

ATAS

Live-Fire Cyber Range + LMS for job-ready cybersecurity talent

AppSecCL (AppSec Consulting LLC)

Proof-of-Concept deck (Connecticut Innovations focus)

Problem: cybersecurity training is not skills-validated

What breaks today

- Passive learning (videos/quizzes) does not prove real-world readiness
- Labs are hard to run: environment drift, setup time, resets, inconsistent scoring
- Skills evidence is fragmented (no audit-ready reporting for stakeholders)
- Role alignment is unclear (SOC/AppSec/Cloud/IR paths are not standardized)

Impact on organizations

- Longer time-to-productivity for new hires and apprentices
- Higher incident risk due to uneven skill verification
- Hard to standardize training outcomes across cohorts and programs

Bottom line: stakeholders need repeatable live-fire labs with measurable outcomes.

Solution: ATAS delivers outcome-based live-fire training

ATAS = LMS + Cyber Range Engine + Reporting

- Live-fire labs and scenarios (CTF, red/blue, mission labs)
- Automated provisioning + reset/clone for consistent instruction
- Role-based paths aligned to NICE work roles (SOC, AppSec, Cloud, IR)
- Scoring, evidence capture, and exportable cohort reporting
- RBAC + SSO (SAML/OIDC) for enterprise and public-sector readiness

Repeatable Labs

Templates, resets, and guided steps that work the same every run.

Measurable Outcomes

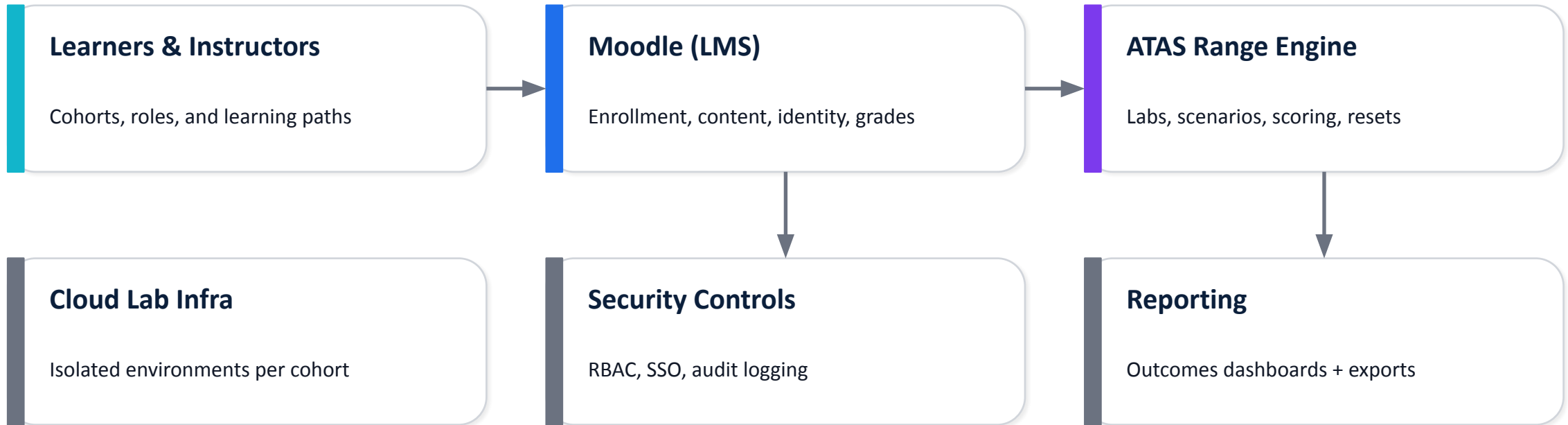
Pre/post assessments, lab scores, and skill deltas per cohort.

Program Ready

Cohort controls, reporting, and identity integrations.

How it works: Moodle + ATAS Range Engine

High-level architecture (POC)



POC focus: prove repeatable lab delivery + measurable cohort outcomes with CT-based pilot partners.

Proof-of-Concept plan (90–120 days)

What CI funding accelerates

Milestones

- Harden MVP: multi-tenant isolation, scenario templates, exportable reporting
- Run 2 pilot cohorts (25 learners each) and capture outcome metrics
- Validate NICE role mappings and assessment rubrics
- Document pilot results and scale plan for repeatable deployments

Funding ask

\$50K–\$100K (CI standard convertible note)

Use of funds

- Engineering: lab orchestration, resets, reporting exports
- Pilot delivery: environments + instructor enablement
- Connecticut footprint: initial operations and hiring

Deliverables to CI: pilot outcomes report + readiness dashboards + scale plan.

Early traction & owned distribution

Validation signals

66K+

campaign views
(YouTube)

17K+

professionals engaged

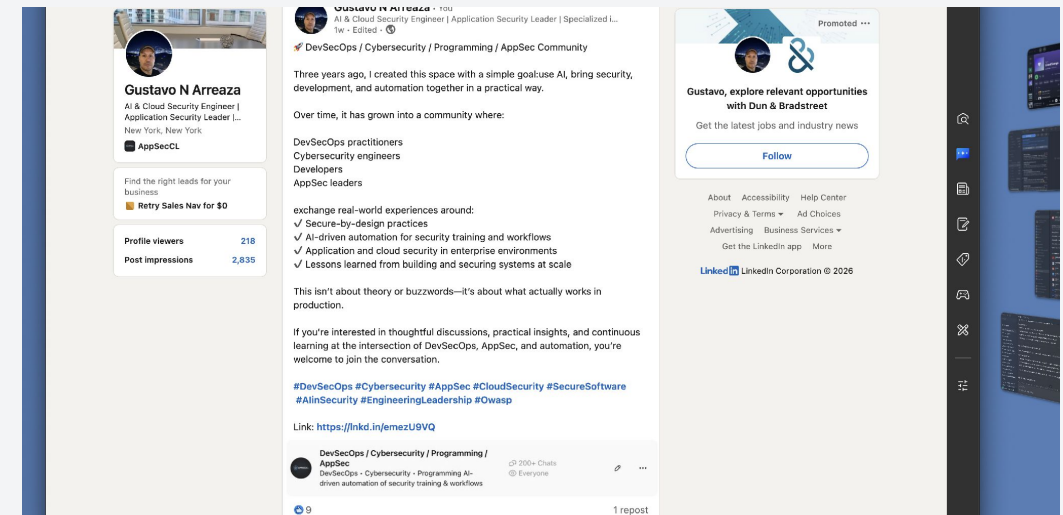
100+

early users /
feedback

Community traction (top-of-funnel)

- Built and moderate a DevSecOps / Cybersecurity / AppSec community
- Used to recruit pilot cohorts and validate modules quickly
- Practical focus: secure-by-design, automation, and production lessons

Community proof (LinkedIn)



Link: <https://lnkd.in/emezU9VQ>

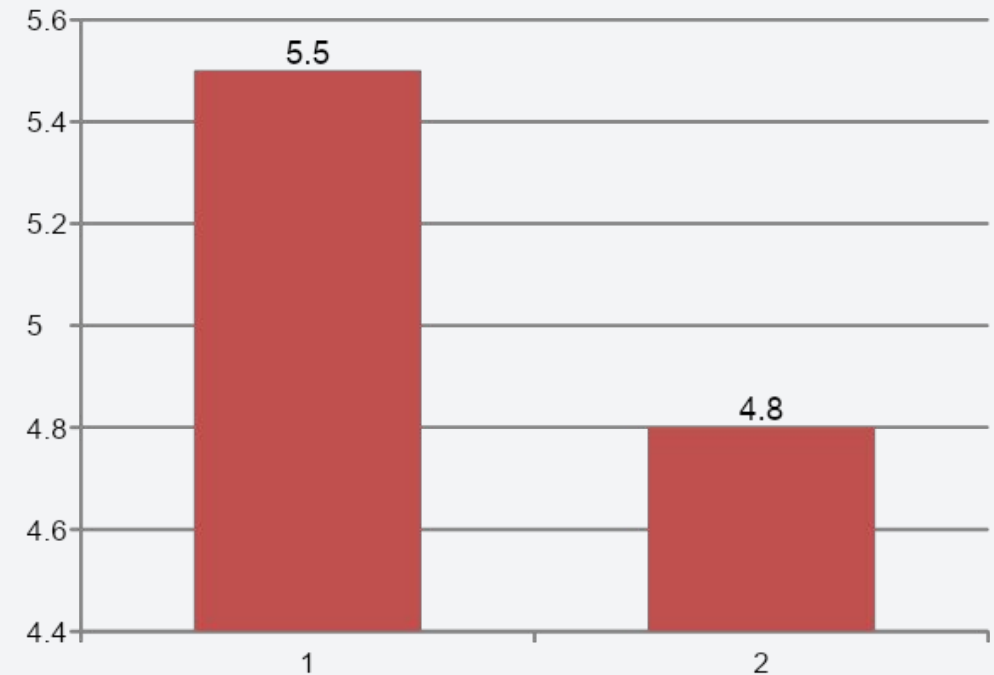
Market context: skills gap + demand for measurable readiness

Why now

- Organizations face a persistent cybersecurity workforce gap, increasing pressure on upskilling and readiness programs.
- Public-sector and education buyers need evidence-based training with measurable outcomes.
- Hands-on, repeatable labs reduce reliance on ad-hoc environments and improve comparability across cohorts.

ATAS targets workforce, education, and regulated teams that require auditable skill validation.

Global cybersecurity workforce (ISC2, 2024)



Note: values approximate (5.5M active; 4.8M gap).

Business model

SaaS + pilot enablement

Pilot (POC)

- 1 cohort (25 learners)
- Core scenarios + reporting
- Instructor enablement

Program

- Annual cohorts
- Role paths (SOC/AppSec/Cloud)
- Private tenant option

Enterprise / Public Sector

- SSO/RBAC + audit logs
- Custom scenarios
- Support + SLAs

Pricing is finalized after pilots based on cohort size, lab hours, and deployment model.

Pilot success metrics (ROI)

We measure outcomes, not attendance

Skill delta

Pre/post assessment + lab score improvement per cohort

Time-to-task

Median time to complete core objectives (repeatable labs)

Evidence quality

Audit-ready exports: progress, scores, completion, rubric

Program efficiency

Instructor time saved via automated provisioning/resets

POC target: 2 cohorts (25 learners each) with documented metrics and a repeatable deployment playbook.

Go-to-market strategy

Land (Pilot)

- 1 cohort (25 learners)
- Outcome report + stakeholder dashboard
- Fast deployment with templates

Expand (Program)

- Annual cohorts
- Add role paths (SOC/AppSec/Cloud/IR)
- Private tenant + integrations

Scale (Channel)

- Training partners / integrators
- Workforce boards & education networks
- Public-sector procurement support

Owned distribution: AppSecCL community → pilot recruitment → repeatable programs.

Connecticut anchor plan (CI eligibility & growth)

Commitment

AppSecCL will expand to Connecticut to establish a U.S. anchor for pilots, hiring, and partnerships.

Initial footprint (target: within 180 days)

- Establish CT operating location for pilots and delivery
- Hire 1–2 CT-based roles (Range Ops/Cloud + Curriculum/Instructor)
- Partner with a CT workforce/education organization for pilot cohorts
- Scale toward HQ + $\geq 50\%$ employees in CT as programs expand

CI requirements we align to

- Proof-of-concept stage: MVP hardening + customer pilots
- Primary location: HQ and $\geq 50\%$ employees in Connecticut
- Funding: up to \$100K standard convertible note

Pilot partners (examples)

Community colleges • workforce boards • state/local agencies • training partners

Team

Gustavo Nieves Arreaza

CEO & Founder

- 15+ years in DevSecOps / Application Security / Cloud Security
- Built security training and automation programs for technical teams
- Bilingual (English / Spanish)
- Community builder for DevSecOps and AppSec practitioners

Hiring plan (POC)

- Range Ops / Cloud Engineer (CT-based)
- Curriculum / Instructor Lead (CT-based)

Advisors (target)

Workforce/education partner • public-sector
procurement mentor • cybersecurity curriculum expert

Contact

Let's run a Connecticut proof-of-concept pilot cohort.

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Next step: share 1–2 CT pilot partner intros and we will draft the POC plan and timeline.