



Team8 Overview

July 2022

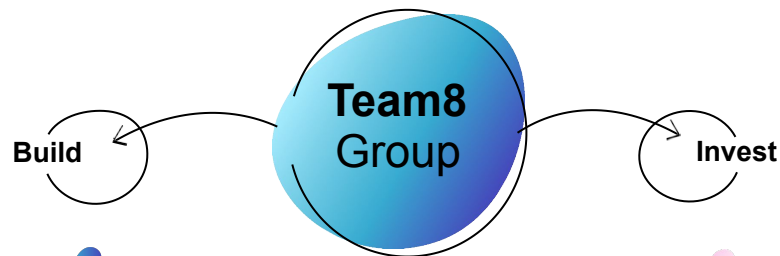
We **rethink venture** by executing a **collaborative, hands-on** and **deterministic validation** process to **co-found and invest in companies** to significantly **increase** their **probability of success**.



...Team8 turns the usual tech model on its head. Rather than looking for promising companies to nurture and fund, Team8 looks for problems... and brings together entrepreneurs and experts to create a new company from scratch.”

Inc.
MAGAZINE

HQ: TLV, NYC



2014 Enterprise Foundry I **\$42M**
Built 5 companies

2018 Enterprise Foundry II **\$85M**
Built 7 Companies

2020 Fintech Foundry I **\$100M**
Building 5-6 Companies

Raising

2022 Digital Health Foundry I **\$100M**

2022 Enterprise Foundry III **\$100M**

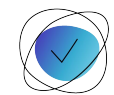
2019 Team8 Capital I **\$160M**
Invested in 12 Companies

Raising

2022 Team8 Capital II **\$250M**

What is Team8 Foundry?

The right combination of talent, with a proven methodology for increasing the probability of ventures' success



**Partnership
with proven
entrepreneurs**

+



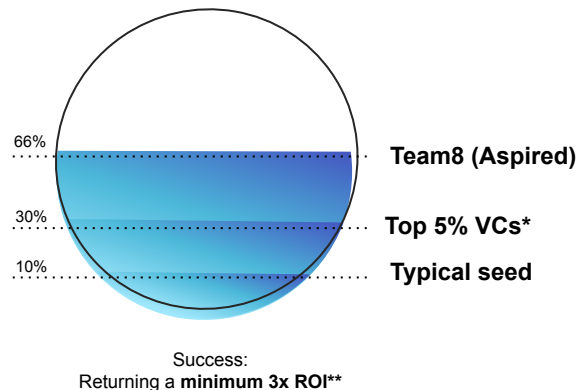
**Unique
process &
hands-on
operators**

+



**Global
community of
business
leaders**

=

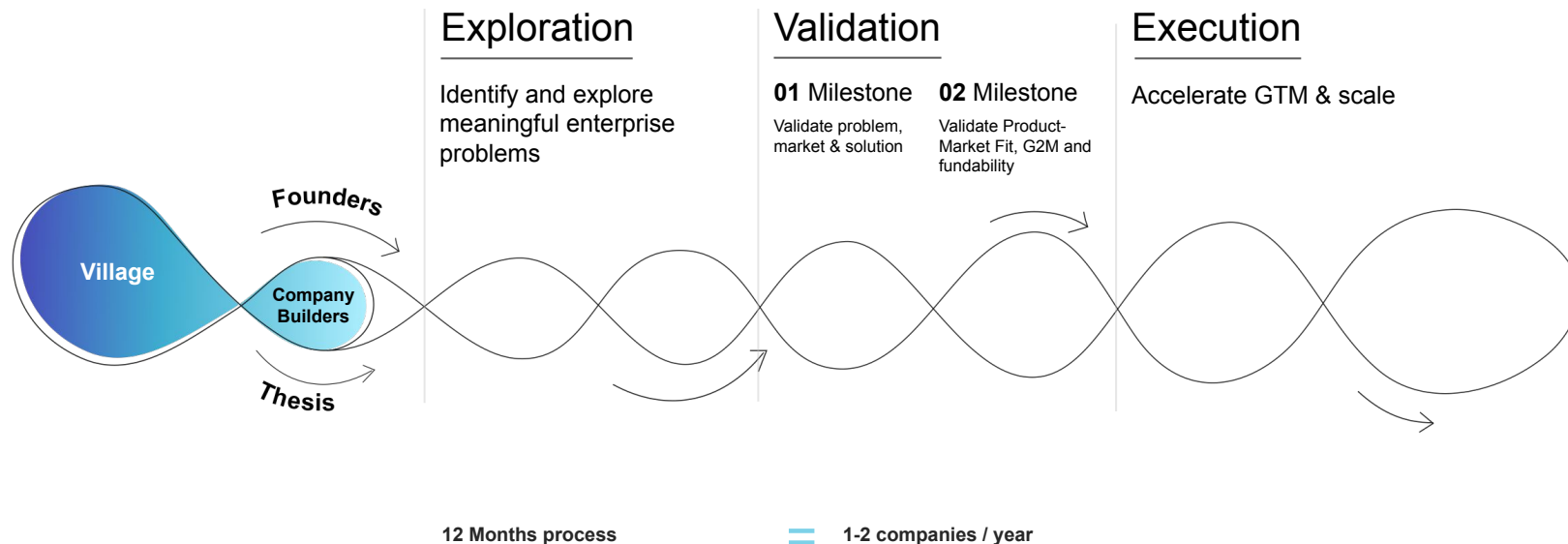


*Top 10% VCs' exit ratio is ~25% (e.g. Accel, NEA, Bessemer, Sequoia)


**Out of 30k deals in the past decade, 64% of investments lost money, and only 18% returned 3x or more (Shown by research conducted by Correlation Ventures in 2018)

How does it work?

We execute a **unique & proven product market fit process** to increase the probability of success




With all the right people

 Customers and Partners


 Village

 Domain experts

 CAB

 Fund board members

 Potential investors

 Vehicle investors

 Team8



Meet Team8

SERIAL ENTREPRENEURS		ENTERPRISE EXECUTIVES		ATTACKER PERSPECTIVE
CYBER POD		FINTECH POD	HEALTH POD	TEAM8 PLATFORM



Amir Zilberstein
Managing Partner,
Team8 Enterprise



Charles Blauner
Operating Partner,
CISO in Residence



Bob Blakley
Operating Partner



Mike Rogers
Former Director,
NSA



Robert Wiseman
VP
Team8 Enterprise



Shirly Ozer
Director of Strategy
& Business Research



Raviv Kerem
Strategy & Business
Research Manager



Shiri Yanay
Executive Assistant



Rakafet Russak-Aminoch
Managing Partner,
Team8 Fintech



Yuval Tal
Managing Partner,
Team8 Fintech



Ronen Assia
Managing Partner,
Team8 Fintech



Galia Beer-Gabel
Managing Partner,
Team8 Fintech



Yoav Koren
Business Operations
Director



Noga Lakritz
Director of Strategy
& Business Research



Sarit Firon
Managing Partner,
Team8 Capital



Liran Grinberg
Managing Partner,
Team8 Capital



Hadar Siterman Norris
Managing Partner,
Team8 Capital



Adi Foksheneanu
Business Development
Director



Stav Wolf
Business Research
Analyst



Rachel Caplin
Business
Development



Liran Amrany
VP Product



Dr. Kinneret Livnat Savitzky
Managing Partner,
Team8 Health



Israel Grimberg
Partner,
Team8 Health



Assaf Mischari
Managing Partner
Team8 Health



Shani Elmaliach
Operations Manager



Gal Hochberg
Group CTO



Hai Maler
Researcher



Sharon Shmueli
Researcher



Dror Grof
VP
Team8 Health



Yael Kwiatt Livne
VP Business Development
& Operations, Team8 Health



René Bastón
Director of Scientific
Ecosystems & Ideat



Maya Poolat
Executive Assistant



Smadar Ludomirski Esteron
VP Business Development
& Marketing



Aaron Dubin
VP of Business Research
& Strategy



Natali Mallel
Director of Marketing



Nadav Zafrir
Managing Partner,
Team8 Platform



Yuval Shachar
Managing Partner,
Team8 Group



Roy Heldshtein
COO & CFO
Team8 Group



Netta Kaduri
Corporate Communications
Manager



Tom Sadon
Marketing Director



Brett Schor
Marketing Director



Talia Zimmerman
Associate Director, Marketing



Dr. Eidad Rom
VP Organizational Development



Aviv Yonas
VP Human Resources



Adi Kuperly
Talent Acquisition Manager



Michal Kollmann
Talent Acquisition Specialist



Ben Bornstein
VP Finance



Nufar Rogel
Operations Manager



Yarden Hacmon
IT Manager



Mor Livni
Office Manager



Sarah Guthartz
NY Office Manager



Irena Sumsky
Financial Controller



Shir Hason
Executive Assistant



Danielle-Maya Alterman
Executive Assistant



Alex Fridman
Legal Counsel



Eviatar Ben Simon
IT Manager



Feona Brodin
Bookkeeper



Tanya Shirman
Bookkeeper



Maya Greenberg
Bookkeeper



Karin Minkov
Financial Controller



Aviva Sultan
Team8 Mummy



Paz Menshes
Business Development
and Innovation



Asaf Azulay
VP Marketing



Aviad Harrell
Managing Partner



Gadi Evron
Senior Director

Team8 Serial Entrepreneurs

SERIAL ENTREPRENEURS		ENTERPRISE EXECUTIVES		ATTACKER PERSPECTIVE	
CYBER POD		FINTECH POD		HEALTH POD	
				TEAM8 PLATFORM	



Yuval Tal
Managing Partner,
Team8 Fintech
 Payoneer



Yuval Shachar
Managing Partner,
Team8



Aviad Harell
Managing Partner,
Team8 Enterprise
 sisense



Amir Zilberstein
Managing Partner,
Team8 Enterprise

CLAROTY GITA WATERFALL



Ronen Assia
Managing Partner,
Team8 Fintech
 'ETORO'



Gadi Evron
CISO in Residence
Team8

citi symmetria WORLD ECONOMIC FORUM



Gal Tal-Hochberg
Group CTO, Team8
 Clearx M

Team8 Executives

with corporate backgrounds

SERIAL ENTREPRENEURS		ENTERPRISE EXECUTIVES	ATTACKER PERSPECTIVE
CYBER POD	FINTECH POD	HEALTH POD	TEAM8 PLATFORM



Rakefet Russak-Aminoach
Managing Partner,
Team8 Fintech



Sarit Firon
Managing Partner,
Team8 Capital



Roy Heldshtein
COO & CFO
Team8 Group



Mike Rogers
Operating Partner,
Team8



Hadar Siterman Norris
Partner, Team8 Capital



Galia Beer-Gabel
Partner, Team8 Fintech



Asaf Azulay
VP Marketing, Team8



Demetrios Kouzoukas
Partner, Team8 Health



Charles Blauner
Operating Partner,
Team8



Nadav Zafrir
Managing Partner,
Team8



Bob Blakley
Operating Partner,
Team8



Smadar Ludomirski Esteron
VP Business Development
& Marketing, Team8



Team8 Attacker Perspective

SERIAL ENTREPRENEURS		ENTERPRISE EXECUTIVES	ATTACKER PERSPECTIVE
CYBER POD	FINTECH POD	HEALTH POD	TEAM8 PLATFORM



Amir Zilberstein
Managing Partner,
Team8 Enterprise

CLAROTY GITA WATERFALL



Nadav Zafrir
Managing Partner,
Team8



Shirly Ozer
Director of Strategy
& Business Research

Deloitte



Gadi Evron
Senior Director,
Team8

citi Cymmetria WORLD ECONOMIC FORUM



Liran Grinberg
Managing Partner,
Team8



Paz Menshes
Business Development
& Innovation

DIRECT INSURANCE



Tom Sadon
Marketing Director

Cognyte VERINT



Israel Grimberg
Partner, Team8



Mike Rogers
Operating Partner,
Team8



Sharon Shmueli
Researcher

BIONIC



Gal Tal-Hochberg
Group CTO, Team8

Clearx



Assaf Mischari
Managing Partner,
Team8



Robert Wiseman
VP Enterprise
Team8 Enterprise

BIONIC CLAROTY

Team8 Cyber Pod

SERIAL ENTREPRENEURS	ENTERPRISE EXECUTIVES	ATTACKER PERSPECTIVE	
CYBER POD	FINTECH POD	HEALTH POD	TEAM8 PLATFORM



Tom Sadon
Marketing Director



Shirly Ozer
Director of Strategy
& Business Research



Raviv Kerem
Strategy & Business
Research Manager



Robert Wiseman
VP Enterprise
Team8 Enterprise



Gadi Evron
Senior Director,
Team8



Mike Rogers
Operating Partner,
Team8



Liran Grinberg
Managing Partner,
Team8



Yuval Shachar
Managing Partner,
Team8



Israel Grimberg
Partner, Team8



Amir Zilberstein
Managing Partner,
Team8 Enterprise



Sharon Shmueli
Researcher



Gal Tal-Hochberg
Group CTO, Team8



Assaf Mischari
Managing Partner,
Team8



Charles Blauner
Operating Partner,
Team8



Bob Blakley
Operating Partner,
Team8



Aaron Dubin
VP of Business
Research & Strategy



Nadav Zafrir
Managing Partner,
Team8



Paz Menses
Business Development
& Innovation



Team8 Fintech Pod

SERIAL ENTREPRENEURS	ENTERPRISE EXECUTIVES	ATTACKER PERSPECTIVE	
CYBER POD	FINTECH POD	HEALTH POD	TEAM8 PLATFORM



Sarit Firon
Managing Partner,
Team8 Capital



Ronen Assia
Managing Partner,
Team8 Fintech



Hai Maler
Researcher



**Rakefet
Russak-Aminoach**
Managing Partner,
Team8 Fintech



**Hadar Siterman
Norris**
Partner, Team8 Capital



Noga Lakritz
Director of Strategy
and Business Research,
Team8 Fintech



**Galia
Beer-Gabel**
Partner, Team8 Fintech



Yoav Koren
Business Operations
Director, Team8 Fintech



Yuval Tal
Managing Partner,
Team8 Fintech



Stav Wolf
Business Research
Analyst, Team8
Fintech



Brett Schor
Marketing Director,
Team8

Team8 Digital Health Pod

SERIAL ENTREPRENEURS	ENTERPRISE EXECUTIVES	ATTACKER PERSPECTIVE
CYBER POD	FINTECH POD	HEALTH POD
		TEAM8 PLATFORM



Dror Grof
VP, Team8 Health



Yael Kwiat Livne
VP Business Development
& Operations, Team8 Health



Dr. Kinneret Livnat Savitzky
Managing Partner,
Team8 Health



Israel Grimberg
Partner, Team8



Demetrios Kouzoukas
Partner, Team8 Health



Maya Poolat
Executive Assistant



Assaf Mischari
Managing Partner,
Team8



The Team8 Platform Team

SERIAL ENTREPRENEURS		ENTERPRISE EXECUTIVES		ATTACKER PERSPECTIVE
CYBER POD	FINTECH POD	HEALTH POD	TEAM8 PLATFORM	



Dr. Eldad Rom
VP Organizational
Development



Yuval Shachar
Managing Partner,
Team8



Charles Blauner
Operating Partner,
Team8



Roy Heldshtein
COO & CFO
Team8 Group



Gadi Evron
Senior Director,
Team8



Aviv Yonas
VP Human
Resources



Bob Blakley
Operating Partner,
Team8



Asaf Azulay
VP Marketing, Team8



Ben Bornstein
VP Finance



Natali Mallel
Director of Marketing



Mike Rogers
Operating Partner,
Team8



Aaron Dubin
VP of Business Research
& Strategy



**Smadar Ludomirski
Esteron**
VP Business Development
& Marketing, Team8



Talia Zimmerman
Associate Director,
Marketing



Michal Kollmann
Talent Acquisition
Specialist



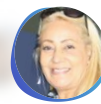
Netta Kaduri
Corporate
Communications
Manager



Gal Tal-Hochberg
Group CTO, Team8



Adi Kuperly
Talent Acquisition
Manager



Aviva Sultan
Team8 Mummy



Eviatar Ben Simon
IT Manager



Nufar Rogel
Operations
Manager



Maya Greenberg
Bookkeeper



Feona Brodin
Bookkeeper



Tanya Shirman
Bookkeeper



Karin Minkov
Financial Controller



Alex Fridman
Legal Counsel

And are backed by a diverse Board of Advisors



Amy Geiger
CISO,
Huntington



Ann Johnson
Corporate VP-
Security, Compliance,
& Identity, Microsoft



Matt Gyde
President and CEO,
Security Division,
NTT



Daniel Barriuso
CISO,
Santander



Tyson Kopczynski
SVP, CISO,
Opportun



Justin Berman
CISO,
Thirty Madison



Brett Hartman
Ex. VP & CTO
Cisco



Kirsten Davies
CISO,
Unilever



Steve Sparkes
CISO,
Scotiabank



Ian Miller
CIO,
Weil, Gotshal & Manges



Jerry Geisler
SVP & Global CISO,
Walmart



John Petersen
CISO,
Nestlé



Omkhar Arasaratnam
Engineering Director,
Google



Sounil Yu
CISO & Head of Research
Jupiter One



Supported by dedicated, hands on, in-house experts

70+

**Company
Builders**



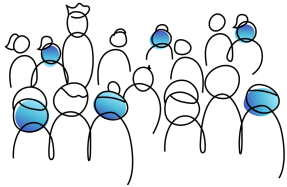
Ideation &
Validation



Tech Research
& Product
development



HR &
Recruiting



Business
Development &
Sales
Acceleration



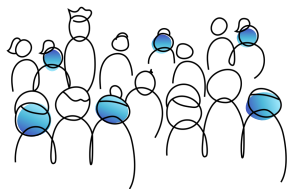
Marketing



Strategy &
Business Research

Supported by dedicated, hands-on, in-house experts

70+
**Company
Builders**



Ideation &
Validation



Tech Research
& Product
Development



HR &
Recruiting



Marketing



Strategy &
Business Research



Business
Development &
Sales
Acceleration

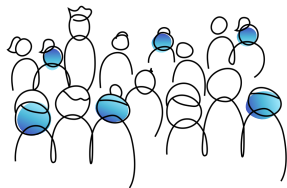


**Attracted 40 CISOs
and domain experts
to participate in
Milestone 1 validation
event**

oxsecurity

Supported by dedicated, hands-on, in-house experts

70+
**Company
Builders**



Ideation &
Validation



Tech Research
& Product
Development



HR &
Recruiting



Business
Development &
Sales
Acceleration



Marketing



Strategy &
Business Research

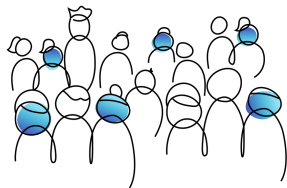


**Recruited 115 tech
talents for our
portfolio companies
in 2021**

Two-thirds were sourced through
our cross-referral program

Supported by dedicated, hands-on, in-house experts

70+
**Company
Builders**



Ideation &
Validation



Tech Research
& Product
Development



HR &
Recruiting



Business
Development &
Sales
Acceleration



Marketing



Strategy &
Business Research



Doug McMillon
Walmart's President & CEO

Walmart ✱

**Cultivated multiple
fruitful partnerships
with Walmart:**

Customer of *illusive*

SYGNIA

Noogata

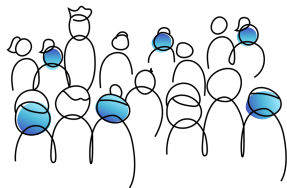
AKEYLESS

Design partner for

Harmonya

Supported by dedicated, hands-on, in-house experts

70+
**Company
Builders**



Ideation &
Validation



Tech Research
& Product
Development



HR &
Recruiting



Business
Development &
Sales
Acceleration



Marketing

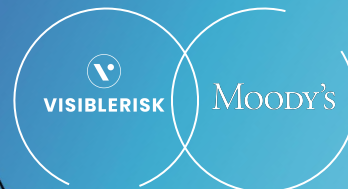


Strategy &
Business Research



**Initiated a
strategic JV with
Moody's**

Including ideation &
defining the structure



And collaborate with hundreds of **powerful and engaged enterprises**

350+

C-level execs

25%

Are Fortune 500

300+

Enterprises

55%

Are Forbes G2000

10+

Countries

Multi-sector

Financial services | Healthcare | Retail
Manufacturing | Software | Oil & Gas

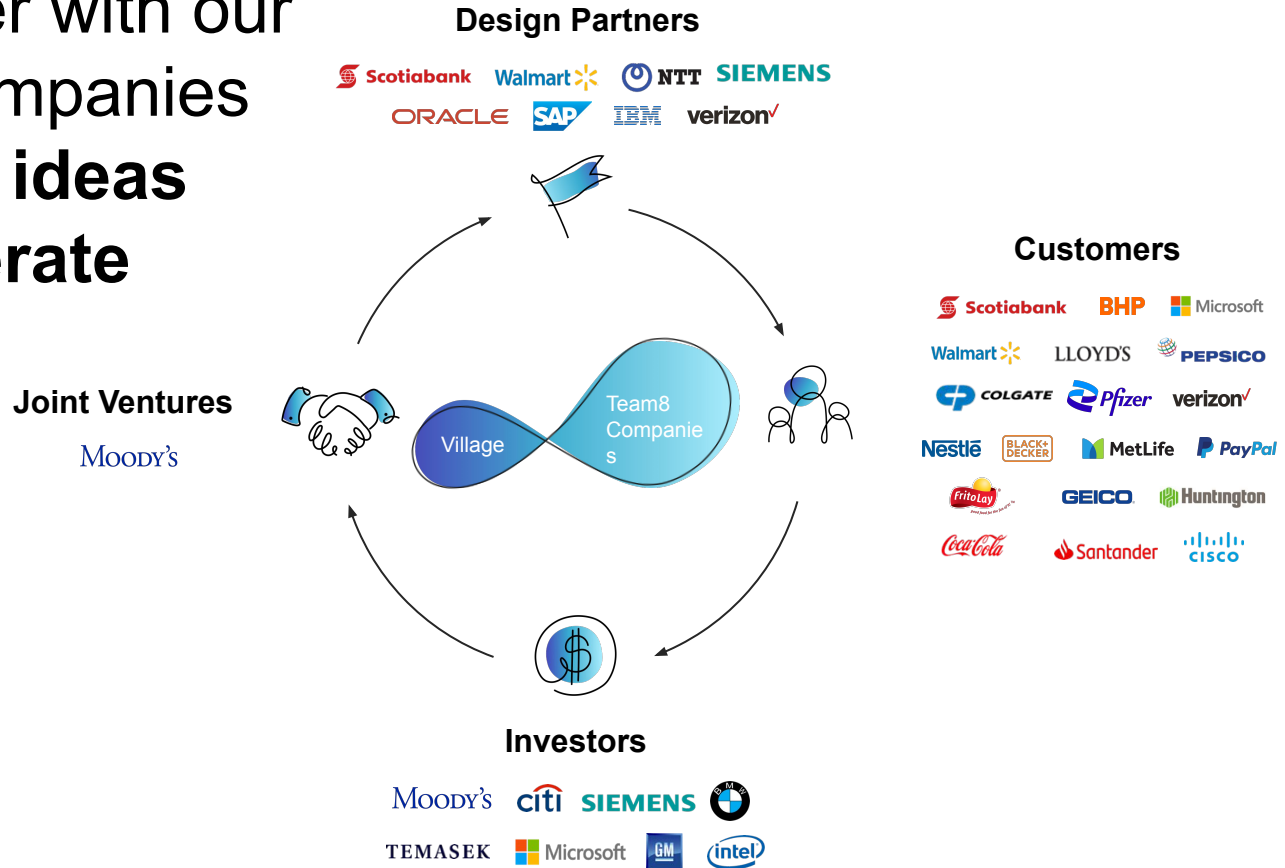
Team8 Strategic Investors



Sample Village Members



Who partner with our portfolio companies to validate ideas and accelerate growth



We team up with world class founders



Amir Zilberstein

Co-founder & CEO,
Claroty



**SERIAL ENTREPRENEUR
EX-8200 TECHNOLOGY**

- Former Co-founder @ Gita Technologies, Waterfall Security



Derek Vadala

Co-founder & CEO,
VisibleRisk



**GLOBAL CORPORATE
EXECUTIVE**

- Former CISO @ Moody's



Galina Antova

Co-founder & CBDO,
Claroty



**GLOBAL BIZ DEV
EXPERTISE**

- Cyber Security expert
- Former Head of Industrial Security Services @ Siemens



Neatsun Ziv

Co-founder & CEO,
OX.Security

**2ND TIMER, CYBER
SECURITY EXECUTIVE**

- Former Founder & CEO of Vanadium Security
- Former VP of Threat Intelligence @ Checkpoint



Cem Kent

Co-founder & CEO,
Harmonya



**2ND TIMER, GLOBAL
EXPERIENCE**

- Former Co-founder @ Even Responsible Finance (Acquired by Walmart)



Ran Etzion

Co-founder & Head of
Product, Harmonya



**GREW IN TEAM8,
COMPANY BUILDER**

- Former Head of Data & AI Research @Team8
- Former Product Management Expert @ Illusive Networks, Team8 company



**Prof. Shafi
Goldwasser**

Co-founder, Duality



ACADEMY

- Turing Award Winner
- Cryptographer
- Co-inventor of Zero Knowledge Proof



Itay Malinger

Co-founder & CEO,
Curv



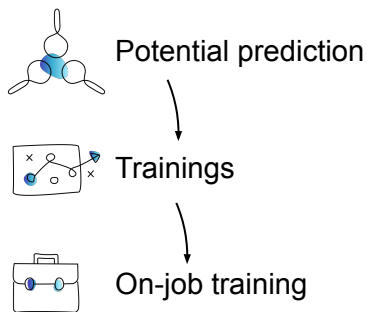
**EX-8200 TECHNOLOGY
AND INTELLIGENCE UNIT**

- Technology expert
- Former executive @ Akamai



Leveraging and accelerating talent sourcing tactics

The Israeli unit 8200 as a great engine for tech top talents mapping and recruiting



Team-8 enhanced access to “the top 1% of the 1%”
of the startup-nation technology talent pool

Centralized system for talent acquisition across Team8 & portfolio companies

Cross-referral program led by Team8’s brand and scale



Over 70%
of employees recruited by the referral program



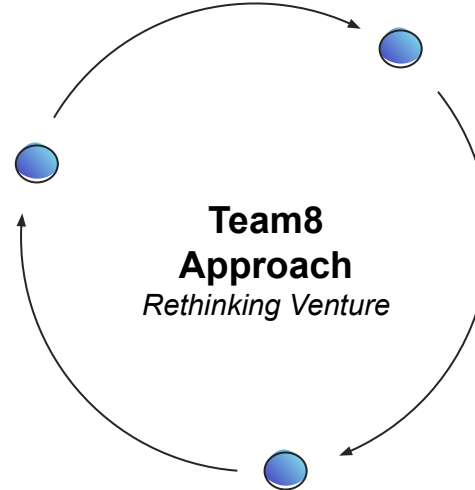
Over 50%
of Team8 leadership & R&D are 8200 graduates



The best tech school on earth is **Israeli army unit 8200**

BUSINESS INSIDER

All of this dramatically
increases the
**probability and
magnitude of
success**

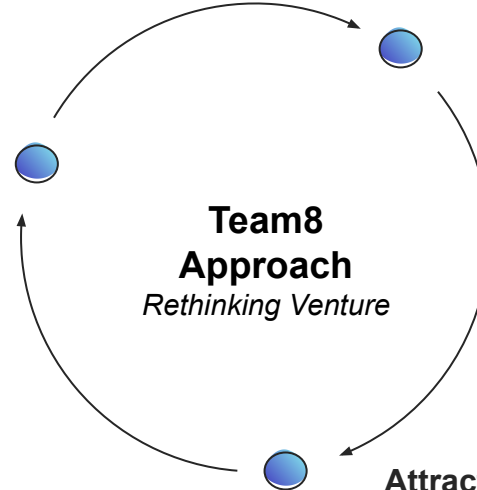


**Continuous learning
and iteration**

At each moment in time **we're
building 5-6 companies**

We're constantly learning and
refining our model

All of this dramatically
increases the
**probability and
magnitude of
success**



Continuous learning and iteration

At each moment in time we're building 5-6
companies

We're constantly learning and refining our
model

Attract more world-class founders



Yaniv Vardi
CEO, Claroty



Derek Vadala
Co-founder &
CEO, VisibleRisk



Moody's



Galina Antova
Co-founder &
CBDO, Claroty

SIEMENS

All of this dramatically
increases the
**probability and
magnitude of
success**

Solve bigger problems,
build better companies



**Team8
Approach**
Rethinking Venture

**Continuous learning
and iteration**

At each moment in time we're building 5-6
companies

We're constantly learning and refining our
model

**Attract more world-class
founders**



Yaniv Vardi
CEO, Claroty



Derek Vadala
Co-founder &
CEO, VisibleRisk

Moody's



Galina Antova
Co-founder &
CBDO, Claroty

SIEMENS

All of this dramatically
increases the
**probability and
magnitude of
success**

Solve bigger problems,
build better companies



**Team8
Approach**
Rethinking Venture

Attract better partners &
investors

Attract more world-class
founders



Yaniv Vardi
CEO, Claroty



Derek Vadala
Co-founder &
CEO, VisibleRisk



Galina Antova
Co-founder &
CBDO, Claroty



centrica

Moody's

SIEMENS

We've built 11 companies (2 in stealth)

CYBER

CLAROTY

IoT
Security

Bessemer
Venture
Partners
TEMASEK
GM 4D NORTH TEAMS

UNICORN

 **VISIBLERISK**

Cyber Risk
Assessment

TEAMS

UNICORN

SYGNA

Incident Response &
Consulting

TEMASEK

ACQUIRED

 **portshift**

Kubernetes
Security

MARKER LLC

ACQUIRED

 **curv**

Digital Asset
Security

PayPal TEAMS

ACQUIRED

 **HYSOLATE**

Endpoint Protection &
Productivity

Bessemer
Venture
Partners
planv
Innovation
Partnerships
TEAMS

ACQUIRED

illusive

Advanced Threat
Protection

NEA FORT ROSS TEAMS

OX.Security

Developer-First Product
Security Guardrails

TEAMS

* IN STEALTH

Gem.Security

Cloud native detection and
response

TEAMS

* IN STEALTH

DATA

 **Duality**

Secure
Computation

intel TEAMS

 **Noogata**

Enterprise
Class AI

SKYLAKE
CAPITAL
TEAMS

HARMONYA

Enterprise
Class AI

TEAMS

FINTECH

spott.

Tailored Financial
Solutions for Ecommerce
Sellers

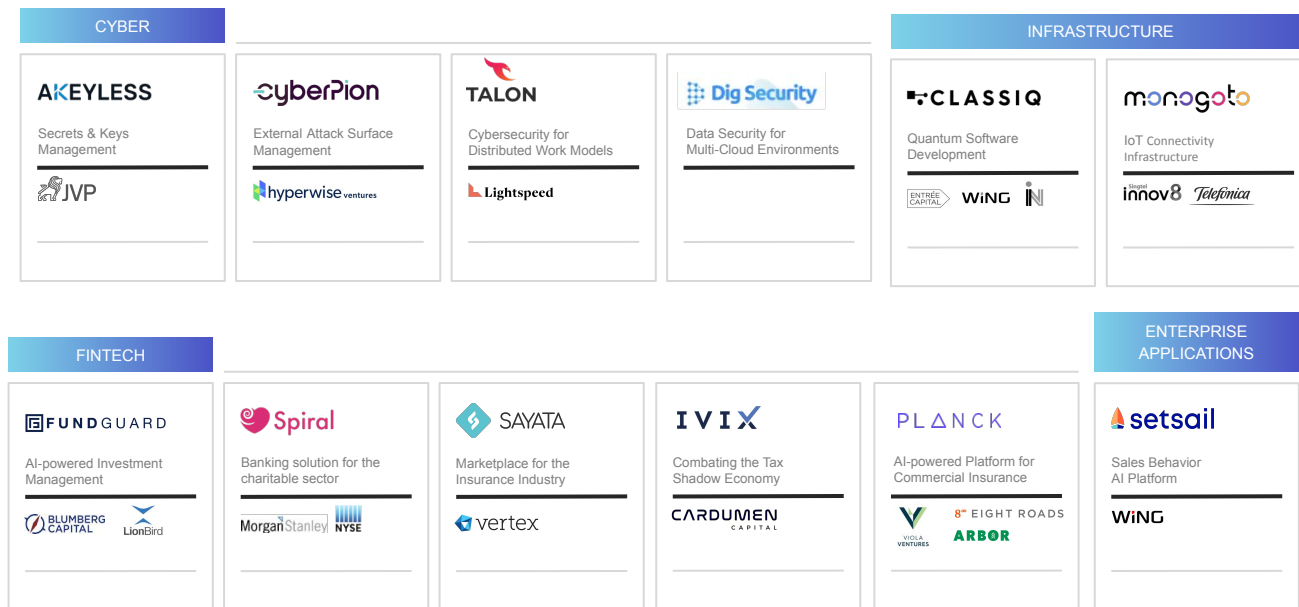
VIOLA
VENTURES
TEAMS

 **april**

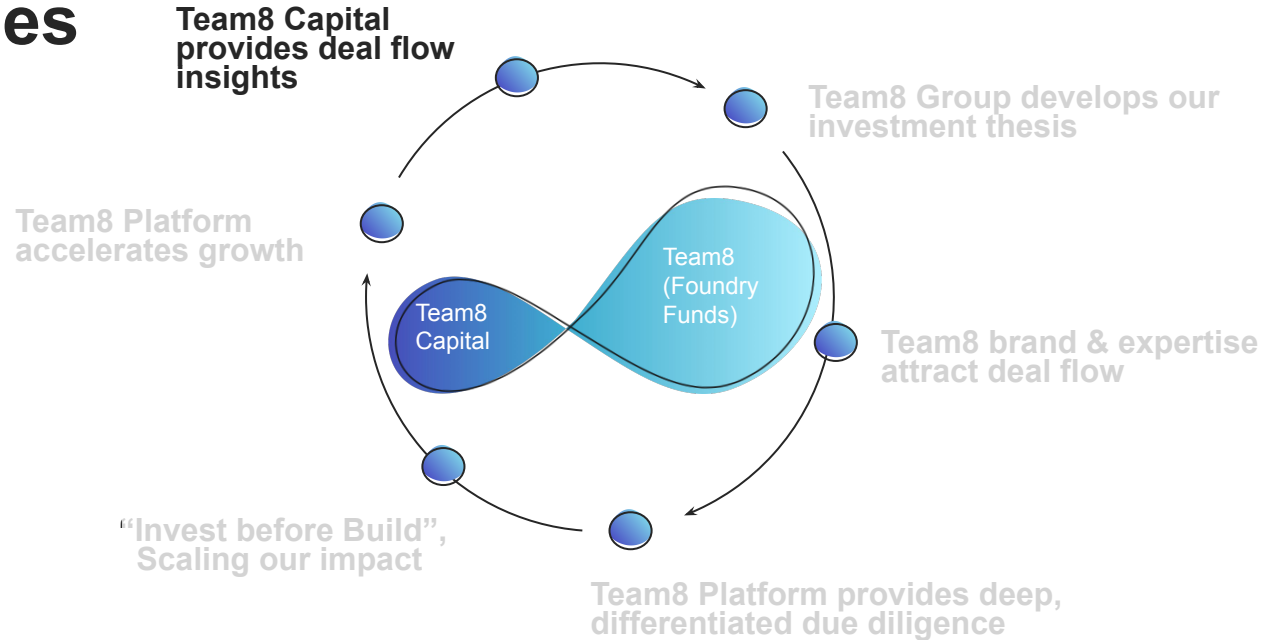
Embedded
Tax-as-a-Service

QED
INVESTORS
TEAMS

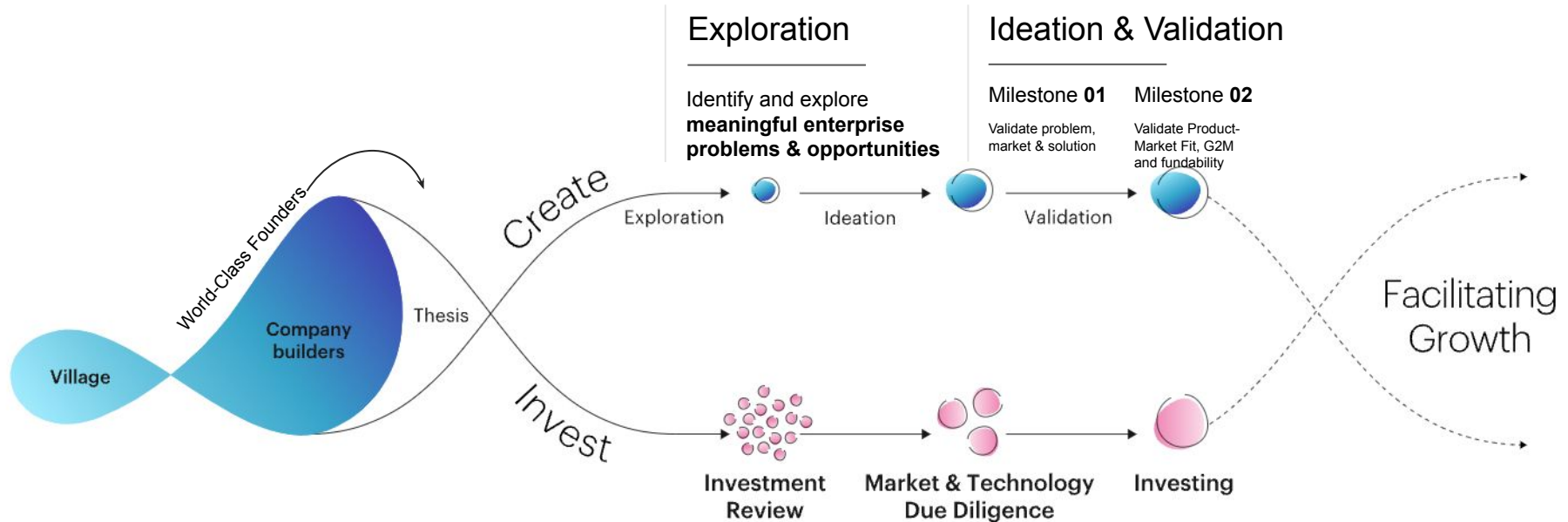
To further **accelerate** our learning & **increase** our impact, **we launched Team8 Capital**



We identify, invest in and support top-tier founders & early stage companies



Which allows us to *further* execute on the proven **product market fit process**



Sygnia

Ideation start

01 Q1 2015

Thesis:

As sophisticated cyberattacks will increase, the need for top-tier incident response capabilities will skyrocket. The current leader in the space is struggling due to talent dilution.

Company building

Gate 1

02 Q3 2015

Thesis:

Israel has an unfair advantage in access to talent, know-how, and attacker perspective that would allow the creation of a faster and more agile incident response service solution that can grow to include cyber assessment and posture management.

Gate 2

03 Q1 2016

Process completion:

Core management and incident response team are in place. Sygnia already has large US enterprises paying customers.

Rapid scaling:

Sygnia provides services for Fortune 500 companies and is profitable. Team scales fast, and unique technologies are developed internally to assist in faster and more accurate incident response.

Exit

04 Q4 2018

Acquisition:

By Temasek as part of a new global security initiative

**Acquisition
Q4 2018
\$250M**

TEMASEK

Gross Multiple
28.9x
TTE ~3 Years

**Completion
of Seed \$4.3M**

Q1

Q2

Q3

Q4

Q1

Q2

Q4

2015

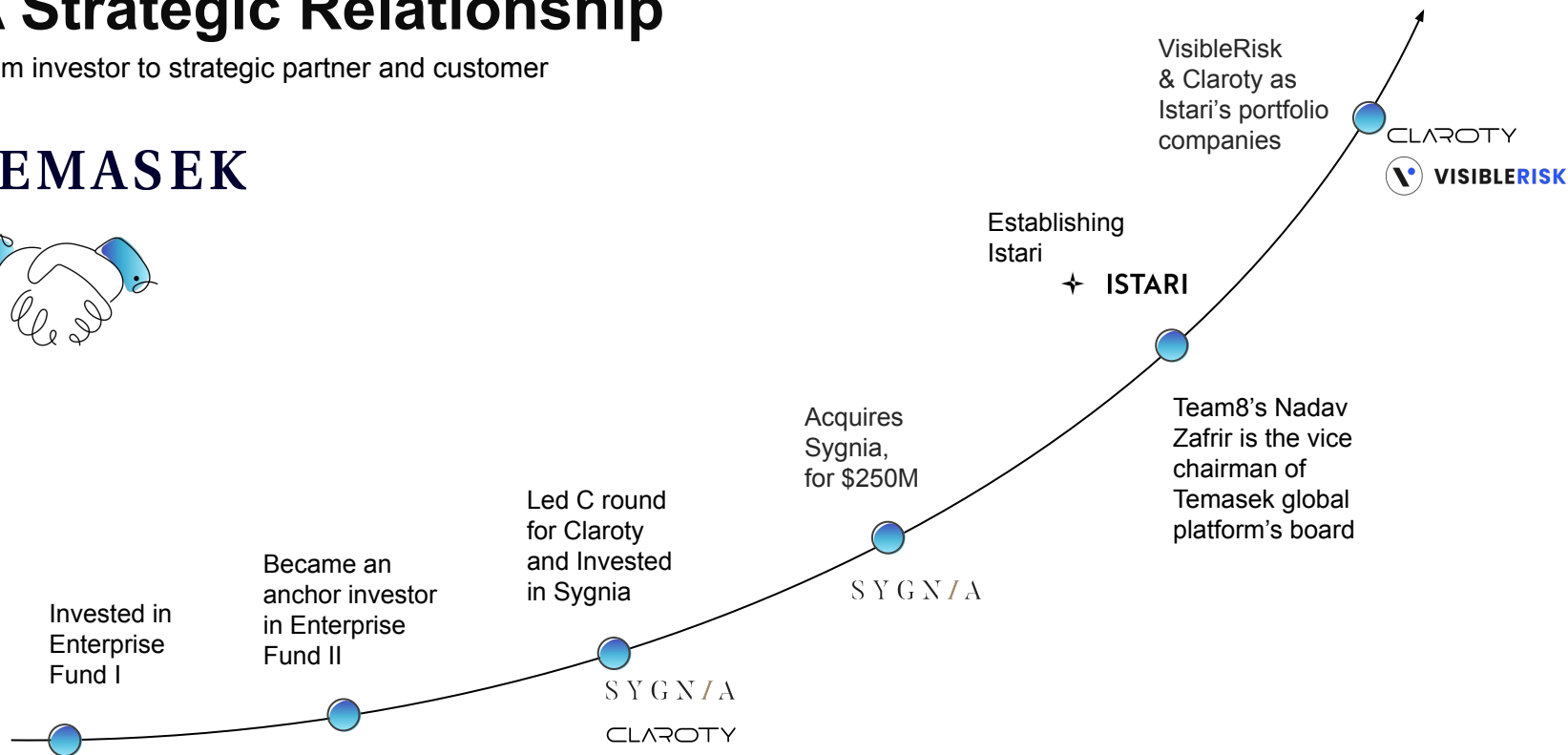
2016

2018

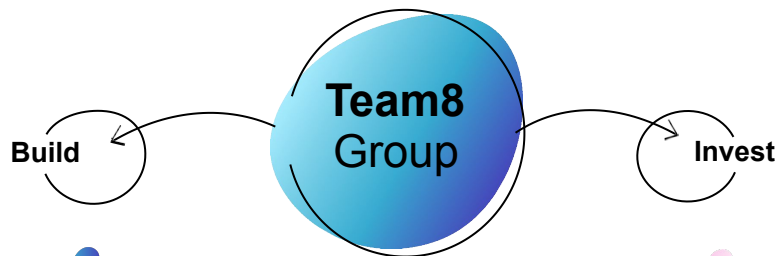
A Strategic Relationship

From investor to strategic partner and customer

TEMASEK



In Summary



2014	Enterprise Foundry I Built 5 companies	\$42M
2018	Enterprise Foundry II Built 7 Companies	\$85M
2020	Fintech Foundry I Building 5-6 Companies	\$100M

2019	Team8 Capital I Invested in 12 Companies	\$160M
------	---	---------------

Raising

2022	Healthcare Foundry I	\$100M
2022	Enterprise Foundry III	\$100M

Raising

2022	Team8 Capital II	\$250M
------	------------------	---------------

Collaborate with us

By joining as a



01 Villagers

Gain an insider view into new technologies through curated workshops and exclusive community events

02 Investors

Join Team8's brain-trust and participate in our unique gating sessions to help inform the company-creation process

03 JVs

Co-venture with us by being a partner of the founding team

04 Co-founders

Leverage our domain expertise, operational experience, and global network of industry leaders to build a category-leading company with us

CISO SUMMIT

JUNE 21-25, 2023

TEAM 8™





Team8 turns the usual tech model on its head. Rather than looking for promising companies to nurture and fund, Team8 looks for problems... and brings together entrepreneurs and experts to create a new company from scratch.”

Inc.



Thank you

