Kikendall	Jasiel Moreno	Harold Reynolds	Larry Egger	Kenneth Stewart, D.O.	Hiram Wong
Angel Torres	Carla Alexander	Kenneth Landon	Donald Millet	Raymond Marine	Robert Weil
Ferne Byer	Wendell Duncan	Joel S Wojtanowicz	Victor M Becerra	Robert Pelletier	Robert Hill
Mark Davis	Timothy Adam...	Christopher Johnston	Maria Morales	Peggy Pope	Dushyant Patel
Sharon Healy	S. Gregory Uehling	Emmett Jay Jones	Ralph G. Brodie	Dominique Scaief	Patrick Fallon
Raymond G Kammerer	Bruce Atkinson	Fredric R Berman	Robert Weber	Lindsey V Heard	Ronald Quinton
Greg Machacek	Marvin Yoder	Tim Royal	Jens Hansen	Kenneth McMullen	Donald Carlow
John Daniel Heffner	Ralph Thomas...	Mark Bennett	Mark Glunk	Ronald Richmond	Derrik Oates
J. Manuel Elias	Mariesa M. Domby	Charles W.James	Richard Midgett	Douglas E Michel	Christen Berman
Mark Richardson	Julius Matthew Garner	Timothy Lee	Noel Anthony...	Robert Kajiru	Kevin Ryan
El Services	Toyin James	Larry Deep	Gina Damiano	Opray Joe	Anita Docena
Daniel Kowalzyk	Wayne Bailey	Steven Harris	Mariesa Domby	Gail Beauchamp	George P. Hlavac
Edward A Moulton	IRA W. Cotton	Mark Marchand	Roger Stevens	John M Ryan	Mark Adams
Beverly Monteiro	Ernst Jean	Dasharathram Reddy...	John Ferguson Jr	Jasmin Dabney	David K. Williams
Barbara Sommermeyer	Brian H McShane	Donald Klos	Terence Ryman	Sean Stobart	Robert Lee Bartemus
Paul Foukas	Romeo Ladringan	Dana Bell	David Haynie	Vickie Mitchell	Alice Louise Denton
Ruben Uy Carvajal	Ken Lindsay	Gary Dean Nelson	Franklin Jimenez	Kenneth Greenwood	Alex Harvey Kaufman
Morten Nielsen	Russell Johnson	David Scafani	Raymond Kessler	Richard A. Haas	Gene Soloway
Thomas Plummer	James McCarthy	Thomas Spagnoli	Darrell Brown	Allen Strohmeier	Daniel Bruce Beeler
James I Armbruster II	William Covert	Sergey Bogdan	Don Baraka	Deborah PHILLIPS	Victor Quintana

Christine Nolan	William Steed	Herman O. Ragg	Michael Burke	Eileen Perez	Mark BARRS
Brent Allan Moore	Ken...	Bryant Thurston Rowe	Susan Palmer	Kurt W Fiebiger	J Thomas King Jr.
Margaret Brown	Joseph Wilkins	Baku Patel	David C Brief	Paul Terry Hopkins	Michael Binder
Warren Maurer	Libby Levin	Glenn Howard	Michael Pawlowski	Dimitri Dauphin	Rajendra Padhye
Matt Ostrander	N.Diann Eshleman	Thomas...	Gerald Nannen	Allison Kitchen	Brett Christina
Artan Kristo	Larry Klingensmith	Donna Brion	James W Hamilton	Michael Coleman	Marco Ruby
Richard G Azizkhan	Kazem Sadati	Glenn Brandon	Lynda Turco	Ronald Ringsmuth	Gebi Tufaa
Roy Blake	Jim Schafer	Kenneth Michael...	Peter Thibault	Charles Lindsay	Kevin Morse
Mike Schneider	Cecil Riggs	Pamela Jo Wallace	George Noonan	Chris Lange	Edward Dietze
Roger Evans	Whole Witt	Shelby Pruett	Gary Berson	Tom Morse	Larry D. Singleton
Marcia Lewin	Conrad Masterson Jr.	Cynthia Crooks	Ricarchito MANERA	Dennis Sterling	Joel Schroeder
David Majkowski	Rudolf Capek	Daniel Sean...	Alfred T. Fraser	Daniel R Whipple	Mike Miller
Michael Haffey	Jeff Schantz	James A Ferguson	Peter Martin	Richard Delgado	Rich Ceremuga
Thomas Gutowski	Paul Zemlin	Shawn Russell Agnew	John L Dye	Jerry Schwach	Joseph Frendling
Thomas Steven Shea	Katherine Ann...	Frank LaChapelle	Venture Capital...	Kristen Carteris	Tim Novak
Lee M Fong	Richard Hill	Max Eaton	Chris Boyd	Karen Price	Lawrence C Gillick
Thomas Price	Garin Barth	Pat Cheshire	Raymond Lucas	John Scott Seaman	Bolanle Ige
Steven Evitt	Johnny Sanchez	Chris Davis	Dave Ekedal	Kenneth Nelson	Muthu SANKARAN
Michael A.Mingolelli	Holly A Agliolo	Jerry Williams	Joan E Kysar	Justin Pullman	James Heald
Laekemariam Belay	Ronald J....	Dan Gould	Jim Turner	Todd LYNUM	John M. Lovejoy
Daniel Flowers	Renee Miller	Pedro Munoz	Janice Dupuy-Green	Joann Woods	Basudev Adhikari
Tony L Ehnes	Rosanna Shelton	Phyllis Apone	Howard Wickham	Jim Kitchen	Bruce Paul Miebs
Albert Thiele	William Clark	John Ibechem	John Sellers	Elias Yabrudny	Dennis URBANSKI
Roger Stahlman	Rudolf Harst	Jared Jenson	Anthony DeGonda	Jim Bornheimer	Rajendraprasad Akula
John Travis	Roger Brown	Robert Dalfonso	Kathy K Clemo	Rita Smalling	Alfredo Massa
Donna Hewes	Jim Ishimaru	Dianne Yarnell	Grace Almeida	Pattie Mercadante	Solomon MANYAHLE
Ernest C. Grant	Gary Smith	Benny M Koontz	Lolan M. Pullen	Loni Kantor	Jeffrey Rubin
Zeke Rabkin	Theo Crawley	Gerald B Becker	Kevin Auman	R Michael Critchfield	Jeremy Hagan
Joe Pagnucco	Karen Rutz	Guy Bacco	Michael K. Menegay	Harrison Rhodes	Stephen Thompson
Gilberto Rodriguez	Douglas Berloni	Craig Timmons	Andrew John Sherman	Lucy Gu	Susan M Webster
Jose B De La Rosa, MD	Harris Freed	Patrick Walker	Stephen Fuges	Richard W. McMahon	Byron W Kellogg
German Q Cruz	Jim Jaramillo	Tin Tran	Anthony Hania	Desmond Hill	Bernice R
Adi Ophir	Heather Marka Brandt	Claire LaRosa	Earl J Harris	Peter Wong	Robert Buford Barker
Steven J Schwager	Samik Mukherjee	Roger Allan Paul	Federico Donis...	Craig Klomparens	Jamie Smith
Patrick Glover	Frank Santos	James Trauth	Helen Schmidt Sutton	Gerald Arter	Mike David
Adrian Newman	Anibal Valenzuela	David Alan Brys	Mark Leonard	Marci White	Todd Omohundro
Marc Hurst	Francis Mc Alarnen	Shibi Peter John	Dale Hopkins	Stephen Zajac	David Macario
Inna Bosh	Robert Snow	Suzanna Rush	Craig LaDow	Stefan Sande	Juha Hermanni Pihlaja
Jeremy Fticar	Phillip Allred	Joe Deardoff	James J Washburn	Moses Irubor	Carolyn J Williams
Roy Smith	Sumith Jain	Richard Leonhardt	Meir Weinstein	Glenn EVANS	Eric C. Wright
Gus Henry Comiskey Jr	Dan Chin	Alan Thielke	Henry J Gonzalez	William E BEEN	Shawn Ryan
Henry Woyton	Lawrence Navin	Scott Scheeringa	Ronald Clough Jr	William Greene	Jose GUEVARA
Timothy Benjamin	Marvin Arthur Franz Jr.	Charles Sanchez	Mary T Townsend	David Trapp	Shanda W. C. Hill
Thomas Cronin	David KROPP	Jenny Mae Greeno	Al Whitehead	Phyllis Stoll	Ralph Staunton
Dana Baptiste	Gim Hawaii	Leonard Kurland	Erik Aronesty	William P Jewel	Dennis O'Connor
Geoffrey Harris	Robert E. Zumwalt	Johannes Luijten	Mark S. Odom	Virginia Bertilson	Bob Oppermann
Carole Johnson	Carlos Villarreal	Thomas Neal Pringle...	Elizabeth Hull	Errol Hillier	Douglas J Hobbs
Christin Morey	Kirk McKay	Catie Long	Tovi Rotem	Michael Allan Carmody	Choy Wing Kwong
Susan Bubnar	Donald Corbin	Hans Felden	David C Pendleton	Vernon Samuelson	Robert Hoff
Diane Lewis	David Christianson	Michael Honsinger	Daniel Dalessandro	Jason Varner	Stuart Gower
Cj Reardon	Michael J Long	Tim Hundley	Anthony Buono	Robert Gordon	Ian Short
Robert Colapinto	Pierina Masatto	Leonard Bedoian	Gerald LaCombe	Robert Park	Paul Deck
James E Mullen	Michael Heneghan	Francis Urso	Hank Philcox	Willard Towner	Jason O'Connell
Bindu George	Fred Hunter	Thomas Dunbar	Wayne Scheiern	Martha Saul Edwards	Richard J Zemann
Antonio C Sanchez	Daniel Hoesch	Rui Rodrigues	Rodney Williams	Dahlia Bennett	Bronson Peh
Carl Litschke	Austin Stanton	Marshall Hornstein	Lisa Breitweiser	Dennis Stockert	Jenna Lee
Le Roy Malouf	John Abbott	Shue Yearn Hwang	Dennis Latchum	William Raher	Dan Schulze
Ab Koelewijn	James C Castro	Charles Young	Thomas Zimmer	Joseph Villa	Walt Sowden
John G BREESE	Jeffrey Dean Metz	George Spalding	Jennifer Jane Gempler	Sorin Potra	Dave White
Gregory Denton	David Schlichtemeier	Abbas Chothia	Steven A Cabezud	Scott Deppe	Ronald ten Hove
Aime Anthony Real	Kathleen Steen...	Vernon Gary Knott	Thomas Wells	Peder Jensen	Kathy Link
Andree Maranda...	Raymond Francis	Flavio Domnick...	Per Otto Kiesler	Terry Penney	Ivon D. Rohrer, Jr.
Robert Jordan	Fernando Jose Ysern...	Joseph Peoples	Karen Clasby	Mike David	Carl Flinkstrom
Ora Weiss	David Mc Kay Ashton	Micah B Howze	David Pedersen	Roberta Becker	Geoff Graham
Scott Stilkey	Jim Specht	Ben Maitland-Lewis	Marbella Madrid	Jared LaRock	Frederick Ferguson
J B	Devan Bruce Greene	Tevita Moce	Rachel Baygboe...	Dirk Street	Chacko Kurian
Peter J. Nassos	Richard Myers	Andre Harrell	Nathan Eslinger	Francis Martinez	Jangus C. Cooper
Arturo Mirasol	Stan Michael Kramarz	Rena K Breeding	Johnny F Monroe	Kathleen Noble	Kenneth Udell
Kapeesh...	Martin D.	Andre Willey	Konstantinos...	Brian Ososky	Hans Martin...
Frank McWilliams	Don Meeks	Mathew Matamales	Benjamin James Kupka	Debora Monaghan	Nahiem Hood
Ryan Flanders	Neryk Davydov	Adimchi Onyenadum	Allen J Gebert	Du Boys De Riocour...	Jordan Wahbeh

Ard Zonnadian	Jeremy Michaelson	Cody Heisinger	Kathleen Morris	ERIC S. SERGER	Tramayne Chapman
Jehu E Peets	Rajeev Verma	Gary and Leila Nelson	Chad Clark, MD	Philipp Von Gottberg	Donald J Wright Jr
Timothy Alden COOL	David Paris	Inamulhaque Saboor	Rudolph Klansek	Kurt Esbenson	Pasala Ravichandran
Sheila Henriques	Badal Haider	Hatem Rowaihy	David DiLoreto	Mark JACOBSON	Hillard Harrison
Kevin Kwok	Judi Souza	Jean Marc Halbout	Per Olof Valdemar...	Theodoros Zorbas	John Schuld
Clifton Confident	Robin Garrett	John R Moebius	Saugat Ghimire	Bruce LaPlante	Jean Baptiste...
Todd Corry	Krzysztof Kasperowicz	John Hall	Maxime Bissonnette	Zilvinas Elvikis	Trevor Grauman
Marquis Van De Mark	Oskar Bobrecki	Dominic Lane	Frank Stewart	Eileen McKee	Abbass Sekhavat
Rushi Umani	Bruce Hauer	Eileen LeMay	Brenda Smelser...	Kathy Meech	Alan Kinzy
David R Gray	Diana Crick	Mark Nishi	Julia Melner	Vincent Weitoish	Selvon Nanan, MD
David Huber	Alyosha Petrosyan	Craig Crebar	James R. Pickett	Joanem Michel	Oscar Long
Alexandra Lasovska	Andreas Razboršek	Robby NelsonTelfer	Zac Carey	Pat Callahan	Dain L Miller
Finlay Drake	George Kay	David Smith	Kevin King	Kim Anh Tran	Steve Merlo
Kennedy Thibou	Tim Burns	Yunus Emre Duygulu	Tom Wyatt	Eric W. Harding	Robert Vanderwall
Bastian Meyenburg	Greg Boczon	Thiru R.Srinivasan	Keith Creighton	James Friesen	Ronald Hildner
Al Smith	Holly Friedson	Tweed Welsh	David Borsack	Kurt Hochsprung	Miguel A Olmos
Lisa Hatamoto	Shayla Williams	Sharon Williams	Christopher Anna	Matthew Chavez	Tobias Berens
Priti Mishra	B Dillion	Joseph Fernandes	Robert Chambers	Shoba Viswanath	Setty Duddu
Héctor Casillas	John Mayeno	Clifton Confident	Hope R Fuller	Catherine Allen	Ting Fong Chen
Cecil Kelley	Marcus Cammilleri	Janice Favorite	Bhopal Sajwan	Haresh Patel	Nicole Rайды
Nizar Ghanjani	David Sanches	Paul Tate	James D Hoffman	Darrell Smith	Emma Howell
Penny Sager Rossi	Bob Moser	Dana Whitefield Didde	M. James Clark	Bob Bruning	Danielle Weiss
Mitch Burson	James Immekus	Sevafor Swami LLC	Michael Buschman	Remo Palombi	Kevin Klein
Dan L	John P. Schneider	Ernest M Volaric	Kathy Stromer	Fabiola Arancibia	Troy Pierantoni
Robert Byrnes	Cdmla Homes LLC	Richard Suss	Gordon Erlebacher	Donny Mainardi	Leyla A
Jim Mitchell	Steven Hein	John Barnes	James Devens	Mohammed Oufattole	Thomas Bonn
Terry R. Hallauer	Otto Gibson Gebauer	Nick Rokke	Zachary Anderson	Jeremy Castillo Vargas	John Pruss
Bob Mckissack	Harry Marshall	Joe Peterson	William Lorenz	Louisa Rivers Robb	John Walton
Bret Headrick	Jay Snell	Jarrod Lippi	Soua Xiong	Kenny Nguyen	Bill Wagner
Robert Prigge	Louis Gambucci	Kdizzle Swizzle	James Wilson	Doug Schrof	Rahul Ratnaparkhe
Jay Linne	Ali Shama	Philip Shadwell	Venudhar Hajari	Doug Bybee	Richard Lee
Douglas Scales	Todd Musar	Rewdad Kuirq	Mr. Steven Marks	Linhong Sun	Rajeev Devulapally
David Prentice	Randeep Atwal	Raymond A Walton Jr	Azmath Mohammed	Steven Mempa	William Pena
Michael Williams	Cliff Fisher	Hilary Ross	Jeffery Bunton	Larry B Sebert	Farzad...
Robert Matthiessen	Iwona Poplawska	Miguel Munevar	Wesley Garrity	Allana Pratt	Nikhil Malpekar
Debbie Scarlata	Tyler Lo	Kishan Patel	David STURMER	Linda WISE	Brian Sullivan
William Bates	Greg Anthony Linnell	Jamielynn De Leon	Derek Smith	Nathan Guedalia	Michael Kozel
Herbert Crook	Tommy J Parrish	Juan Aragon	Dennis Keithly	Amine El Amrani	Theresa Weik
Michael Kelleher	Donald Mok	Remy Sohan	Don Tijerina	Jonathon Followwell	Bernard SJohnson
Brion Johnson	Ida Miller	Robert Feuer	Jeffrey Marsell	Edward Orcutt	Yi Cheng Meng
Josh Cefkin	Bradley Mitchel	Gi Gi Targa	Michael Piccinino	Ning Li	Greg Meyer
Kristin McMillen	Samuel Koehler	Allerd Smith	Jeffrey Gallagher	James Martin	Brian Pierson
J LA	Ronald M Harris	Ivan Roque	Steven Chicchitto	Roy Duane Dodd ,jr	Roy Dawson
Barry Michaels	Fred Coleman	Stephen Eldridge	Therese Daniels	Shai Livne	Larry Martini
Jonathan Nord	James Reasoner	Dongsoo Kim	Pamela Boyd	Michael Oubre	Eral Sutton
Kenneth Kew	Tim Orroi	Ji Kim	Linda McIntosh	Mike Rincon	Eric Williamson
Bill Burris	Redrock Tandem	Karla De Castro	Jennifer Bouchard	Ying Cole	Kent Keith
John McKeagney	Tommy Best	Mario Menendez	John Nunnery	M*A*L*I*K M	Chris Ikeda-Nash
Vince Wertz	Rafael Aybar	Jonathan Cohen	Colleen Hay	Debbie Green	Mark Gregorio
James Feldkamp	John Powers	Jo Ann Tobias	Dale Broadus	Swati Sharma Atal	Alan Hencken
Anne C Canfield	Kenneth Lauber	Jay Wilson	Kalyan Siruvuri	Chris O'Brien	Samuel Wein
Fawaz Alshalan	Reginald Eugene...	Roman Prager	Christine Tuller	Nicholas Edwards	Stephen Wereb
Kelvin Cox	Hector Luis Otero	Jason Adams	Quantum Investment...	Heather Gaillard	Ashley T
Steve Covington	Sam Jesse	Virendra Kumar Sahu	James Shekhdar	Joanne Tang	Raj-Sachin Bhakta
Chris Harbin	Heather A Boe	Ed Strasbourger	Michael Rizzo	Steve Niskanen	Roderick Herron
Lars Carver	Steve Peklenk	Michael Taylor	Wilfrid Jean-francois	Conny Johansson	Josefine Liftig
Joel Janney	Gerry Wevodau	Neil Young	John Fitzpatrick	Aaron Day	Al Croke
Age Posthuma	Emmanuel Kwame...	Clay Finck	Thoraya Zedan	Michael Bessell	Saverio Santelli
Kandi Clark	Bret Winblad	Derek L	Andrew Onikepe	Tysen Lutz	Ryan Young
Vimal Bhakta	The Solution People	Olivier Wullen	Brian Coe	Christopher Allen Post	Octavian Lekas
Richard Salter	Michael Mimnaugh	Paul A. Kalcic	John Restaino	William S. Dodge	Howard Schuff
Anita L Koch	Michael Schaller	Angelo Loscalzo	Michael Deaner	George Lapour	Jim Riggs
Michael Evans	James D Gatewood	Russell Forga	Martin Weisberg	Steven Johnston	Michael Mcculley
Feruz Kurbanov	Stephen Dillon	Andrew Durette	Amir Pirbadian	Floyd Thomas	Minoru Inoshita
Nicola Bacon	Raymond Grimes	Bernard Erickson	Randy Umana	Lonnie Woodley	Duane L LITTLE
James Bibza	Craig Ladow	Marilyn A Moore	Thomas Cusick	Philip Pfeifer	Cesar Crespo Ortiz
Pete McNeish	Connie Harvey	Dennis J Rosen	Dimitrios KEVORK	Walter M Greineder	Pradip Patel
John H Weatherford	Gordon Elmer...	By Horne LLC	Glenn P Wallis	Douglas Henger	Virginie Danglades
Stephen Gorshow	Pauline Serice	David Blocher	Richard L. RHODES	Ahmet Sacit Saydam	Joseph P Martins
Carl H. Dahl, Jr.	Esteban A. Garza	Kade Johnson	Richard S Mackin Jr	Baikuntha Kafle	Paul Warner
Brett Brandes	Rainer Filthaut	John Robert Long	John Dayton...	Michael E Chastain	David Ryan
James P Gagliardi	Wayne Kress	Michael Vincent...	Hrafn Arnórsson	Gregory Presnal	John Jansto

Ella Usov	James Walpole	Donald Wagner	Tina Barresi	Lydia Ruth...	John Jorgensen
Dominic C Cefali	Hector Murillo	Frank Robert Finch	Shirram Mogallapalli	Dawn Chilson	Brent King
Robert Moore	Chad Shelley	Tautvilas Kairys	Mirja Bauer	Luigi Brasacchio	James Cunningham
Jose Reynoso	Beverly Mitchell	John Cowart	Jim Lilly	David Larson	Stephen John Gray
Austin McElhaney	Wyndell Black	Khoa Tran	Sonia Rodriguez-Disla	Bryan Littlejohn	Ronald J Slaughter
Graeme Mills	Alan Kulick	Sanjay Pinnock	Roland N Kindell	Larry Chizek	Randal Anderson
Jocelyn Buhay	David Michael Keiser	Michael Waterman	Angela L. Delfraisse	Anthony A. O'Connor	James Mays
Christine Lynn	Jack B KIRBY JR	Errol W Russell	Walter Siemian MD	Neal Handly	Steven Walter Cohen
IRA De Rijke	Ron Adkisson	Doc Woods	Charles J. Merrill	Duane E Robert	Steven Pettypiece
Frederick Voegeli	Donald Dean...	Berend Jan...	Karl J Cerny	David Smith	Nicolas Pscharis
Neal Genge	Greg LeBaron	Joseph Lesk	Gordon F. Greenman	Marion Dale Gruhlkey	George Ragusa
Marc Wilder	Bart Hadfield	Kevin G Desharnais	Gordian Boteilho	Andree Armand	Nathan Byrd
William Earl Hedges	Jimmy C. Ford	David Nash	Pat Noack	Roger Ades	Blaine Olsen
Harold Warner	Robert J. Kruse	Michael S Kenniston	Maryelise S Moran	David Johnston	Mark Gosnell
Paul Caruolo	Zong Tzeng	Henry Eldon Heilesen	Amit Nahar	Ronald Otto...	Jared D Underwood
Humbert And Magali...	Kevin Stascavage	Lawrence Lucey	Michael Broudy	Charles W. Sullivan, JR.	Erich Otting
Samer Fasheh	Sourabh Dhawan	Michael Graham...	Rich Bartolozzi	Michael Fisher	Rajesh Deshpande
Mary Sandlin	Antranig Balian	Markus Vitulli	E Dial	Harsha Nalabolu	Samir Patel
Avraham Yusupov	James Keaty	Leonard Metildi	Reaburn "Burnie"...	Kevin Mahan	Andrew Lewis
Gregory F Carter	Susan Jaco	Mark J Merriman	Robert Kyle Barnett	Brian Dougherty	Lynn Phelps
James Harris	Gary F Ginner	Robert McDonald	Elizabeth McCann	Paul C. Belden	Karen M Triplett
William Klassy	Edward James Parker	George Allen TAYLOR	Patricia Steurer	Michael Cannia	Jeff Cahill
Dale Cassidy	John Kepka	Aiko Hanyu	Zulfikarali H Lalani	Dennis Kuchirka	Bina C Souri
John LEHRMAN	David Greenwell	James P Moffitt	Lance Truong	Robert Mobarak	Jacek Chwierut
Brian Smith	Kenneth Fortner	Douglas De Hart Jr.	Alan Tilson	Ted Mitchell	Jay Byrne
Joe Lesch	Kevin Steedley	Ronald Jay R. Yu	Tim Fliehr	Raimund C Hoenes	Gad Daniely
Bill Koulouvaris	Steven Hintzsche	Martha Reubert	Kathleen Jones	Rick St. Pierre	James S Bonnet Jr.
James La Borda Jr.J	Mark Nordstrom	Robert James Young	Anthony Mastrianni	Michael Sherry	Luke Minney
Mazen Kherallah	Steven Cross	Robert L. McConnell	Robert E Wagner	Synthya Getz	Stephen C Thurlow
Michael Applebaum	Russell Lamb	Bob Batman	Carl McKnight	Richard Muhlenbruch	Robert Parker
Jared Michael Miller	John Sirvent	Thomas D Ramsfield	David Myres	Robert A. Pastorius	John Zanolla
Jason Cimei	Vince Green	Jon William Scheidker	Alan Gribbin	Francisco P Espina Jr	Larry Daniel Thaxton
Garridy McEwen	Lacie McCormack	Jeremy Blake Winn	Jeff John Jones	James Buzzanell	Chaitanya Narayan
Terry Wick	Steve Faltys	Elizabeth Kolessar	Hermann Weber	Roger Jette	Anthony Riccobono
Paul G Adams	Jonathan Chambers	Darius Guzevicius	Everton Lisle	Traceyann Graham	Donald Killgo
Bruce Ryon	Andrew J Dunn	Thomas Horch	John Holmes	Marianne Goffe	William Dallas
James Owens	Will Payne	Allen Klein	Steven P Martin	Cynthia BROOKS	Ross Akio Kazama
Kenneth Heiler	James R Crews	Paul Beischer	Nancy B Winter	James Beno	Alan Sowls
Cassandra Joan...	Daniel Swalla	Chris Strahm	Robert J Theisen	Glen E Sayler	Pat Evans
Carol Hill	Jeffrey Eckhouse	Jim Kreisman	Allan Shores	Susan Blackburn	Charles Parnell
Joseph Richie	Art House	William Taylor	Matt Frank	Anthony Morana	Mike McConnell
Ruben Roebert	Kenneth E. Hunter	Michael Mortazie	Ivan Robert Tilbury	Patrick Karnes	David Dashefsky
John Adams	Steven R NOLAN	Tim Gross	Joseph Blank	Manuel Michael...	John Zuvic
Julie Ann Heathcott	Leslie P Pettet	John Porter	Jeffrey Stein	Thomas Joseph...	Jatinkumar B PATEL
David L Thies	John Walter Daniel	James Miha	Raj Girish	Eldon L. Janssen	Rob Fender
John Sturman	Thomas Winegardner	Harvey R Turner III	Julius Torelli	Kenneth Goldmann	Alex Barnett
David A REAGAN	Gregory J Knight	David W Goetz	Michael Armetta	Bennett Darnell	Karin Faber
Gregory Neiman	Troy Smith	Richard North	J Dustin Mower	Alan McReynolds	Jeffrey Long
Sterling B Thomas	Robert A. Swanson	Chad ZICK	Jeffrey Rosensweig	Stephen Rudge	Lloyd Boeke
Steve Joseph Becker	Tim Hurlbut	Georg Berg	Andy Hiroshi Suzuki	Jeffrey Alan Kaufman	Conrad Maynes
Dennis Leong	David Ridings	Birgit KROME	David Kaufman	Kelly Molinari	Steve Gilbert
John LaForte	John Maurice Milan	Robert Kren	Rich Horvath	Walter H. Deyhle	Larry Rose
Douglas Jessup	Robert W Kufert	Eric Scribenn	Girish Kumar	Iver D Larson	Peter F Hofbauer
Ronald DUCHENE	Hung Tran	Timothy Michael Carey	Laurie A Keit	Janis ABELE	Thomas Burch
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Andrea Hartman	Mark Carlson	James C Young	Philip Bosco	Albert Rawle...	Ketan Patel
Jesus Pinedo	Tolar Atkinson	Stephen Duffy	Hugh Adkins	Mary Fries	James Vinturella
Vikash Gupta	Roger Henn	Rajendrakumar Patel	Patrick Campbell	Zahra Sadati	Charles Lander
Doug Knoepke	Donald Donchak	Kenny Miller	Bruce WEINSTEIN	William Baran-Mickle	Diane Devens
Paul Walker	Edward HUANG	Dale Michael Case	John Fattes	Christen Pierce	Dallas Fortino
Joseph O'Donohue	David Chen	William Fulton	Paul Otto	Kristopher M Fabian	John Fernandes
Steven Michael Auden	Brian Spilker	Antal Kemives	Patti Weaver	Kip Cothran	Tom Messina
Gentry Lynn Fugate	Carla Plant	Jerome Orlans	Denman L Cloudt Jr	Kulinder S Gill	Gordon Saito
John Boyle	Babu L Bikkani	Carolyn McNierney	Walter Bartholomew	Nancy St. Yves	Stephen Michael...
Daniel Arkoff	Yoshiko Payne	Nan Jiang	Shirley Tang	Michael J Boileau	Curtis Jaeger
Marc Doolittle	John Roeland	Martin Peltz	John Signaigo	Dionysios Psychogios	Connie W Robertson
Reed Sugg	Deborah Chesna	Brian White	Amir Mohammadipour	Joshua Richard...	Scott Steele
Eric Todd McClanahan	Luciano Munita...	Michael Stenzler	Thomas Schomaker	Steven Austin	Stephen Walter
Michael A Bissell	Tim Burgess	Richard L. Davis	David Short	Eric Skorski	Malihe Amirsoleimani
LeRoy Sherman	Candace Dott	Michael Leo Doucet	Andrew M Smith	Michael Sieler	Jeff Fray
Darrell Face	Carol H Chandler	Umapathi Madiraju	Matthew Kuiper	Steve Wolterstorff	Lisa Belisle
Sagee Zohar	Mike Jansen	K IRA N Kumar...	Mohit Jindal	John Baprawski	Kenny Simmons
Adam Clarke	David Costal	Michael Kelly	Richard Graham	Michael Edwin...	Daniel Ptaszynski
John Gary Grossman	Ricky D HENDERSON	Michael B GARDNER	Michael Trocino	Halley Brookshire	James Lubell
Christopher Porter	Margaret A. Hudson	Vicki Campbell	Hamid Rezaie	David J Zoeller	Ricardo Tello
Eugene Olexa	Terry ALLMAN	John Metz	Brian Miller	Mike Haynes	Michael J Conway
Steven Stewart	Charles Cole	Eric Kim	Linda Towns	Mitchell H Kugle	Thuy Nguyen
Pamela Watson	Ron Jonas	Kenneth J Scary	John Nicholson	Dennis DeLoach	Joseph Felix...
Jane Guriel	Lisa J Hanna	James Walton...	Yossef Levy	Tim Leong	Janet Tallerico
David Witwer	Kirk Kemmish	Rob Kelch	Heath DeYoung	Hong Liu	Raghav Kashi
Alicia Michelle Haley	Cynthia CUELLO...	Leonce Shania Tang	Chad Eardley	Douglas Englund	Stephen Jette
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Steven Warner	Kaj Fjelstad	Derek Pardee	Ruth B. Burke	Austin Gallant	Ryan Laffey
Daniel Fernandez	William Lacoursiere	James M. Nowack	Randall C Berriochoa	William B Knight	Xuong T Nguyen
Ronald Freund	Edwin White	Anthony Farello	Dorothea F Mazzocco	Erol Uke	Michael Katterjohn
Elizabeth C. Venegas	Clare Johnson	Alice Magill	Terry A Burlette	Peggy Black	Stuart Orr
David A Kelly	Kristie Dodge	Jean Michel Abi-Aoun	Thomas INDOCCIO	Brian Geraci	George Kassabov
Jalpendrakumar Patel	Kenneth W Helms	David Hancock	Charles Yocom	George Hayeck	Cameron Lander
Adrian Oldham	Stephen Kline	Andre Nel	Julien Decaix	Ellen Brooks	Blake Storey
Karen Eckel	Meleah Eckhardt	Michael Moskowitz	Gary Kelley	Harrell Peterson	Gary Stavin
Hao Doan Trieu	Randall Figueroa	Lawrence Mitchell Cole	James S Atkins Jr	Michael Sean Mulliken	David Calder
George Petrossian	Gunther Kannler	Sondra P Spicker	Gary R Jackiewicz	Clifford Harris	Cory Thomas Strobel
Sylvain Mack	Brian Nettles	Marc Kaban	Jennifer Rice	Ned Karren	Joseph W Jolly
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Michael Passwaters	Nathaniel Carr	Ashley Saint	Liran Koropitzer	Yagneshwara Vadapalli	James E Hart
Michael Kennedy	Yasin Karimbhai	Muralikrishna Assadi	Chris DeHaan	Beniamin B. Tionqson	Robert Hernandez Jr

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Philip Nyberg	Liusman YAMIN	Brad Schriber	Kevin Gallagher	Keith Dixon	Dave Stutzman
David Namoff	Bynum Hartman	Craig Hayward	Thomas Miller	Mark BeBroux	John Dilday
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Juliet Daniel	Lester Gonzalez	Stephen DeRose	Mason Stewart	Daniel Olewski	Lynea Weatherly
Norah O'Connor	Gabriel Giron	Kenneth Brian Kelly	Sheldon Derstine	James Maness	Kevin Scott Rossi
Shabhareesh...	Harris Greene	Michael Davies	Robert J. Reese	Clint Randolph	Ifejika Animalu
Sterling Barrow	Lance Goldberg	Anders Carlstedt	Lily Himsel	Daniel Zimmerman	Phillip Kayser
John Bierwaczonek	Alfred Benton Bledso...	Venkata Muppala	Mark Stephens	Rodney Bartels	Rita Y Norquist
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Susan Birney	Brian Roberts	Nadeem Patni	Daniel Sullivan	Brett S. Johnson	Andy Echols
Curtis Odell	John L Hinton	Joseph M. Frade	Jeffrey George...	Miguel M...	Floyd Mullen
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David Dennis	Patrice ADE	Shanmukha Lakshmi...	John M Szudzik	Terry McMunn	James Richard Rough
Aquilla Smith	Pierre Labrinos	Marcus Newby	Darin Myers	Richard Fay	Reiner Straub
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Wesley Chew	Brian Gilbert	Robert Reeter	Patrick Moore	Venkat Srichandan...	Jeff Perkins

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Kimberly V Giese	Isabelle F Miller	Paul Szklarz	Marty Boros	Allan Mattson	Robert Sanders
Sunilkumar Reddy	Dana Majeski	Christopher Etter	M D Lightfoot	Kieth Schleifer	Michael...
Robert Wagnon	Daniel Ertel	David C. Brown	John Labadini	Brandon Valcore	David Wood
Carolyn Chamberlain	Richard Yabuta	Roger A Lonsway	Jason Stivano	Kevin Wells	Michael Beauchemin
Manya Pomerantz	Chris Olexa	Bobby L. Myers Clu,Csa	Allan Rothblum	Supratim Dutta	Gerard J Dundon
Shawn A Varley Show	Brock Doxey	Raja Kandru	Todd W Gillis	Louis Russo	Zalina M. Rostermundt
Disbrow Revocable...	Kerry Welt	Timothy Bury	Robert Page	Richard Wilson	Karla Haas
Parker Duffie	Jack C Ngai	Kevin Myers	Gary A Rhodes	Beverly M Weaver	Steven Levenson
Aidi Hou	Stacey Ann White	Aníbal Campos	Keith Francis Higgins	Christine Krumins	Larry R Eaton
James Storti	Tania Ng	Dustin Keith Vodopich	Justin Flynn	William Plauth	Olga Khaimchayeva
Severin Maitre	Adrian Bonanno	Lillian Soudani	Donna Cook	James G. Lynch	Jo Ann Brandt
Peter W. Apel	Jeffrey Skalaban	Stephen R Canning	Jill Picerno	Kenneth Kasper	Tanya Logsdon
Kristen Harder	Jeffrey W Croomd	Thomas E Loesch	Aaron Borgner	Doug Matthews	Aaron Chesna
Nikki Pardee	Ian Linde	Sten Miles	Linda Champion	Michael Filius	Laancaa Tufaa
Nancy Hobby	Brian Colbert	Bassaa Tufaa	Andrew Diamond	Ronald Leonard Kraft	Atulkumar T Roy
Jamie Bailey	Christine Hogan	Jeffrey Havell	Brendan Loughran	Ken Land	Scott Theiring
Yiota Jacovides	Haris Jacovides	Alain Roberge	Erik Gehman	Yi Cheng Meng	David Semon
Tracy Zyp	Wanda Ellis-Fant	Edward L COHEN	Michael B...	Isabelle A. Mosca	Daniel Meyer
Don MacDonald	William F. Linke	John Young	Bruce Rubin	David Kremer	Paul Kim
Logan Edging	Michael Czerwinski	Teepa Wawatai	Brian Kunkel	Mark Cook	Petar Faitondjiev
Sonal Chaudhary	Michael Fleyzor	Ronald Sherman	David Addesse Molina	Domenic Mazza	Donald Rybarczyk
Sanatan Golden	Steffi Weryzynski	John R Grady	Michael Belisle	Lance Barker	Mah Poon Keong
Myron DeVoto	Corey James Cowan	Dan R. Forshner	Jeffrey Seeger	Sungmin Han	Sushant Soni
Bailey Kress	Darby Monro	Michael Lee Kirby	D Ray	Sylvia Vanderbilt	Edgar Francisco
John Malatak	Teddi Thompson	Charles E...	John Boudreau	Brian Lee Bishop	Heinrich Lentsch
Jaka HRIBAR	Laura Ellsworth	Fred Atwell	Arthur L Anderson	Daniel Biro	Richard E Phillips
Olugbenga Odujeru	Arnet Holty	Robin Victor Smith	Michael Lee Mishler	Feliciana S Del Rosario	Bruce Dodd
James Haskins	W Kim Colich	Michael Jaicomo	Kevin Kinney	Joseph Yashinsky	Kaitlin Morgan
Ashley Yashinsky	Wayne Simpkins	David Matoff	Ingin Kim	Bernardus Klein	Jared McClain
Anthony Modica	Ken Jones	Greg Lelesch	Alex Roganti	Ivan Georgiev	Daphne Charette
Stephen PODMASKA	Paul Grayburn	David J Rosenberg	Jacqueline Weiss	Marc Modica	David Murphy
Steve Shaw	Anthony BARRETT	Joe Bailey-Burnley	Peter Bradley	Amandeep Bhangu	Karen DeMatteo
Leon Van Oorschot	Thomas Grimm	Whit Smith	Stephen Michael...	Peter Safranski	Manuel Antunez
Pamela S Hapke	James Manganaro	Kurt Gessner	Dennis Beavers	Donald C Anderson	John A Morrow
Larry Zeplin	Christian Finot	Ulrich Nachtsheim	Lawrence Jenneman	William B Escobar	Christian Wegner
David L Morgan	Rimas Butkys	Blaine Franz	Gregory Killpack	Eddie Glik	Ryan Altmansberger
Bruce Patterson	Jean Dixon	Marvin Little	Frederick Manasseh	Herb Ohlandt	John M. Sattel
Connie Chen	Tia Castille	Manojkumar S. Patel	Michael Raymond...	Milen Vachev	Gregory T Ochoa
Alan Wilson Russell	Walter PISARY	Sean Strunk	Manfred Selzer	Brad LaPoe	Richard Pearl
Harold Yim	Kim Anh T Dinh	Mr. Timothy L Nealon	Ted Willets	Joep De Frel	Dean Rose
Dean Steele	Kevin Udell	Chris Bibby	Michael Sommerer	Dan Tucker	Andrew Hurrell
Alastair Robert...	Marcus De Maria	Michael A Carter	Milissa Tranovich	Michael Kishline	Ronald Keith Lutz
James F. Allison	Artur Chernik	Eric Lee	Eric Richard Pierchoski	Susan Eshleman-Cook	Barry E Miller
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Mohamed Ali	Sivakumar...	Johnny A Lopez	Jiro Takahashi	Archavir Kurktchian	Antonio Uguina
Tyler Butcher	Jonathan Grant	Chak Bandreddi	Tatiana Chernik	Lite Lim	Richard Kuhnel
Katrin Saroukhanian	Bryan Bingel	Chockalingam...	Tim Gallagher	Joe Morgan	Todd Wihlen
John D Luna	Eric Wilcox	Henry Chu	Mark Hakkinen	Michael Barton	Dennis W. Taylor
Sam NUON	Jon F DANSKI	Tiffany Winegar	Ralf Weber	Frank E Steger Jr	Gerald Petty
Maya Callahan	Roger Beardsworth	St. Jon SIMPSON	Troy Sacco	Byungki Kim	Adam Schatz
Sherri Ann Thomas	Goran Terzic	Richard Lemon	Justin Simmons	Saptak Sanyal	Jennifer Miller
David Gayle Jones	Lucas Michael...	Efrance Kasana	Thomas James Walsh	Johnny Jenkins	Cathy BAIR
Vincent M. Fazio	Eric A Fetrow Michell...	Stephanie Minch	Matthew Cohee	Aaron H Dowd	Hanif Shakir
Desmond Semmens	Debra W Terrell	Prashanth Srikanthan	Nicholas Liedel	Deborah J Geyer	Michael Linderman
Johsian Cruz	Steve Erickson	L S	Manoj SONJE	Michelle Diep	Guojing Powell
Tan Wei Jun Robson	Joel Price	David William Taylor	Ian Bagshaw	Shawn Murphy	Carol E Mungas
Roger Cosby	Salim Aziz	Bobby John Young	Dennis Martin	Nadeem Akbar	Wesley Martin
Joseph A McCarthy	B Enfield	Ronald Arakaki	Terri Stair	Christine Leese	Brandy Becker
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Matthew Franz	Justin E	Ian Aston	Yvette Rodriguez	Ollie Atwell	Robert Cohn
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Theodore A Chase	Michael P Gretchen	Justin Burns	Douglas Bowden	Rajini Samala	Mark Hurley
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Kurt Garman	Vladimir Kovtun	Stuart James Hamilton	Gaurang Mavani	Robert L Cundiff	Le Anne Romo
Steve And Michelle...	Jutta Fischer	Leland Craig Wood	Steven Stine	Chris Smeland	Joanne C Stringer
Todd Davis	Michael A. Tully	Kathryn Fife	Kelly Walker	Michael Schroeder	Jon Duff

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Andrew Jacobsen	Noel Keneson	Sunil Duruvasan	Chandan...	Lisa Gansky	Kristofer Throm
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Anwar Zegama	William Becker	Ken Kistner	Alpesh Parmar	Scott Sproule	Rajinder Sharma
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Stephen Galarza	Michael Lenker	Bart Kauwenberghs	Peter McIntyre	Jeffrey Moody	Arthur N Landau
Chaitanya Jani	Curtis Callaway	Mike Mathioudakis	Rick Poulton	Timothy William...	Joseph C. Holland, Jr.
Mathieu Pierre Jean...	Michael James...	Edward Lim	Karen R	Stephen Martin	Soon Chye Ng
Ashley James...	Stephen Weller	John Michael Donnelly	Daniel Bosch	Frank Little	Binmede Pty Ltd As...
Robert Ivanhoe	Craig Allyn Scheu	Visali Muppala	Eric Blomquist	Darren Brungardt	David Polkinghorne
David Schultz	Eric Villette	Pearson Family...	Ernie O Reinstein	Edward Kelly Medlock	Ulrich Eilers
James G. Routson	Franklin Bernard Iott	Robert Wilson	Bachubhai Patel	Vikram L	John Sucher
Aadil B Palkhivala	Geogy Philip	Samuel Coomes	Anne Oshman	Charles Stevens	James McArdle
John Scott	Martin Goldman	Yuan Chang	Max Bastow	Steven Waxler	Monroe Duke Bevans...
Fleur Gessner	Tommy Poirier	Jim Palmieri	William T. Heflin	Curtis Haugen	Oluade Ajayi
Maarten S	Carolyn D	Lee Weiner	Jason Manske	Oh Jae Kwon	Brian Goewey

Doyle Scott	Dariush Monikami	Richard Kinney	Adam Weiss	Andrew L Olson	Shirley Dotson
Muhammad Alnemer	Shawn McGuire	Rick R Stout	Apurva Sharma	Richard Campbell	Rick Reznicsek
Clare Feather	Mark A Herzfeld	Joseph Szostek	Paul Thomas Clem	Gary Cooper	Chris James
Matthew Sasaki	Dwayne Warren	Shani Ospina	James Alan Phillips	Joe DunnCarter	Glenn Weight
John W. Schweiger	Pauline Veronica Lake	Don Charest	Thao Zeng	Ryan N Hoecker	Paul Bergman
Dominic Mustillo	Bill Fields	Oj Associates, LLC	Arthur Norris	Robert Watt	Minh Truong
Sudhir Kumar Deme	Eric Melancon	Steven Gifis	Nicholas Thurlow	Joseph Ferraro	Andrew M. Millat
Barry Evans	John Adams	Badr Naif Alotaibi	Stefán Pálmasón	Sam Leeson	Chut Sombutmai
Raj Yakkali	Hareesha...	Adam Dorsey	Suresh Patel	Bill Nelson	Rebecca Frangopoulos
Thomas Jeffries Estate	Dennis Forward	Perry Good	Gary Whittaker	Benjamin Garcia	

# Thank You!

From the Atakama Team



**Daniel H. Gallancy** [In](#)

**CEO and co-founder**

A security-obsessed tech entrepreneur doing bitcoin and crypto-related projects for a decade. Hacked together a bitcoin cold wallet in 2012. Built a wireless...



**Dimitri Nemirovsky** [In](#)

**COO and co-founder**

A confessed technology nerd and recovering attorney. Dimitri spent 12 years practicing law. After discovering bitcoin and blockchain technology in 2013, Dimitri left the...



**Scott Glazer** [In](#)

**CRO**

Scott has more than 20 years of

experience leading outperforming sales organizations. His roster of...

# Details

## The Board of Directors

Director	Occupation	Joined
Dimitri Nemirovsky	COO @ Atakama Inc.	2014
Daniel H. Gallancy	CEO @ Atakama Inc.	2014

## Officers

Officer	Title	Joined
Scott Glazer	CRO	2019
Dimitri Nemirovsky	COO	2014
Daniel H. Gallancy	CEO	2014

## Voting Power

Holder	Securities Held	Voting Power
Daniel H. Gallancy	10,132,347 A-1 Preferred Stock	71.2%

## Past Equity & Loan Fundraises

Date	Amount	Security	Exemption
03/2020	\$5,051,694		Section 4(a)(2)
04/2020	\$525,100		Section 4(a)(2)
02/2021	\$467,915		Section 4(a)(2)
06/2021	\$12,731,500		Section 4(a)(2)
10/2021	\$2,300,000		Section 4(a)(2)
10/2022	\$0		506(c)
04/2023	\$4,932,828		4(a)(6)
06/2023	\$3,000,000		Regulation D, Rule 506(b)
06/2023	\$253,439	Safe	Other
07/2023	\$1,452,427		506(c)
09/2023	\$400,000		Section 4(a)(2)
11/2023	\$4,407,757	Safe	Regulation Crowdfunding

02/2024	\$110,000	Safe	Regulation D, Rule 506(c)
07/2024	\$110,044		4(a)(6)

*The use of proceeds is to fund general operations.*

## Convertible Note Outstanding

Issued	Amount	Interest	Discount	Valuation Cap	Maturity
06/27/2023	\$3,000,000 <a href="#">?</a>	4.5%	20.0%	\$29,000,000	09/27/2024

## Outstanding Debts

Lender	Issued	Amount	Oustanding	Interest	Maturity	Current?
Daniel H. Gallancy <a href="#">?</a>	03/11/2020	\$5,051,694	\$5,051,694 <a href="#">?</a>	1.5%	07/08/2027	Yes
US Government / PPP loan <a href="#">?</a>	04/22/2020	\$525,100	\$0 <a href="#">?</a>	1.0%	04/22/2022	
US Government / PPP loan <a href="#">?</a>	02/27/2021	\$467,915	\$0 <a href="#">?</a>	1.0%	02/27/2026	Yes
The Diamond Sapphire Club LLC <a href="#">?</a>	06/24/2021	\$12,731,500	\$12,731,500 <a href="#">?</a>	1.5%	06/24/2027	Yes
Daniel H. Gallancy <a href="#">?</a>	10/29/2021	\$2,300,000	\$0 <a href="#">?</a>	4.0%	12/31/2021	Yes
Lighter Capital, Inc. <a href="#">?</a>	09/22/2023	\$400,000	\$400,000 <a href="#">?</a>	19.82%	09/21/2025	Yes

## Related Party Transactions

Name	The Diamond Sapphire Club LLC
Amount Invested	\$3,000,000
Transaction type	Convertible Note
Issued	06/27/2023
Interest	4.5 per annum
Discount rate	20.0
Maturity	09/27/2024
Valuation cap	\$29,000,000
Relationship	CEO is the sole member of the LLC

## Capital Structure

Class of Security	Securities (or Amount) Authorized	Securities (or Amount) Outstanding	Voting Rights
Preferred A2	2,898,750	2,898,749	Yes
Preferred A1	10,132,348	10,132,347	Yes
Common Stock	22,000,000	5,282,006	Yes
Warrants:	0		
Options:	3		

## **Form C Risks:**

Our Future Success Depends on Our Ability to Build and Sell New Products. There can be no assurance that we will be successful in successfully executing on our plans and growing our business.

**Costs May Grow More Quickly Than the Company's Revenues, Harming the Business and Profitability.** Projected expenses and/or the time to market may be greater than anticipated and any capital investments intended to make the business more efficient may not be successful. In addition, the Company may need to increase marketing, sales, and other operating expenses in order to grow and expand its operations and to remain competitive. Increases in costs may adversely affect the Company's business and profitability.

Our future success depends on the efforts of a small management team. The loss of services of the members of the management team may have an adverse effect on the company. There can be no assurance that we will be successful in attracting and retaining other personnel we require to successfully grow our business.

**The Business Projections are Only Estimates.** There can be no assurance that the Company will meet its projections. There can be no assurance that the Company will be able to find sufficient demand for its products, or that the Company will be able to provide the service at a level that allows it to make a profit and still attract business.

**We Have Been Growing and Expect to Continue to Invest in our Growth for the Foreseeable Future.** If we Fail to Manage this Growth Effectively, our Business and Results of Operations will be Adversely Affected. We intend to continue to grow our business and plan to continue to hire new sales and engineering employees either for expansion or replacement of existing personnel. If we cannot adequately and timely hire new employees and if we fail to adequately train these new employees, including our sales force, engineers and customer support staff, which processes have become more challenging during the COVID-19 period, our sales may not grow at the rates we project and/or our sales productivity might suffer, our customers might decide not to renew or reduce the scope of their original purchases, or our customers may lose confidence in the knowledge and capability of our employees or products. We must successfully manage our growth to achieve our objectives. We cannot provide any assurance that our business will continue to grow at the same rate, or at all. Our ability to effectively manage any significant growth of our business will depend on a number of factors, including our ability to do the following:

- adequately and timely recruit, train, motivate and integrate new employees, including our sales force and engineers, while retaining existing employees, maintaining the beneficial aspects of our corporate culture and effectively executing our business plan, especially during this challenging period of the COVID-19 pandemic;
- satisfy existing customers and attract new customers;
- successfully introduce new products and enhancements;
- effectively manage existing channel partnerships and expand to new ones;
- improve our key business applications and processes to support our business needs;
- enhance information and communication systems to ensure that our employees are well-coordinated and can effectively communicate with each other and our growing customer base;
- enhance our internal controls to ensure timely and accurate reporting of all of our operations and financial results;
- protect and further develop our strategic assets, including our intellectual property rights;
- make sound business decisions in light of the scrutiny associated with operating as a public company and the increased strain and pressures associated with COVID-

19. These activities will require significant investments and allocation of valuable management and employee resources, and our growth will continue to place significant demands on our management and our operational and financial infrastructure. There are no guarantees we will be able to grow our business in an efficient or timely manner, or at all. Moreover, if we do not effectively manage the growth of our business and operations, the quality of our software could suffer, which could negatively affect our brand, results of operations and overall business.

If Our Subscription-Based Business Model Fails to Yield Benefits, Our Results of Operations Could be Negatively Impacted. Market acceptance of our products is dependent on our ability to include functionality and usability that address certain customer requirements. Additionally, we must optimally price our products in light of marketplace conditions, our costs and customer demand. Our subscription strategy may give rise to a number of risks, including the following: --Our revenues and cash flows may fluctuate more than anticipated over the short-term as a result of this strategy; --If our customers do not renew their subscriptions or do not renew them on a timely basis (including due to substantial implication of the economic turmoil caused by the COVID-19 pandemic), our revenues may decline and our business may suffer; and --We may be unsuccessful in maintaining or implementing our target pricing or new pricing models, product adoption and projected renewal rates, or we may select a target price or new pricing model that is not optimal and could negatively affect our sales or earnings.

There is no guarantee of a return on an Investor's investment. There is no assurance that an Investor will realize a return on their investment or that they will not lose their entire investment. For this reason, each Investor should read this Form C and all exhibits carefully and should consult with their attorney and business advisor prior to making any investment decision.

The Company may never receive a future equity financing or elect to convert the Securities upon such future financing. In addition, the Company may never undergo a liquidity event such as a sale of the Company or an IPO. If neither the conversion of the Securities nor a liquidity event occurs, the Purchasers could be left holding the Securities in perpetuity. The Securities have numerous transfer restrictions and will likely be highly illiquid, with no secondary market on which to sell them. The Securities are not equity interests, have no ownership rights, have no rights to the Company's assets or profits and have no voting rights or ability to direct the Company or its actions.

IN ADDITION TO THE RISKS LISTED ABOVE, RISKS AND UNCERTAINTIES NOT PRESENTLY KNOWN, OR WHICH WE CONSIDER IMMATERIAL AS OF THE DATE OF THIS FORM C, MAY ALSO HAVE AN ADVERSE EFFECT ON OUR BUSINESS AND RESULT IN THE TOTAL LOSS OF YOUR INVESTMENT.

The Company Faces Significant Market Competition. The Company competes with and will compete with larger, established companies with competing products on the market and/or various respective product line development programs. The competition may have much better financial means, as well as more robust marketing and sales programs than the Company. The competition may succeed in developing and marketing competing equivalent products and services earlier than the Company, or superior products than those developed by the Company. There can be no assurance that competitors will render the Company's technology, products, or services obsolete or that the products and services developed by the Company will be preferred to any existing or newly developed technologies. It should further be assumed that

competition will intensity.

We May Not be Able to Predict Subscription Renewal Rates and Their Impact on our Future Revenues and Operating Results. Although our subscriptions are designed to increase the number of customers that purchase our solutions and the number of licenses purchased by existing and new customers to create a recurring revenue stream that increases and is more predictable over time, our customers are not required to renew their subscriptions for our solutions and they may elect not to renew when, or as we expect, or they may elect to reduce the scope of their original purchases or delay their purchase. We cannot accurately predict renewal rates given our varied customer base of enterprise and small and medium size business customers and the number of multiyear subscription contracts. Customer renewal rates may decline or fluctuate due to a number of factors, including offering pricing, competitive offerings, customer satisfaction and reductions in customer spending levels or customer activity due to economic downturns including, but not limited to, the COVID-19 pandemic, the adverse impact of import tariffs or other market uncertainty. If our customers do not renew their subscriptions when or as we expect, or if they choose to renew for fewer subscriptions (in quantity of licenses) or renew for shorter contract lengths or if they renew on less favorable terms, our revenues and earnings may decline, and our business may suffer.

Failure to Retain, Attract and Recruit Highly Qualified Personnel Could Adversely Affect Our Business, Operating Results, Financial Condition and Growth Prospects. Our future success and growth depend, in part, on our ability to continue to recruit and retain highly skilled personnel and to preserve the key aspects of our corporate culture. Because our future success is dependent on our ability to continue to enhance and introduce new products, we are particularly dependent on our ability to hire and retain engineers. Any of our employees may terminate their employment at any time, and we face intense competition for highly skilled employees. Competition for qualified employees, particularly in New York City, where we have a substantial presence and need for qualified engineers, from numerous other companies, including other software and technology companies, many of whom have greater financial and other resources than we do, is intense. Moreover, to the extent we hire personnel from other companies, we may be subject to allegations that they have been improperly solicited or may have divulged proprietary or other confidential information to us. In addition, during the COVID-19 pandemic, which is characterized as an unstable period, to some extent it may be more difficult to timely attract and train new employees. If we are unable to timely attract, retain or train qualified employees, particularly our engineers, salespeople and key managers, our ability to innovate, introduce new products and compete would be adversely impacted, and our financial condition and results of operations may suffer. Equity options grants are a critical component of our current compensation programs. If we reduce, modify or eliminate our equity options programs or if there will be decline in our stock price as a result of which the value of our equity compensation shall be lower, we may have difficulty attracting and retaining employees.

If Our Technical Support, Customer Success or Professional Services Are Not Satisfactory to Our Customers, They May Not Renew Their Subscription Licenses or Buy Future Products, Which Could Adversely Affect Our Future Results of Operations. Our business relies on our customers' satisfaction with the technical support and professional services we provide to support our products. Our customers have no obligation to renew their subscription licenses with us after the initial terms have expired. For us to maintain and improve our results of operations, it is important that our existing customers renew their subscription licenses when the existing contract term expires. If we fail to provide technical support services that are

responsive, satisfy our customers' expectations and resolve issues that they encounter with our products and services, then they may elect not to purchase or renew subscription licenses and they may choose not to purchase additional products and services from us. Accordingly, our failure to provide satisfactory technical support or professional services could lead our customers not to renew their agreements with us or renew on terms less favorable to us, and therefore have a material and adverse effect on our business and results of operations.

Because we derive substantially all of our revenues and cash flows from sales of licenses from a single platform of products, failure of the products in the platform to satisfy customers or to achieve increased market acceptance would adversely affect our business. All our revenues are generated from sales of licenses for our file encryption software and we expect to continue to derive the majority of our revenues from license sales relating to the file encryption software in the future. As such, market acceptance of this product is critical to our continued success. Demand for licenses for our encryption software is affected by a number of factors, some of which are outside of our control, including continued market acceptance of our software by referenceable accounts for existing and new use cases, technological change and growth or contraction in our market. We expect the proliferation of enterprise data to lead to an increase in the demand for data security of our customer, and our encryption software may not be able to scale and perform to meet those demands. If we are unable to continue to meet customer demands or to achieve more widespread market acceptance of our software, our business, operations, financial results and growth prospects will be materially and adversely affected.

**Our Use of Open Source Software Could Negatively Affect Our Ability to Sell Our Software and Subject us to Possible Litigation.** We use open source software and expect to continue to use open source software in the future. Some open source software licenses require users who distribute open source software as part of their own software product to publicly disclose all or part of the source code to such software product or to make available any derivative works of the open source code on unfavorable terms or at no cost. We may face ownership claims of third parties over, or seeking to enforce the license terms applicable to, such open source software, including by demanding the release of the open source software, derivative works or our proprietary source code that was developed using such software. These claims could also result in litigation, require us to purchase a costly license or require us to devote additional research and development resources to change our software, any of which would have a negative effect on our business and results of operations. In addition, if the license terms for the open source code change, we may be forced to re-engineer our software or incur additional costs. Finally, while we implement policies and procedures, we cannot provide assurance that we have incorporated open source software into our own software in a manner that conforms with our current policies and procedures and we cannot assure that all open source software is reviewed prior to use in our solution, that our programmers have not incorporated open source software into our solution, or that they will not do so in the future. In addition, our solution may incorporate third-party software under commercial licenses. We cannot be certain whether such third-party software incorporates open source software without our knowledge. In the past, companies that incorporate open source software into their products have faced claims alleging noncompliance with open source license terms or infringement or misappropriation of proprietary software. Therefore, we could be subject to suits by parties claiming noncompliance with open source licensing terms or infringement or misappropriation of proprietary software. Because few courts have interpreted open source licenses, the manner in which these licenses may be interpreted and enforced is subject to some uncertainty. There is a risk that open source software licenses could be construed in a

manner that imposes unanticipated conditions or restrictions on our ability to market or provide our solution. As a result of using open source software subject to such licenses, we could be required to release proprietary source code, pay damages, re-engineer our solution, limit or discontinue sales or take other remedial action, any of which could adversely affect our business.

The market for browser Security Software within the Managed Service Provider industry is New and Unproven and May Not Grow. We believe our future success depends in large part on the growth of the market for browser security software within the managed service provider industry. In order for us to market and sell our products, we must successfully demonstrate to managed service providers the potential value of browser security for their respective customers. We must persuade them to devote a portion of their overall cyber security offering to include browser security software. We cannot provide any assurance that managed service providers will recognize the need for our products or, if they do, that they will decide that they need a solution that offers multi-tenant browser security. Browser security software like ours may not yet be viewed as a necessity, and accordingly, our sales effort is and will continue to be focused in large part on explaining the need for, and value offered by, our solution. We can provide no assurance that the market for our solution will continue to grow at its current rate or at all. The failure of the market to develop would materially adversely impact our results of operations.

The Market for Encryption Software that Uses Multifactor Threshold Cryptography is New and Unproven and May Not Grow. We believe our future success depends in large part on the growth of the market for multifactor encryption software that enables enterprises to secure their data. In order for us to market and sell our products, we must successfully demonstrate to enterprise IT, security and business personnel the potential value of their data and the risk of that data getting compromised or stolen. We must persuade them to devote a portion of their budgets to an encryption software and extract value from this resource. We cannot provide any assurance that enterprises will recognize the need for our products or, if they do, that they will decide that they need a solution that offers multifactor encryptions. Encryption software solutions like ours may not yet be viewed as a necessity, and accordingly, our sales effort is and will continue to be focused in large part on explaining the need for, and value offered by, our solution. We can provide no assurance that the market for our solution will continue to grow at its current rate or at all. The failure of the market to develop would materially adversely impact our results of operations.

Prolonged Economic Uncertainties or Downturns Could Materially Adversely Affect our Business. Our business depends on our current and prospective customers' ability and willingness to invest in IT services, including cybersecurity projects, which in turn is dependent upon their overall economic health. Negative conditions in the general economy both in the United States and abroad, including conditions resulting from COVID-19, changes in gross domestic product growth, potential future government shutdowns, the federal government's failure to raise the debt ceiling, financial and credit market fluctuations, the imposition of trade barriers and restrictions such as tariffs, political deadlock, restrictions on travel, natural catastrophes, warfare and terrorist attacks, could cause a decrease in business investments, including corporate spending on enterprise software in general and negatively affect the rate of growth of our business. Uncertainty in the global economy makes it extremely difficult for our customers and us to forecast and plan future business activities accurately. This could cause our customers to reevaluate decisions to purchase our product or to delay their purchasing decisions which could lengthen our sales cycle. A downturn in any of the

purchasing decisions, which could lengthen our sales cycles. A downturn in any of the industries we sell to may cause enterprises to react to worsening conditions by reducing their spending on IT. Customers may delay or cancel IT projects, choose to focus on in-house development efforts or seek to lower their costs. To the extent purchases of licenses for our software are perceived by customers and potential customers to be discretionary, our revenues may be disproportionately affected by delays or reductions in general IT spending. In addition, the increased pace of consolidation in certain industries may result in reduced overall spending on our software. If the economic conditions of the general economy or industries in which we operate worsen from present levels, our business, results of operations and financial condition could be adversely affected.

**We May Face Increased Competition in our Market.** While there are some companies that offer certain features similar to those embedded in our solutions, as well as others with whom we compete in certain use cases, we believe we do not currently compete with a company that offers the same functionalities that we offer in a single integrated solution. Nevertheless, we do compete against various software vendors that provide various encryption solutions. We may therefore face increased perceived and real competition from other security technologies. In the future, as customer requirements evolve and new technologies are introduced, we may experience increased competition if established or emerging companies develop solutions that address the encryption market. Furthermore, because we operate in a relatively new and evolving area, we anticipate that competition will increase based on customer demand for these types of products. In particular, if a more established company were to target our market, we may face significant competition. They may have competitive advantages, such as greater name recognition, larger sales, marketing, research and acquisition resources, access to larger customer bases and channel partners, a longer operating history and lower labor and development costs, which may enable them to respond more quickly to new or emerging technologies and changes in customer requirements or devote greater resources to the development, promotion and sale of their products than we do. Increased competition could result in us failing to attract customers or maintain licenses at the same rate. It could also lead to price cuts, alternative pricing structures or the introduction of products available for free or a nominal price, reduced gross margins, longer sales cycles, lower renewal rates and loss of market share. In addition, our current or prospective channel partners may establish cooperative relationships with any future competitors. These relationships may allow future competitors to rapidly gain significant market share. These developments could also limit our ability to obtain revenues from existing and new customers. Our ability to compete successfully in our market will also depend on a number of factors, including ease and speed of product deployment and use, the quality and reliability of our customer service and support, total cost of ownership, return on investment and brand recognition. Any failure by us to successfully address current or future competition in any one of these or other areas may reduce the demand for our products and adversely affect our business, results of operations and financial condition.

**If We Are Unable to Attract New Customers and Expand Sales to Existing Customers, Our Growth Could Be Slower than We Expect, and Our Business May Be Harmed.** Our success will depend, in part, on our ability to support new and existing customer growth and maintain customer satisfaction. Due to COVID-19, our sales and marketing teams have avoided in-person meetings and are increasingly engaging with customers online and through other communications channels, including virtual meetings. There is no guarantee that in the future our sales and marketing teams will be as successful or effective using these other communications channels as they try to build relationships. If we cannot provide the tools and

communications channels as they try to build relationships. If we cannot provide the tools and training to our teams to efficiently do their jobs and satisfy customer demands, we may not be able to achieve anticipated revenue growth as quickly as expected. Our future growth depends upon expanding sales of our products to existing customers and their organizations and receiving subscription renewals. If our customers do not purchase additional licenses, our revenues may grow more slowly than expected, may not grow at all or may decline. There can be no assurance that our efforts would result in increased sales to existing customers (“upsells”) and additional revenues. If our efforts to upsell to our customers are not successful, our business would suffer. Our future growth also depends in part upon increasing our customer base, particularly those customers with potentially high customer lifetime values. Our ability to achieve significant growth in revenues in the future will depend, in large part, upon the effectiveness of our sales and marketing efforts and our ability to attract new customers. Our ability to attract new customers may be adversely affected by newly enacted laws that may prohibit certain sales and marketing activities, such as recent legislation passed in the State of New York, pursuant to which, due to the declared disaster state of emergency attributed to COVID-19, unsolicited telemarketing sales calls are prohibited. If we fail to attract new customers and maintain and expand those customer relationships, our revenues may be adversely affected, and our business will be harmed.

**If We Are Unable to Maintain Successful Relationships with Our Channel Partners, Our Business Could Be Adversely Affected.** We rely on channel partners, such as distribution partners and resellers, to facilitate the sales of licenses and support agreements for our software and to perform some of our professional services. In 2021, our channel partners assisted in the fulfillment of substantially all of our sales. Our ability to achieve revenue growth in the future will depend in part on our success in maintaining successful relationships with our channel partners. Our agreements with our channel partners are generally non-exclusive, meaning our channel partners may offer customers the products of several different companies. If our channel partners do not effectively market and sell our software, choose to use greater efforts to market and sell their own products or those of others, or fail to meet the needs of our customers, including through the provision of professional services for our software, our ability to grow our business, sell our software and maintain our reputation may be adversely affected. Our contracts with our channel partners generally allow them to terminate their agreements for any reason upon 30 days' notice. A termination of the agreement has no effect on orders already placed. The loss of a substantial number of our channel partners, our possible inability to replace them, or the failure to recruit additional channel partners could materially and adversely affect our results of operations. If we are unable to maintain our relationships with these channel partners, our business, results of operations, financial condition or cash flows could be adversely affected. Finally, even if we are successful, our relationships with channel partners may not result in greater customer usage of our products and professional services or increased revenue.

**Our Success Depends in Part on Generating Sales to Customers in the Public Sector.** We anticipate deriving a portion of our revenues from contracts with federal, state, local and foreign governments and government-owned or -controlled entities (such as public health care bodies, educational institutions and utilities), which we refer to as the public sector herein. We believe that the success and growth of our business will continue to depend on our ability to procure public sector contracts. Selling to public sector entities can be highly competitive, expensive and time consuming, often requiring significant upfront time and expense without any assurance that our efforts will produce any sales. Government demand and payment for our products and services may be impacted by public sector budgetary cycles, or lack of, and

Our products and services may be impacted by public sector budgetary cycles, or lack of, and funding authorizations, including in connection with an extended government shutdown, with funding reductions or delays adversely affecting public sector demand for our products. Factors that could impede our ability to derive revenue from public sector contracts include: • changes in public sector fiscal or contracting policies; • decreases or elimination of available public sector funding; • changes in public sector programs or applicable requirements; • the adoption of new laws or regulations or changes to existing laws or regulations; • potential delays or changes in the public sector appropriations or other funding authorization processes; • the requirement of contractual terms that are unfavorable to us, such as most-favored-nation pricing provisions; and • delays in the payment of our invoices by public sector payment offices. Furthermore, we must comply with laws and regulations relating to public sector contracting, which affect how we and our channel partners do business in both the United States and abroad. These laws and regulations may impose added costs on our business, and failure to comply with these or other applicable regulations and requirements, including non-compliance in the past, could lead to claims for damages from our channel partners, penalties, termination of contracts, and temporary suspension or permanent debarment from public sector contracting. Moreover, governments routinely investigate and audit government contractors' administrative processes, and any unfavorable audit could result in the government refusing to buy our products, which would adversely impact our revenue and results of operations, or institute fines or civil or criminal liability if the audit uncovers improper or illegal activities. The occurrence of any of the foregoing could cause public sector customers to delay or refrain from purchasing licenses of our software in the future or otherwise have an adverse effect on our business, operations and financial results.

**A Failure to Maintain Sales and Marketing Personnel Productivity or Hire and Integrate Additional Sales and Marketing Personnel Could Adversely Affect Our Results of Operations and Growth Prospects.** Our business requires intensive sales and marketing activities. Our sales and marketing personnel are essential to attracting new customers and expanding sales to existing customers, both of which are key to our future growth. We face a number of challenges in successfully expanding our sales force. We must locate and hire a significant number of qualified individuals, and competition for such individuals is intense. In addition, as we expand into new markets with which we have less familiarity and develop existing territories, we will need to recruit individuals who have skills particular to a certain geography or territory, and it may be difficult to find candidates with those qualifications. We may be unable to achieve our hiring or integration goals due to a number of factors, including, but not limited to, the challenge in remotely recruiting employees and adequately training them due to COVID-19, the number of individuals we hire, challenges in finding individuals with the correct background due to increased competition for such hires, increased attrition rates among new hires and existing personnel as well as the necessary experience to sell our software. Furthermore, based on our past experience in mature territories, it often can take up to six months before a new sales force member is trained and operating at a level that meets our expectations, and during the COVID-19 pandemic such training may take even longer. We invest significant time and resources in training new members of our sales force, and we may be unable to achieve our target performance levels with new sales personnel as rapidly as we have done in the past, or at all, due to larger numbers of hires or lack of experience training sales personnel to operate in new jurisdictions or because of the remote hiring and training process. Our failure to hire a sufficient number of qualified individuals, to integrate new sales force members within the time periods we have achieved historically or to keep our attrition rates at levels comparable to others in our industry may materially impact our projected

growth rate.

Our Failure to Continually Enhance and Improve Our Technology Could Adversely Affect Sales of Our Products. The market is characterized by the exponential growth in enterprise data, rapid technological advances, changes in customer requirements, including customer requirements driven by changes to legal, regulatory and self-regulatory compliance mandates, frequent new product introductions and enhancements and evolving industry standards in computer hardware and software technology. As a result, we must continually change and improve our products in response to changes in operating systems, application software, computer and communications hardware, networking software, data center architectures, programming tools, computer language technology and various regulations. Moreover, the technology in our products is especially complex because it needs to effectively identify and respond to a user's data retention, security and governance needs, while minimizing the impact on system and user performance. Our products must also successfully interoperate with products from other vendors. While we extend our technological capabilities through innovation and strategic transactions, we cannot guarantee that we will be able to anticipate future market needs and opportunities or be able to extend our technological expertise and develop new products or expand the functionality of our current products in a timely manner or at all. Even if we are able to anticipate, develop and introduce new products and expand the functionality of our current products, there can be no assurance that enhancements or new products will achieve widespread market acceptance. Our product enhancements or new products could fail to attain sufficient market acceptance for many reasons, including: • failure to accurately predict market demand in terms of product functionality and to supply products that meet this demand in a timely fashion; • inability to interoperate effectively with the database technologies and file systems of prospective customers; • defects, errors or failures; • negative publicity or customer complaints about performance or effectiveness; and • poor business conditions, causing customers to delay IT purchases. If we fail to anticipate market requirements or stay abreast of technological changes, we may be unable to successfully introduce new products, expand the functionality of our current products or convince our customers and potential customers of the value of our solutions in light of new technologies. Accordingly, our business, results of operations and financial condition could be materially and adversely affected.

If Our Software is Perceived as Not Being Secure, Customers May Reduce the Use of or Stop Using Our Software, and We May Incur Significant Liabilities. Our software involves encryption of customer files and the transmission of data between desktop and mobile computers, and may in the future involve the storage of data. Any security breaches with respect to such data could result in the loss of this information, litigation, indemnity obligations and other liabilities. The security of our products and accompanied services is important in our customers' decisions to purchase or use our products or services. Security threats are a significant challenge to companies like us whose business is providing technology products and services to others. Security measures might be breached as a result of third-party action, employee error, malfeasance or otherwise. We also incorporate open source software and other third-party software into our products. There may be vulnerabilities in open source software and third-party software that may make our products likely to be harmed by cyberattacks. Moreover, our products operate in conjunction with and are dependent on products and components across a broad ecosystem of third parties. If there is a security vulnerability in one of these components, and if there is a security exploit targeting it, such security vulnerability may adversely impact our product vulnerability and we could face increased costs, liability claims, reduced revenue or harm to our reputation or competitive position. Because

claims, reduced revenue, or harm to our reputation or competitive position. Because techniques used to obtain unauthorized access or sabotage systems change frequently and generally are not identified until they are launched against a target, we may be unable to anticipate these techniques or to implement adequate preventative measures. There can be no assurance that the limitations of liability in our contracts would be enforceable or adequate or would otherwise protect us from any such liabilities or damages with respect to any particular claim. Any or all of these issues could tarnish our reputation, negatively impact our ability to attract new customers or sell additional products to our existing customers, cause existing customers to elect not to renew their maintenance and support agreements or subject us to third-party lawsuits, regulatory fines or other action or liability, thereby adversely affecting our results of operations.

**Multiple Factors May Adversely Affect Our Ability to Fully Utilize Our Net Operating Loss Carryforwards.** A U.S. corporation's ability to utilize its federal net operating loss ("NOL") carryforwards is limited under Section 382 of the Internal Revenue Code of 1986, as amended (the "Code"), if the corporation undergoes an ownership change. As of March 2024, we have accumulated an \$29,063,422 net operating loss ("NOL") since inception. Future changes in our stock ownership, including future offerings, as well as changes that may be outside of our control, could result in a subsequent ownership change under Section 382, that would impose an annual limitation on NOLs. In addition, the cash tax benefit from our NOLs is dependent upon our ability to generate sufficient taxable income. Accordingly, we may be unable to earn enough taxable income in order to fully utilize our current NOLs.

## **Description of Securities for Prior Reg CF Raise**

**Additional issuances of securities.** Following the Investor's investment in the Company, the Company may sell interests to additional investors, which will dilute the percentage interest of the Investor in the Company. The Investor may have the opportunity to increase its investment in the Company in such a transaction, but such opportunity cannot be assured. The amount of additional financing needed by the Company, if any, will depend upon the maturity and objectives of the Company. The declining of an opportunity or the inability of the Investor to make a follow-on investment, or the lack of an opportunity to make such a follow-on investment, may result in substantial dilution of the Investor's interest in the Company.

**Issuer repurchases of securities.** The Company may have authority to repurchase its securities from shareholders, which may serve to decrease any liquidity in the market for such securities, decrease the percentage interests held by other similarly situated investors to the Investor, and create pressure on the Investor to sell its securities to the Company concurrently.

**A sale of the issuer or of assets of the issuer.** As a minority owner of the Company, the Investor will have limited or no ability to influence a potential sale of the Company or a substantial portion of its assets. Thus, the Investor will rely upon the executive management of the Company and the Board of Directors of the Company to manage the Company so as to maximize value for shareholders. Accordingly, the success of the Investor's investment in the Company will depend in large part upon the skill and expertise of the executive management of the Company and the Board of Directors of the Company. If the Board Of Directors of the Company authorizes a sale of all or a part of the Company, or a disposition of a substantial portion of the Company's assets, there can be no guarantee that the value received by the Investor, together with the fair market estimate of the value remaining in the Company, will be equal to or exceed the value of the Investor's initial investment in the Company.

Transactions with related parties. The Investor should be aware that there will be occasions when the Company may encounter potential conflicts of interest in its operations. On any issue involving conflicts of interest, the executive management and Board of Directors of the Company will be guided by their good faith judgement as to the Company's best interests. The Company may engage in transactions with affiliates, subsidiaries or other related parties, which may be on terms which are not arm's-length, but will be in all cases consistent with the duties of the management of the Company to its shareholders. By acquiring an interest in the Company, the Investor will be deemed to have acknowledged the existence of any such actual or potential conflicts of interest and to have waived any claim with respect to any liability arising from the existence of any such conflict of interest.

## **Minority Ownership**

An Investor in the Company will likely hold a minority position in the Company, and thus be limited as to its ability to control or influence the governance and operations of the Company.

The marketability and value of the Investor's interest in the Company will depend upon many factors outside the control of the Investor. The Company will be managed by its officers and be governed in accordance with the strategic direction and decision-making of its Board Of Directors, and the Investor will have no independent right to name or remove an officer or member of the Board Of Directors of the Company.

Following the Investor's investment in the Company, the Company may sell interests to additional investors, which will dilute the percentage interest of the Investor in the Company. The Investor may have the opportunity to increase its investment in the Company in such a transaction, but such opportunity cannot be assured.

The amount of additional financing needed by the Company, if any, will depend upon the maturity and objectives of the Company. The declining of an opportunity or the inability of the Investor to make a follow-on investment, or the lack of an opportunity to make such a follow-on investment, may result in substantial dilution of the Investor's interest in the Company.

## **Exercise of Rights Held by Principal Shareholders**

As holders of a majority-in-interest of voting rights in the Company, the shareholders may make decisions with which the Investor disagrees, or that negatively affect the value of the Investor's securities in the Company, and the Investor will have no recourse to change these decisions. The Investor's interests may conflict with those of other investors, and there is no guarantee that the Company will develop in a way that is optimal for or advantageous to the Investor. For example, the shareholders may change the terms of the articles of incorporation for the company, change the terms of securities issued by the Company, change the management of the Company, and even force out minority holders of securities. The shareholders may make changes that affect the tax treatment of the Company in ways that are unfavorable to you but favorable to them. They may also vote to engage in new offerings and/or to register certain of the Company's securities in a way that negatively affects the value of the securities the Investor owns. Other holders of securities of the Company may also have access to more information than the Investor, leaving the Investor at a disadvantage with respect to any decisions regarding the securities he or she owns. The shareholders have the right to redeem their securities at any time. Shareholders could decide to force the Company

to redeem their securities at a time that is not favorable to the Investor and is damaging to the Company. Investors' exit may affect the value of the Company and/or its viability. In cases where the rights of holders of convertible debt, SAFES, or other outstanding options or warrants are exercised, or if new awards are granted under our equity compensation plans, an Investor's interests in the Company may be diluted. This means that the pro-rata portion of the Company represented by the Investor's securities will decrease, which could also diminish the Investor's voting and/or economic rights. In addition, as discussed above, if a majority-in-interest of holders of securities with voting rights cause the Company to issue additional stock, an Investor's interest will typically also be diluted.

### Restrictions on Transfer

The securities offered via Regulation Crowdfunding may not be transferred by any purchaser of such securities during the one year period beginning when the securities were issued, unless such securities are transferred:

to the issuer;

to an accredited investor [?](#) ;

as part of an offering registered with the U.S. Securities and Exchange Commission; or to a member of the family of the purchaser or the equivalent, to a trust controlled by the purchaser, to a trust created for the benefit of a member of the family of the purchaser or the equivalent, or in connection with the death or divorce of the purchaser or other similar circumstance.

### **Valuation Methodology for Prior Reg CF Raise**

The offering price for the securities offered pursuant to this Form C has been determined arbitrarily by the Company, and does not necessarily bear any relationship to the Company's book value, assets, earnings or other generally accepted valuation criteria. In determining the offering price, the Company did not employ investment banking firms or other outside organizations to make an independent appraisal or evaluation. Accordingly, the offering price should not be considered to be indicative of the actual value of the securities offered hereby.

The initial amount invested in a SAFE is determined by the investor, and we do not guarantee that the SAFE will be converted into any particular number of shares of Preferred Stock . As discussed in Question 13, when we engage in an offering of equity interests involving Preferred Stock , Investors may receive a number of shares of Preferred Stock calculated as either (i) the total value of the Investor's investment, divided by the price of the Preferred Stock being issued to new Investors, or (ii) if the valuation for the company is more than the Valuation Cap, the amount invested divided by the quotient of (a) the Valuation Cap divided by (b) the total amount of the Company's capitalization at that time. Because there will likely be no public market for our securities prior to an initial public offering or similar liquidity event, the price of the Preferred Stock that Investors will receive, and/or the total value of the Company's capitalization, will be determined by our board of directors . Among the factors we may consider in determining the price of Preferred Stock are prevailing market conditions, our financial information, market valuations of other companies that we believe to be comparable to us, estimates of our business potential, the present state of our development and other factors deemed relevant. In the future, we will perform valuations of our stock (including both common stock and Preferred Stock) that take into account, as applicable, factors such as the

following:

unrelated third party valuations;  
the price at which we sell other securities in light of the relative rights, preferences and privileges of those securities;  
our results of operations, financial position and capital resources;  
current business conditions and projections;  
the marketability or lack thereof of the securities;  
the hiring of key personnel and the experience of our management;  
the introduction of new products;  
the risk inherent in the development and expansion of our products;  
our stage of development and material risks related to our business;  
the likelihood of achieving a liquidity event, such as an initial public offering or a sale of our company given the prevailing market conditions and the nature and history of our business;  
industry trends and competitive environment;  
trends in consumer spending, including consumer confidence;  
overall economic indicators, including gross domestic product, employment, inflation and interest rates; and  
the general economic outlook.

We will analyze factors such as those described above using a combination of financial and market-based methodologies to determine our business enterprise value. For example, we may use methodologies that assume that businesses operating in the same industry will share similar characteristics and that the Company's value will correlate to those characteristics, and/or methodologies that compare transactions in similar securities issued by us that were conducted in the market.

## **Company**

Atakama Inc.

Delaware Corporation

Organized March 2014

34 employees

535 Fifth Avenue

New York NY 10017 <https://www.atakama.com/>

## **Business Description**

Refer to the Atakama profile.

## **EDGAR Filing**

The Securities and Exchange Commission hosts the official version of this annual report on their EDGAR web site. It looks like it was built in 1989.

## **Compliance with Prior Annual Reports**

Atakama is current with all reporting requirements under Rule 202 of Regulation Crowdfunding.

## All prior investor updates

You can refer to the company's updates page to view all updates to date. Updates are for investors only and will require you to log in to the Wefunder account used to make the investment.

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