

**Cyber Security and Privacy Solutions**

**Business Services  
Cyber Security**

**Lunarline  
3300 N Fairfax Drive, Suite 308  
Arlington, VA 22201  
571.481.9300**



**Waylon Krush  
CEO**

**BIO:** Waylon Krush is currently the Chief Executive Officer (CEO) of Lunarline, Inc. and serves on the Board of Directors for Warrior to Cyber Warrior. Lunarline, Inc. is a successful privately held Cyber Security and Privacy company that provide secure solutions for the Federal Government, Department of Defense (DoD), Intelligence Community (IC), and select commercial companies world-wide. Warrior to Cyber Warrior's mission is to bridge the gap for our returning veterans and wounded warriors between military service and a career as a cyber-warrior. His most recent projects include redesigning a major Federal security operations center to better pro-

vide focused operations and better combat the Advanced Persistent Threat (APT).

Prior to becoming the CEO of Lunarline, Inc, Waylon was a senior information security engineer in AT&T's Advanced Systems Division (ASD), and Chief of the Information Assurance (IA) group for GRC-TSC.

Mr. Krush proudly served over six years in the United States Army in various intelligence/ Information Operation (IO) and security related technical and leadership roles throughout the world. Mr. Krush was the lead technical member of the Land and Information Warfare Activity (LIWA) Information Systems Security Monitoring (ISSM), Vulnerability Assessment Blue Team, and Red Team. Mr. Krush developed systems for RF / Signal / System monitoring and analysis systems for various customers world-wide. Mr. Krush has been an active participant in the development of information security and information assurance guidelines and standards to include: National Institute of Standards and Technology (NIST) Special Publications (SP) 800-53A, and has worked with DOT, DHS, NIST and the Federal CIO Council on the Federal Enterprise Architecture Security and Privacy Profile (FEA-SPP) version 3.0 and the automated tool that supports the FEA SPP. Mr. Krush is a recipient of the Knowlton Award and several military impact awards.

Mr. Waylon Krush has been featured by CNBC, Fox Business, and William Shatner's "Moving America Forward" on Cyber Security related topics and the keynote/guest speaker at several cyber security forums and conferences. Mr. Krush has been published

several times on Information Assurance / Cyber Security topics in The Military IT (MIT) Magazine, Government Health IT, SmartCEO, and numerous other publications. Mr. Waylon Krush was also the Co-Author the cyber security book "The Definitive Guide to the C&A Transformation".

Waylon holds a BS in Computer Information Science from University of Maryland University College, and is a Certified Information Systems Security Professional (CISSP) Certified Certification and Accreditation Professional (CAP) and Certified Information Security Auditor (CISA). Mr. Krush also has over 3000 hours of training from the National Security Agency (NSA) National Cryptologic School (NCS).

**Company Profile:**

Lunarline is a leading cyber security and privacy provider to the US Federal Government, as well as private industry. Our unique approach to cyber security combines our proven products, specialized services, and certified training together as a complete solution customized for the success of your cyber mission. Lunarline is an accredited FedRAMP Third Party Assessment Organization (3PAO).

**Interview conducted by:  
Lynn Fosse, Senior Editor  
CEOCFO Magazine**

**CEOCFO:** Mr. Krush, what is the concept at Lunarline?

**Mr. Krush:** We are a pure cyber security and privacy firm. The concept is we create cyber security and privacy solutions to fit our customer's need and threat level. Sometimes that is training and sometimes that is actually products that we have developed and sometimes that service is to get them

where they need to go from the cyber security and privacy perspective.

**CEO CFO:** What are some of the most common misconceptions about security today?

**Mr. Krush:** I would say the misconception that buying and configuring a few tools means an organization is providing adequate security. Unfortunately most organizations are reactive and they do not create cyber security and privacy programs until something significant happens.

**CEO CFO:** Who is turning to you to accomplish that?

**Mr. Krush:** In the federal government we are in the work of eighteen government agencies and much of the Fortune-100s, Fortune-500s and mid size and even some small businesses turn to us.

**CEO CFO:** What do you understand about the process and the challenges that perhaps others do not?

**Mr. Krush:** I think just because we have a breadth across not only the federal government and commercial; we have been around for ten years now and this is all we do. There are many companies out there that have recently jumped on the cyber security and privacy bandwagon. We have built mature yet agile programs that can adapt to our customers threat and budget. We also have the distinct advantage that everyone in company is a cyber or privacy security professional. Everyone in the company is certified. Everyone has to go through the same training even our HR department and recruiter. Everyone in the company has baseline knowledge from a cyber security and privacy perspective.

**CEO CFO:** Is the fact that you do so much work with federal government helpful with your commercial customers?

**Mr. Krush:** Absolutely! The government has been getting attacked since they used computers and longer than I have been around. So you get to see some of the more advanced techniques use to exploit systems and

therefore also to protect networks and systems. I think the fact that Government has had many of these programs around also helps you not to make some of the mistakes they made early on or even continue to make when working on the commercial side, and vice versa also.

**CEO CFO:** What is the key to keeping up with the changing threats?

**Mr. Krush:** We had to create our own school of cyber security. We are training thousands of people a year in cyber security so we bring a lot of the thought leaders in cyber security into create courseware to develop new courses. We provide it internally and externally. We have to constantly create and update the curriculum because the people, process, technology, and threat change.

**CEO CFO:** How do you ensure that your people are the right people?

**“We are one of the only pure cyber security and privacy companies.”**  
– Waylon Krush

**Mr. Krush:** We always go for attitude and aptitude and then can train them if needed. The field is continuously changing so what we might have thought would be the absolute critical task a year ago has changed, so we need people that can change. We need to bring in a new talent to continually upgrade our courseware, services, update our products and automate as much as possible. One of the problems we are seeing from a people perspective is not only can people not keep up from a technology perspective but the main problem is you just do not have enough people out there that have a deep understanding of cyber security and privacy. We are doing a great deal of training and it is something that is embedded in our culture and we have to do it.

**CEO CFO:** What is the range of services that you offer and what are people using most and what should be using?

**Mr. Krush:** We provide a full spectrum cyber and privacy solutions, this includes services, products, and

training. Many of our customers engage us in building or enhancing their cyber security and privacy programs. Unfortunately some organizations wait until it is too late to engage a cyber security or privacy company to help them. I would love to see organizations be much more proactive in using more of our security operations and products that help with security automation. I think what we are actually seeing some organizations that look at cyber security more on from compliance perspective where maybe they should be looking at what is the threat or the environment, structure, technology or what people or what training they have in place.

**CEO CFO:** Do think it is something that is too frightening for people?

**Mr. Krush:** We went through a paradigm shift both on the commercial and the federal side. We are finding many people that used to put up a wall and to them they are used to protecting the physical world and sometimes the correlation of virtual worlds is not a one for one.

**CEO CFO:** How do you reach potential customers?

**Mr. Krush:** Many times we are referred from current customers. We have also had customer's find us from the internet. Most of the time potential customer's either know us through the federal government or they know us through other commercial customers we have done business with before.

**CEO CFO:** Do you run the show for most organizations you are working with or is it more providing the capabilities and training?

**Mr. Krush:** We have a tailored approach to each customer, but the support ranges from multi-year full spectrum cyber security and privacy programs to single penetration tests or vulnerability assessments.

**CEO CFO:** Do you find that most of your customers follow through on your recommendations once they have set up a process or a system and implement all the features?

**Mr. Krush:** This also depends on the customer, if we are providing the full

cyber security and privacy program, we find our customers are good about implementing and maintaining our recommendations. As organizations change, to include people, process, and technology – so does the level in which they implement or continue to implement our recommendations. We find customers that have had significant cyber security or privacy events in their organizations are much more open implementing recommendations. Management is key, if the executives understand the implications of a poor cyber security or privacy program, the organization seem to implement strategies and recommendations that will better protect their systems and data.

**CEO CFO:** What is the geographic reach for you and would you like to see that changing or expanding?

**Mr. Krush:** Cyber security is kind of the Mecca that is here in the D.C. metro area. Many cyber security capabilities are really created or invented in this area, so I would say this is where about 60% of our customer base is but we are nationwide and we do lots of work overseas.

**CEO CFO:** What surprised you most as the company has developed?

**Mr. Krush:** It surprised me that cyber security is given the visibility now, or all the sudden. I served in the military so it was really embedded in just about everything we did, and I expected that most companies would have implemented comprehensive cyber programs and capabilities by now. To

me, if your systems process, store, transmit, or review sensitive information – then cyber security and privacy programs should always be a priority for your organization.

**CEO CFO:** What do you bring from the military experience that is helpful in leading and growing a company?

**Mr. Krush:** The military trains you in how to plan, train, and lead troops into different and many times into situations where you will not always know all the answers and you must be willing to rely on what you have been trained and adapt, so I would say that leading a cyber security company is no different. We are always creating, adapting, and executing mission plans for your customers. When the threat changes, you ensure your troops or employee's also adapt to those changes.

**CEO CFO:** How is business these days?

**Mr. Krush:** Great! We are constantly growing and grow anywhere between 20% and 100% a year. We have been doing that since we started.

**CEO CFO:** How do you meet the challenges of that much growth?

**Mr. Krush:** Truthfully, It is difficult to scale from a personnel perspective. Colleges have just recently starting training cyber security and privacy and they are not always that effective. The available jedi's are already overly gainfully employed. I would the demand for trained and qualified personnel out paces the supply. We

mitigate that with ensuring that we have a world class cyber and privacy training program. We also train our customers in cyber security and privacy. We want to create long term value for our customers, but this also ensures the customer can continue to develop and maintain their programs when we are no longer there. Last but not least, we spend enormous resources automating areas of cyber security and privacy, so we can focus our grey matter on real issues.

**CEO CFO:** How might Lunarline be different a year from now?

**Mr. Krush:** In the past, we concentrated on more hands-on in classroom specialized training. You are going to see us open up new types of on-line training opportunities for our customers in the near future. We are also developing much larger enterprise types of cyber security capabilities and applications compared to the more niche products we developed in the past.

**CEO CFO:** Why should the business and investment community pay attention to Lunarline?

**Mr. Krush:** We are one of the only pure cyber security and privacy companies. General IT, accounting, or consulting firms are great for IT, accounting, and IT or business consulting, but firms with sensitive data and operations should really look to companies that truly focus in cyber security and privacy – just like Lunarline.



# **Lunarline**

**3300 N Fairfax Drive, Suite 308  
Arlington, VA 22201  
571.481.9300**