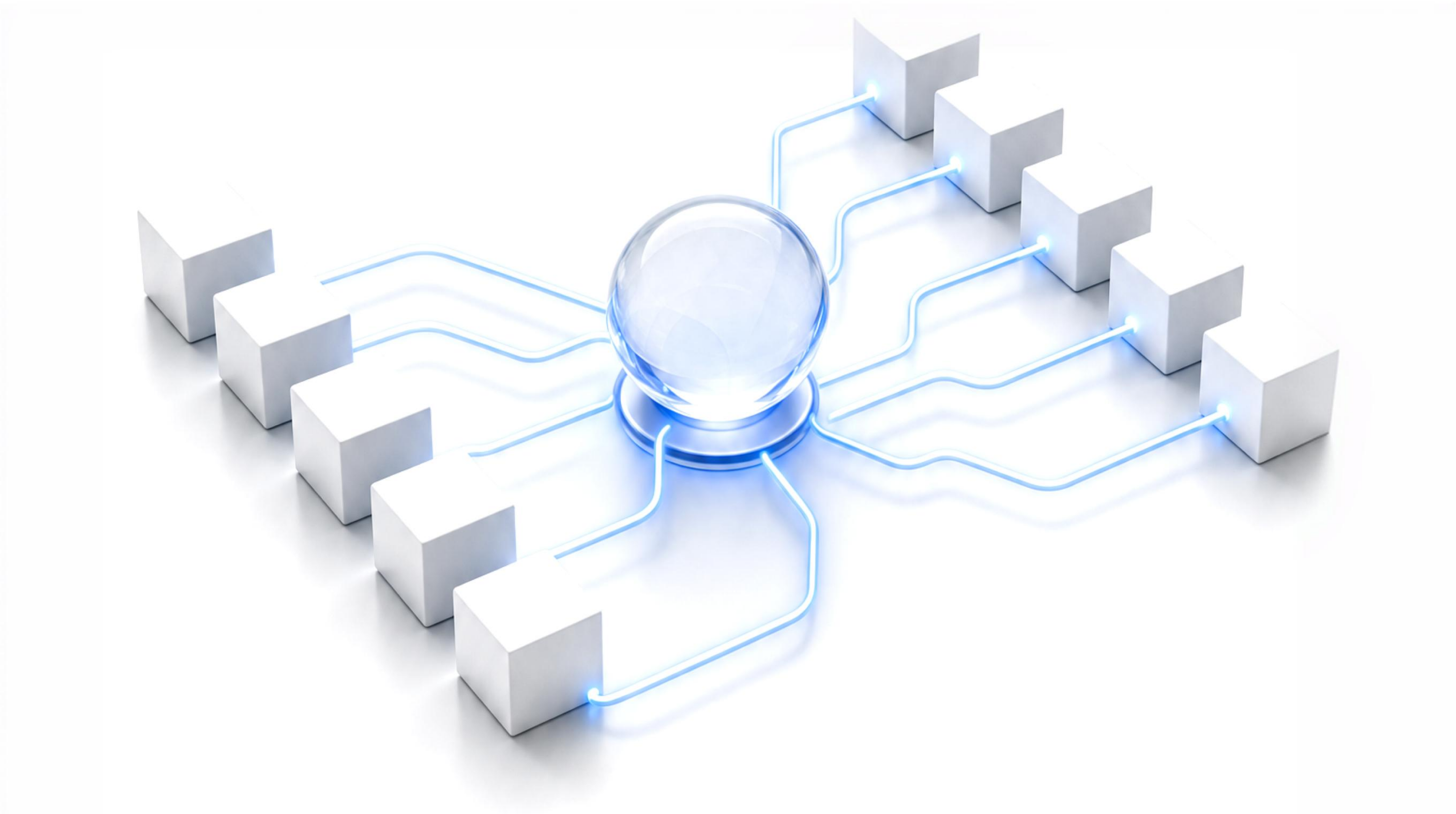
Alchemy Cyber

Buy security smarter.
Sell security faster.

Operator-led security advisory and go-to-market acceleration.

We fix security problems for enterprises and build go-to-market for the vendors who solve them. One network, both sides of the table.



The seat is real.

An active security and GTM operator, not a consultancy bench.

Alchemy Cyber is led by Anand Thangaraju, a practicing Field CISO. Years across enterprise security, financial services, and the vendor side, including Ernst & Young and Silicon Valley Bank.

He advises boards, mentors security leaders, hosts a national salon circuit, and invests in the category he works in.

THE OPERATING MODEL

Operator-led.
Every engagement runs through a senior operator who has held the seat.

Cyber-only.
Deep in the buyers, budgets, and back channels of one industry. Nothing here is a side offering.

Embedded.
In your rhythm, not just on steering calls. External, but feels like a team.

THE SEAT	THE BENCH
→ An operator has run security programs, briefed boards, and sat on the buying side of enterprise deals.	A bench sells a framework and staffs a rotation. You carry the gap between the deck and the reality.
→ No juniors learning on your dime. Every seat is senior and accountable.	A rotation of juniors learns your environment on your retainer.
→ The firm is the network that seat built.	The firm is a bench between placements.

Four practices. One partner.

Security leadership, buying power, people, and go-to-market from one firm.

The problem had two sides. So does the firm. We fix security problems for enterprises, and we build go-to-market for the vendors who solve them.

BUY SIDE
Enterprises

1. **Virtual CISO and advisory.**
Security leadership on demand, from a practicing CISO.

2. **Security procurement and resale.**
We sit on the buyer's side of security deals every week.

SELL SIDE
Vendors

3. **Implementation and managed services.**
Designed, implemented and run by senior operators.

4. **The GTM Engine.**
Go-to-market built for cyber buyers, run from inside the buyer network.

Three practices sit on your side of the table.
One engine serves the vendors who sell to CISOs.

The buy side is why the room trusts us:
we hold the CISO seat, buy the tooling, and staff the teams.

Clean retainers. Clear scope.
Most work starts with a 30-minute fit call and a one-page proposal.

One firm. Four practices. Both sides of the table.

Virtual CISO

Security leadership on demand.

From a practicing CISO who holds the seat today.

You do not have to know cybersecurity to buy it well. You have to know what a real security leader would own, then check that every line is owned.

First 90 days

Days 1 to 30.	**See everything.** Ends with a clear security and narrative baseline.
Days 31 to 60.	**Say it straight.** Ends with an updated story for CISOs and boards.
Days 61 to 90.	**Fix in order.** Ends with a concrete risk roadmap.

Outcomes

Security strategy.
The plan that decides everything else.

Governance and risk.
Policies that get used, not filed.

Compliance readiness.
SOC 2, ISO 27001, HIPAA. The audit answered before it is asked.

Board and investor reporting.
Security your board can actually read.

Incident readiness and response.
The bad day, rehearsed before it happens.

Vendor and third-party risk.
Your risk does not end at your own stack.

Security team building.
The team the roadmap needs.

A security program with a leader accountable for it. Reporting your board can read, and a roadmap you can defend.

Retainer from $5,000 per month, quarterly terms.

Penetration testing, incident and breach response, and 24×7 managed SOC run through vetted partners, with one accountable seat in front of all of it.

> **Embedded in your rhythm, not just on steering calls.**

We buy security for a living.

We sit on the buyer's side of security deals every week. We bring that to yours.

Overspend is rarely one bad deal. It is a chain of small surrenders: a requirement written by the vendor, a shortlist built from name recognition, a renewal that signed itself.

01 Requirement shaping.
Turn we need security into something the market can price.

02 Market scan.
The category, mapped. A shortlist built from fit.

03 Evaluation.
Demos on your terms, not theirs.

04 Negotiation.
Price, term, scope, and the clauses that decide what year two costs.

05 Consolidation.
The overspend ends here.

06 Renewal discipline.
Every renewal treated like a new deal.

When the decision is made, the buying itself can run through Alchemy. Software resale and licensing, from endpoint and XDR to SOC and GRC tooling.

	WITHOUT DISCIPLINE	WITH DISCIPLINE
	The requirement gets written around the product you saw first.	Or the requirement is yours before the market ever sees it.
	The demo runs on the vendor's home turf.	Or the evaluation runs on your environment and your questions.
	Year two costs more than year one and nobody re-opened the contract.	Or the renewal sits on a watched calendar from the day the license starts.
	Scope locked to a rigid statement of work.	Scope stays flexible. Hand us the stage that hurts.

> **Procurement discipline is not a document we leave behind. It stays attached to the license.**

Eight lanes, one accountable practice.

Security designed, implemented and run, and the team staffed around it.

Network Security.	Segmentation, perimeter and zero trust, designed once and run day to day.
Cloud Security.	Posture, workload and identity coverage across the clouds you actually run.
Exposure Management.	A live picture of what is reachable, what matters and what gets fixed first.
Offensive Security.	Penetration testing and adversary simulation that ends in fixes, not a report.
IAM.	Access that matches the job, from joiner to leaver, human and machine.
GRC.	Governance, risk and compliance run as an operating rhythm, not an annual scramble.
AI Security.	Guardrails for the AI your teams already use and the AI you ship.
Staff Augmentation.	Vetted senior operators from the room, one seat or a whole block.

Recruiters search job boards. This desk searches a room it already runs.

- **Vetted by the seat.** Every candidate is vetted by a practicing CISO before you see them.
- **Senior only.** No juniors learning on your dime.
- **Sourced from the room.** The pool comes from a salon circuit, not a resume crawl.
- **Executive search,** run through the room where security leaders already talk.
- **Contract, and contract-to-hire.**
- **Fractional specialists.**
- **Team augmentation,** a block rather than a single seat.
- **A network, not a resume database.** You get a short list, and each name arrives with the reason it is there.

Sold from the buyer's side of the table.

Go-to-market built for cyber buyers, run from inside the buyer network.

Technical founders sell architecture. CISOs buy risk reduction. Deals stall in the space between those two languages.

A CISO hears more vendor pitches in a quarter than most buyers take in a year. Another acronym is not a strategy.

The seat.

A practicing Field CISO runs the motion. Your pitch gets pressure-tested before it ever faces a buyer.

The room.

An invitation-only network of security leaders, gathered where security budgets live.

The leverage.

We know what security buyers actually sign, and what they walk away from.

01	GTM strategy and segmentation
02	Positioning and narrative
03	Sales pitch and demo structure
04	Analyst relations and industry commentary
05	Events, executive dinners, and field programs
06	Speaking engagements
07	CISO and buyer introductions
08	VC and PE portfolio advisory

50+	$100M+	15+	3.5x
GTM launches	pipeline influence	security verticals	conversion lift

The fit call. The one-page proposal. The first four weeks. The compounding quarter.

GTM for startups, from $5,000 per month. VC and PE advisory, from $5,000 per month. Speaking from $5,000 plus travel.

> You start inside the room everyone else is renting booths to reach.

Built by CISOs. Tuned for GTM.

The Beyond CISO, the practitioners-only room.

The room is already talking.

An invite-only room for the people who run security.

The Beyond CISO is a private room of 2,500 senior security leaders. CISOs, CTOs, and the people who run security with them. No vendors in the room.

Practitioners only. Founders are not in the room. That protection is the whole reason a CISO will tell you what a tool actually cost them.

- **CISOs, CTOs, and VPs of security**
- **Heads of GRC, architecture and response**
- **Enterprise, scale-up, and public sector**

Buy. Shortlist before you spend. Someone in here has already run it in production.

Ask. Ask what you cannot ask your own board. Off the record, answered in hours.

Know. Hear it before it is a headline.

Seat holder. The channels, the honest reads, and the dinner list.

Contributor. First calls on salon seats and the quieter threads.

Voice of the room. Vouch rights, first looks, a seat at the closed tables.

You do not sign up, you get in. Every seat is invited or vouched for. We check that you are senior, real, and here to contribute.

It started as a two-person thread and grew to 2,500 senior leaders because it was useful, not because it was promoted.

Invite only.
Curated by hand.

The room talks. The ring acts.

The ring, and the founders room.

CXO Syndicate. The buyers became the backers.

A ring of senior security operators drawn from the Beyond CISO room. They have evaluated, bought, and lived with security products across a working career. When the ring believes in one, members can do more than vet it. They can back it.

CXO Syndicate
BY BEYOND CISO

Early looks. Security companies present to the ring first.

Real diligence. The vetting and the buying are the same people.

Member-led interest. Members express interest deal by deal, as operators. Anand Thangaraju convenes it; the members decide.

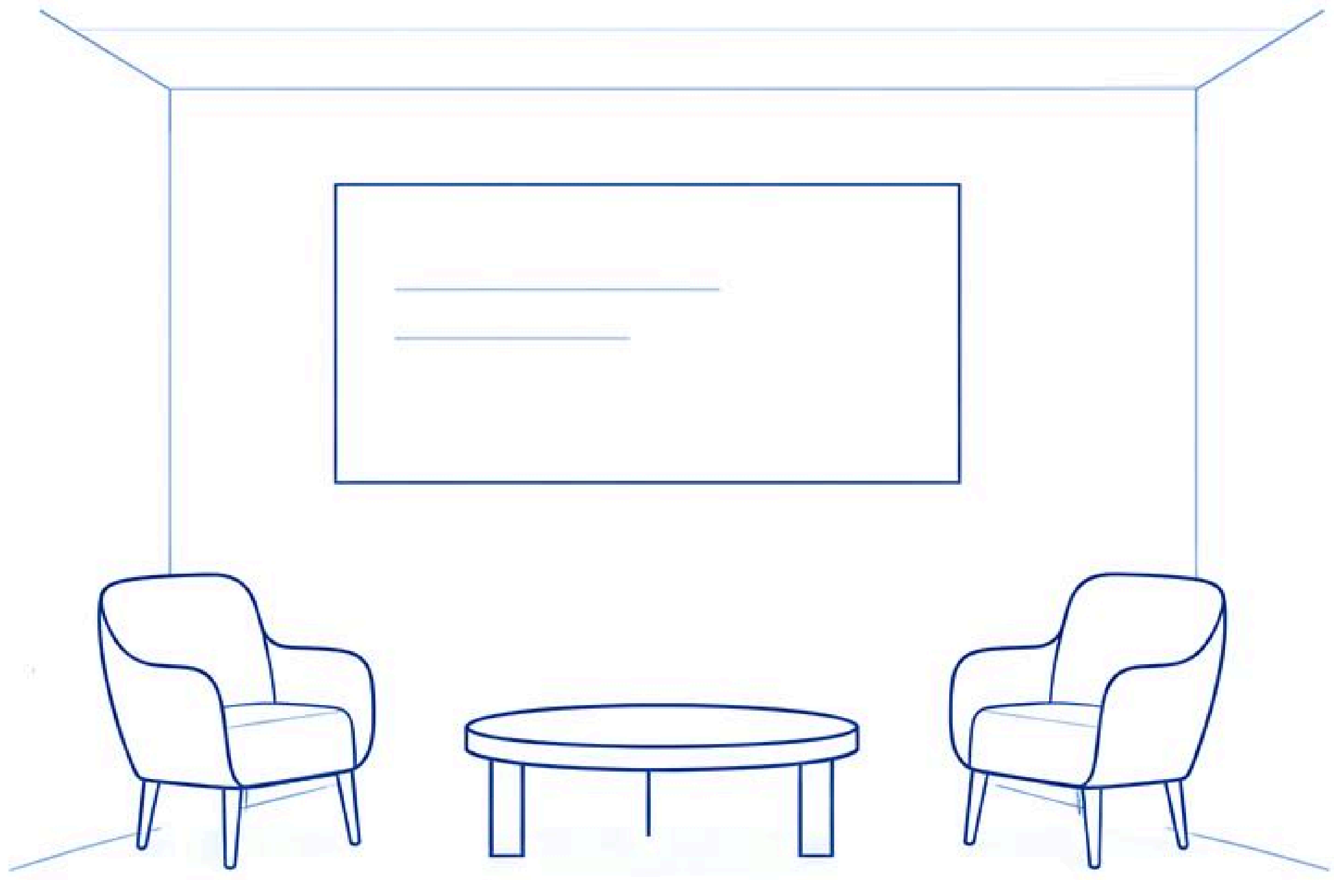
Judgment, not control. No board seats and no takeover.

Advise for equity. Members can advise the companies they rate, on their own terms.

Member-led. Not a fund. Nothing here is an offer to invest.

Cyber Forge. The founders have their own room.

A private room for the people building security companies. No buyers in here, and no pitch decks.



The number nobody publishes.
What the deal actually closed at.

The hire that did not work.
Who to call, and which title is a mistake at your stage.

The round, before the press release.

The pilot that quietly died.
Usually it was the champion.

Founders do not get into Beyond CISO, and the CISOs in there do not get pitched. The crossing is curated: the dinners, the salons, and the conference-week tables Alchemy runs.

The board, and the partners.

The Inner Circle.

Twelve seats. Each one filled for a reason.

Twelve operators, each holding a vantage point the firm cannot see from its own chair. Recruitment is under way.

Most advisory boards exist to signal credibility. This one exists to spend it.

One seat per sector, so no two people are looking at the same problem from the same side. A seat is two calls a quarter and an honest opinion when it is asked for. Nothing ceremonial.

01	Financial services
02	Healthcare
03	Retail and commerce
04	Cloud and infrastructure
05	Manufacturing and OT
06	Public sector
07	AI and model risk
08	Identity
09	Product security
10	Privacy and counsel
11	Venture
12	Founder

The Biome.

Strategic partners with a shared mission.

Nobody here is a reseller of anybody. Each one covers a stretch of the road the others do not.

Venture.	Lockstep, Squared Circle Ventures, U&I Ventures, First Ray Venture Partners, Rain Capital, Venture Dock, MACH37 Cyber Accelerator, Berkeley SkyDeck.
Services.	Cloudnomics, Securedynamics, Securenomics, Network Intelligence, Schellman, Mischka.
Talent.	Hitch Partners, Tiro Security, Hubscale.
Events.	Kolenko & Associates, Mindfluence, AI Insiders, Polaris Collective, CruiseCon, CyberMarketingCon.
Communities.	SANS, Cyber Future Foundation, ISLF, SINET, Cloud Security Alliance, Global Council for Responsible AI, Firstboard.io.

- No fee and no referral commission. Work moves both ways or it stops.
- One partner per lane. We do not stack three firms doing the same thing.
- Introductions carry a reason. Nobody gets passed a list.
- If a client is better served by a partner than by us, that is the recommendation.

The circuit is always on.

A salon nearly every week, in the markets where security budgets live.

Invitation-only salons, executive dinners, and conference-week rooms, run city by city. Off the record, peer-only, no vendors pitching from the front of the room.

The CISO Strategy Salon.

One city, one evening, one table of security leaders. Cocktails and introductions, a guided roundtable, then dinner.

Rooftop and reception nights.

The community format. Skyline views, drinks, and candid conversation.

Exhibitions and conference weeks.

Receptions alongside the industry's marquee weeks, where the hallway conversations actually happen.

The ground rules.

Chatham House Rule, so insights travel and attribution stays in the room. No sales pitches, no product demos, no forty-slide decks.

Palo Alto · Austin · New York
San Francisco · Chicago · Las Vegas
Bellevue · Miami Beach · San Jose
Houston · Washington DC · Oakland
Mountain View · Phoenix · Amsterdam

Twelve metros since January.
Thirteen of the last twenty sold out.
As of August 2026.

Active membership:			
NIST	ISC2	ISACA	IAPP
Cloud Security Alliance	ISSA	OWASP	SANS Institute
InfraGard	FS-ISAC	AIUC-1	OECD
World Economic Forum	Professional Association of CISOs	Global Council for Responsible AI	Israeli Startup Advisory Network
Nasdaq	TiE		

Not logos on a wall. Seats in the room, worked every week.
The circuit is in person. The work is remote-first, global.

Bring the problem.
Leave with a path.

A 30-minute call, a straight read on where you stand, and a one-page proposal. No decks about our decks.

> **I need security handled.**
> Leadership, procurement, staffing.

> **I sell security.**
> The room, the introductions, the motion.

The Beyond CISO · **CXO Syndicate** · **Cyber Forge** · **The Biome**

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Buy security smarter.
Sell security faster.

Run by a practicing CISO. Both sides of the security table.