

Q&A with Joseph Carter, Founder and CEO of R&K Cyber Solutions LLC providing Cybersecurity based on Behavior Computation for Application Security



Joseph Carter
Founder & Chief Executive Officer

R&K Cyber Solutions LLC
www.rkcybersolutions.com

Contact:
Joseph Carter
(703) 326-0755
joseph.carter@rkcybersolutions.com

Interview conducted by:
Lynn Fosse, Senior Editor
CEOCFO Magazine

CEOCFO: Mr. Carter, what is the concept behind R&K Cyber Solutions LLC?

Mr. Carter: The concept behind R&K is higher thinking for higher stakes, always re-innovating ourselves, understanding the market and always looking for new approaches that challenge today's adversaries. R&K would like to refocus today's thought leaders on what it would take to actually provide cybersecurity capabilities in today's market space that are valid tomorrow.

CEOCFO: How are you able to stay on top of all the new ideas; both the new threats and the new potential ways to stop them?

Mr. Carter: For one, it starts with being blessed with an outstanding team. I have been finding the lord position what I would call "the right person for the right moment" sort of like a new way to view time. We do not just want to deliver a capability that does anything similar to what is currently being done. We want to deliver a capability that challenges an attacker to think through a totally new way of how to carry out today's attacks that you actually see.

CEOCFO: Would you give us an example of what that means day to day? What are you doing that is different in your approach?

Mr. Carter: What we are actually doing that is different is, we are actually exploiting a ground breaking science called behavioral computation. Behavioral computation creates something called computed behavior. We are actually looking at new ways to use computed behavior throughout our cybersecurity capability (Cyber 360 Technologies) designed for traditional information technology as well as all of the IoT stuff that you are actually seeing in today's society and we are working through a process that would allow us to ease the hardship and ease the constraint associated with hiring cybersecurity expertise (defining a workforce multiplier). Beside R&K Cyber Solutions, I am a member of the board of directors for Workforce Development for Northern Virginia. We currently have over thirty thousand jobs open to date in the cybersecurity realm. Now, technology is not a problem. There is more than enough technology. The true challenge in cybersecurity is the key personnel that it actually takes to ensure a cybersecurity mission can be accomplished. Now, we are looking at this problem in two ways. We are working on how to take the mandatory science out of cybersecurity entry level positions. How to ease the science requirements out of cybersecurity to take a person from the unemployment line on Monday and into a cybersecurity Tier I position two to three weeks later and be able to fit that person into a fast moving, re-invigorated career to better help society. We are also the only cybersecurity company in the world that offers a

pension program. We believe in giving people more. We actually believe in a true family environment that really care if you are prepared for your future retirement as well as if you are able to send your kid to college. Oftentimes people cannot save money to do both; it is usually one or the other. What we are suggesting is that R&K Cyber Solutions works for the employees as well as the employees work for R&K Cyber Solutions. Instead of saying that, we like to demonstrate.

CEOCFO: What do you look for in your people? How do you know they are right for the organization, both from a technical point of view and from personality?

Mr. Carter: I believe that the Lord puts people in everybody's life for a reason. Even if the personality is a challenging personality, they are still there for a reason and it is up to us all to find the real spiritual value in meeting new people. It is all of our jobs to work together, so for starters we set that as a foundation with R&K Cyber Solutions culture. We believe that awareness is power and work with Bayle & Bender, Inc who adds value in tackling this challenge. We utilize a number of assessments not to weed anyone out, but in hopes of better understanding the values and needs of the potential new hire. The ultimate goal is to better understand each other while realizing that we all have strengths and weakness while keep focus on the desired outcome of not allowing our weaknesses to anchor our strengths. We value what everyone thinks and understand that the diamond does not necessarily come from one group or one individual and it can come from anywhere in the company. Keeping that in mind, it allows new ideas to fly, to float and to blossom. People take ownership. People are happy and people tend to stay longer. People start to look at R&K Cyber Solutions as a part of their life. That is the overall goal, especially for the millennials! Millennials do not want a boss. I tell everyone, "I am no one's boss and try to be a coach." That is because we all have weaknesses, myself included; "I do not want your shortcomings to anchor your potential"

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CEOCFO: Would you explain behavior computation and what that means in terms of cyber threats?

Mr. Carter: Behavior computation is the mathematical precision of what behaviors a software package tells the machine it intends to be carried out no matter how it is defined in the software code. I say this as an R&D 100 Award winner. R&K has spun out the Lenvio Inc to take this science to market as the first of its kind product offering named Hyperion.

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CEOCFO: R&K has won number of awards and recognition. How do you keep up with the demand for your services? Mr. Carter: I do not know if I would look at it as keeping up. We often find ourselves innovating or re-innovating always looking for new ways to support our customers. Cyber security is in high demand and with the lack of resources in human capital it is R&K's most important topic of every day is how do we deliver understanding that hiring will always be a challenge. Thinking this way always proves itself very valuable when ensuring the mission of all of our customers.

CEOCFO: Therefore, we all need to pay attention to R&K Cyber Solutions, LLC?

Mr. Carter: We would love it if everybody decided tomorrow to pay attention to R&K Cyber Solutions, LLC. I am sure that that would be every entrepreneurs dream!

CEOCFO: *It sounds like you have what people need!*

Mr. Carter: I always say we have been blessed to be innovative. However, at the end of the day I am not the well-connected guy. One thing I have learned about this business is that relationships are key. Therefore, I definitely look forward to opportunities like this to allow people to understand R&K or find out about R&K for the first time.

