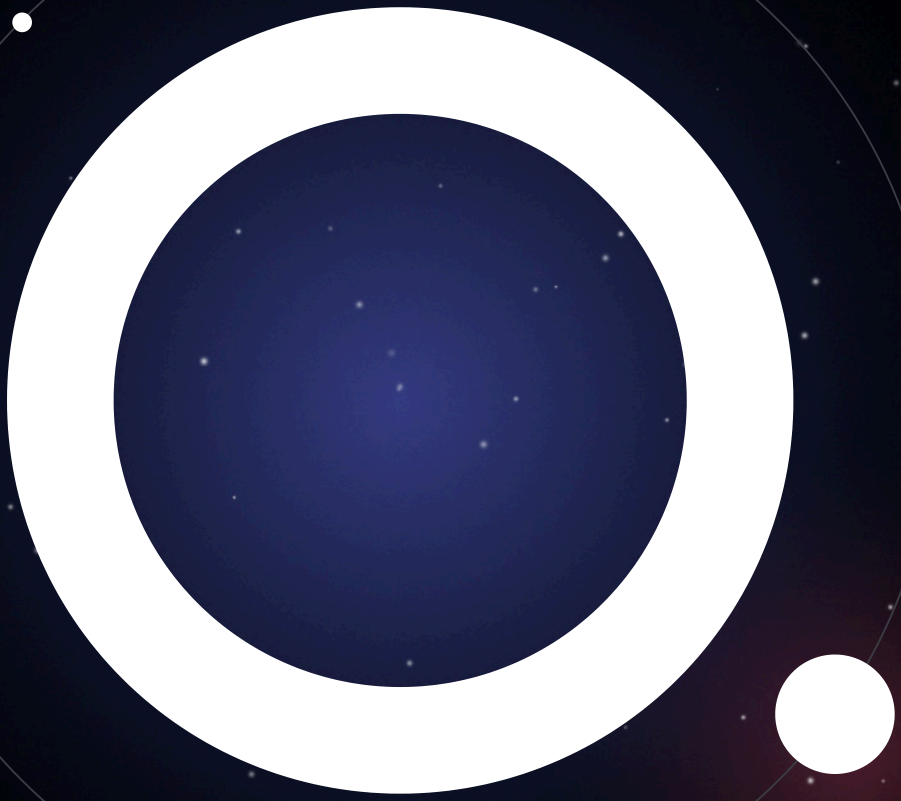


STARTUP TRUST LEGIBILITY TOOL

BE READY FOR THE SECURITY QUESTION.

It will come from an investor, a client or an accelerator, long before you have a security team. The Startup Trust Legibility Tool turns what you already do into a clear answer, and shows you what to do next, sized to your stage.

KNOW WHERE YOU STAND

One view of your position, main gap and first step.

SAY IT CLEARLY

Claims you can back, in your own words.

DO WHAT FITS YOU

A plan sized to your stage, not an enterprise checklist.

BE READY

The questions investors and buyers will ask, before they do.

FROM THE OUTSIDE, OPACITY AND RISK LOOK THE SAME.

Startups are not misread because they are weak. They are misread because their security was built for someone else, or never explained at all.

1 · WHEN IT LANDS

Fundraising
Weeks before you open a round.

Enterprise
A vendor security questionnaire lands.

Accelerator
Applications, interviews, demo day.

Due diligence
After the term sheet, before the wire.

Partnership
A larger partner is about to integrate.

2 · THE QUESTION

“How do you handle security?”

SAME STARTUP, TWO ANSWERS

THE ANSWER MOST STARTUPS GIVE

We take security seriously. We use enterprise-grade encryption and we are SOC 2 compliant.

HOW IT READS

Opacity. Read as risk.

No scope, no evidence, no reasoning to check.

THE LEGIBLE ANSWER

Our key controls cover access, data and continuity, and each decision has an owner. Encryption covers data at rest and in transit, and we know where it stops.

HOW IT READS

Structure. Read as maturity.

Scoped, owned, honest about its limits.

3 · WHAT IT MEANS

THE DIFFERENCE IS NOT WHAT YOU HAVE. IT IS WHETHER ANYONE CAN SEE IT.

Trust cannot wait for proof. It is built on security that fits your reality, and on the clarity to show it.

SIZED TO YOU. LEGIBLE TO THEM.

Orbiting Rocks builds proportionate cybersecurity for technology startups, designed to support their growth. The Startup Trust Legibility Tool puts two ideas to work.

WHAT YOU DO

Proportionate Cybersecurity

Security matched to your stage, data, customers and ambitions. **Proportionate is not weaker:** it is effective and verifiable at your size.

Instead of a checklist built for someone else.

+

HOW IT READS

Narrative Security

Your decisions, owners and limits, explained so that someone who was not in the room can follow. **Protection is necessary.** Legibility makes it assessable.

Instead of "we take security seriously".

=

THE RESULT

TRUST YOU CAN SHOW.

HOW IT WORKS

01 MAP YOUR CONTEXT

Stage, customers, sector and team, and who is most likely to question you next.

02 ANSWER HONESTLY

Plain-language questions about what you actually have in place. Your own words.

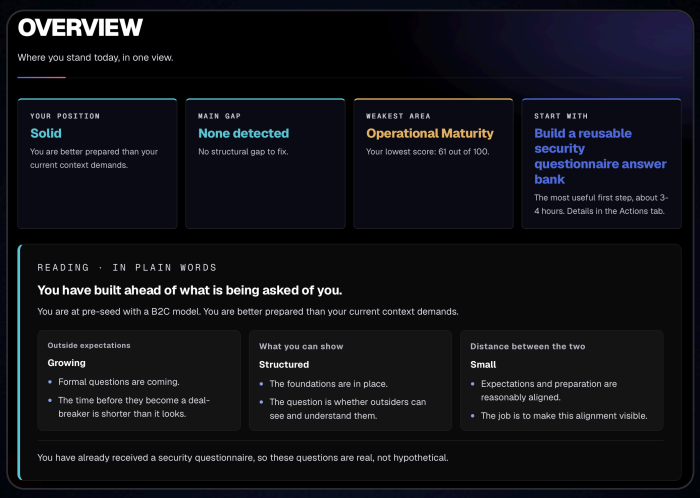
03 READ YOUR REPORT

Your position, a plan sized to you and the narrative to back it, as a reviewer would read it.

WHAT THE TOOL READS

- **Contextual Exposure**
  How much scrutiny your stage, sector and data already attract.
- **Operational Maturity**
  Which controls, owners and routines you actually have.
- **Risk Awareness**
  Whether you can name your assets, entry points and dependencies.
- **Articulation Capacity**
  Whether your team tells one coherent story about it.
- **Semantic Exposure**
  Whether your words promise more than you can show.

Not how strong your security is, but how well it fits you and how clearly it reads.



THE OVERVIEW

Where you stand today, in one view.

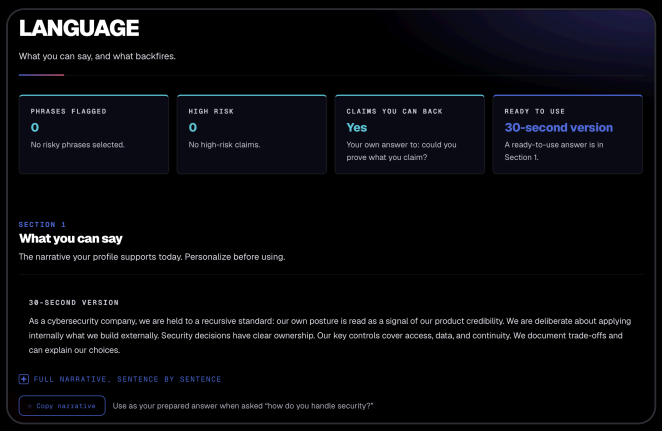
Position, main gap, weakest area and the first step, with a plain-words reading.

WHAT YOU WALK AWAY WITH.

Made for founders without a security team, from pre-seed to Series A. Built from your own answers, to use in the room and to guide what you do next.

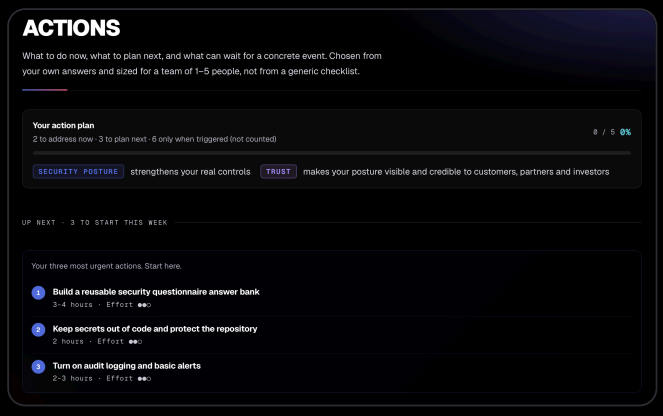
01 Say it well

Phrases tagged by risk, with a more defensible version of each and a 30-second answer.



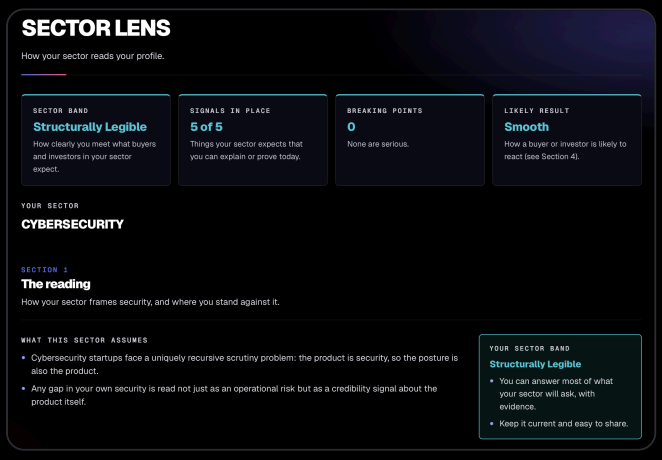
02 Know what to do first

A proportionate plan for a small team: what to do now, what next, and what only when triggered.



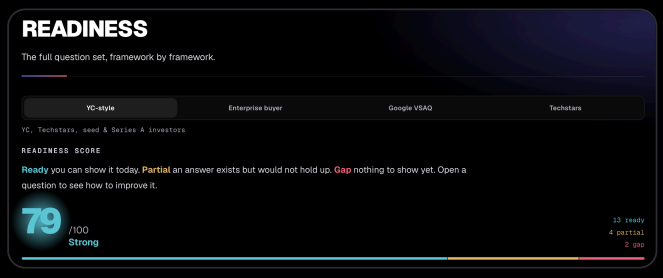
03 Know how your sector reads you

The band, the signals in place and the breaking points, from your industry's point of view.



04 Know the questions before they come

Your answers against YC-style, Enterprise buyer, Google VSAQ and Techstars: ready, partial or gap.



PROPORTIONATE BY DESIGN

At pre-seed, a one-page security document is enough; by Seed, two or three. Most actions take 15 minutes to a few hours, and tell you when to do more.

FOUNDING MEMBERSHIP

BE AMONG THE FIRST.

Twelve months of full access to the tool, templates and research, at no cost for the first 20 startups. Applications are subject to approval.

Not a security audit or a certification. Report screens are illustrative.
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