

Salt Communications, formerly SaltDNA is the first company to provide a holistic solution for closed encrypted communications between modern smartphone users and the secure systems they access within their organisation. Our product provides full centralised control for administrators, as well as federated interfaces into and from trusted internal services. End users are those who need mobility coupled with the most secure voice and video calls, messaging and image/file transfer to enable critical decisions from any location.

Salt Communications was formed in 2013 by a group of tech entrepreneurs with a shared history in enterprise security, telecoms, network optimisation and app development. As a company Salt Communications has shown extremely high levels of growth. 2021 is turning into a record-breaking year for Salt Communications expanding their partner programme and gathering customers across 6 continents. Salt Communications was one of the UK's Most Disruptive Companies by [D/SRUPTION](#) and One of Europe's best in first ever 'Ones to Watch' list by the [European Business Awards](#).

Much of the world first became aware of the reality of information interception a number of years ago with the Edward Snowden revelations on the extent of US government eavesdropping; and the News of the World phone hacking scandal in the UK where it was found that members of News Group International routinely hacked into people's private conversations. Since then, reports of phone hacking and communications interception are increasingly more frequent, among other hacking news, the Mirror Group settled 21 claims of phone hacking. According to insurance giant Lloyd's, companies are losing as much as \$400 billion to hackers every year, with smartphones being a key target.

Mobile phones are a hotspot for hackers to intercept important information about your work and personal life. For more than 70% of US adults, smartphones are the preferred device for accessing the Internet (Gallup, 2014; company information is routinely communicated on smartphones. With the huge number of communication options on a smartphone the attack surface for hacking and for the interception of strategic information is large and growing.

What's fueling increased mobile communications intercept is technology. The means to hack a phone, and to intercept information, is readily available to anyone. IMSI catchers, devices for intercepting and eavesdropping on mobile phones are portable, affordable and available for anyone to purchase on eBay, Alibaba and many other websites. Just search for "buy an IMSI catcher".

Salt Communications rock-solid encryption framework together with its focus on mobile usability, deployment flexibility, and comprehensive control functions make it effortless to strengthen and reinforce our client's security posture.

Salt Communications Growth

Salt Communications success was evident throughout 2020 into 2021 by continuing to win many sought after awards such as [Security Leader of the Year](#) at the Leadership Excellence Awards 2021 and being shortlisted for the [Mobile Industry Awards](#) Best Mobile Service & Solution and Innovation of the Year.

Since the beginning of 2021 Salt Communications have also been shortlisted for the [AOTMP Awards](#) Telecom / Mobility / IT Vendors of the Year category, The [British Data Awards](#) Innovation of the Year category, [DevOps Excellence Awards](#) - DevOps Leader of the Year and DevOps Rising Start of the Year, as well as the [FStech Awards](#) CyberSecurity Solution of the Year and finally Salt have been successfully shortlisted in [four categories](#) for local Belfast awards Digital DNA.

In 2020 Salt Communications graduated from Tech Nation's first ever Cyber cohort and the LORCA 3 cohort. The Tech Nation Cyber programme was a six month cohort which was launched to assist ambitious UK cyber companies during the scaling process of their company. Salt Communications also joined the LORCA 3 programme that was set out to support the most promising cyber solutions that can help organisations to stay safe in a connected world. LORCA's cybersecurity ecosystem connects startups, scaleups, academics, investors, government and industry from around the world to address the biggest security challenges facing the digital economy. Now in 2021 Salt Communications have been selected for the [LORCA Ignite scaling programme](#) which entails a high curriculum programme to allow the company to grow even further to the next stage.

2021 is turning into a record breaking year for Salt Communications generating our highest ever annual revenue, and developing a pipeline to provide the company to better it again as we go further into the year.

Salt Communications has expanded very quickly in a short space of time. Our go to market strategy is to sell our solution through specialised security providers. Salt Communications only sells through selected partners and never directly to the end customer. Our Partner Agreement has been designed to ensure that both the partners and customers benefit by choosing Salt Communications

Our expansion plans also rely on Salt Communications staying ahead of competitors. Salt Communications has many advantages/differentiators over competitors, both technically and functionally. The majority of Salt Communication's competitors operate in the consumer market, offering secure communications for consumer use. These organisations believe that encryption alone is sufficient for security, but at Salt Communications we understand that whilst encryption is a fundamental aspect of communications, until encryption is multiplied by the highest level of control, a communications system will be insecure.

Salt Communications high security system provides the same convenient user experience as consumer apps but in a safe and protected manner, enabling the customer to have full, centralised control of the system at all times. Salt Communications is the best armour organisations have to protect trade secrets and other sensitive, strategic and proprietary information when communicating on mobile devices. It is a software solution that is more than a secure mobile app: it has a web-based management platform for dynamic provisioning of secure mobile voice and text communications.

Salt Communications also only deal with enterprises and official organisations, and have built their features around this market. The Salt secure communications system allows professionals to carry out one-to-one and conference calls, one-to-one and group messages, file/image transfer and secure message broadcast capabilities.

A key differentiator that Salt Communications has over competitors is that Salt provides organisations to control who speaks to who within their company. Salt Communications provides a secure management system to ensure companies have complete control over all employees' contact lists and communications, making it easier to manage communications, and facilitating the operation of closed user groups.

Salt Communications also provides organisations with the ability to own their secure communications platform, by provisioning an on-premise deployment, or by developing a full white labelled version of the system, or both if they wish. Salt offers proven peace of mind to organisations that value their fundamental privacy by enabling their complete

operational control and secure end-to-end communications, protecting their trusted relationships and vital interests.

Salt Communications as many other unique features such as the ability to restrict users from taking screenshots, the ability to prevent users having the capabilities to download documents & images and the ability for users to purge messages from their device & all recipients devices too - a function that can be done manually, or have a timer setting.

Salt Communications have a small team but one that is highly skilled with a very good mix of talented youth and experienced mentors. Our team is filled with drive and determination to grow the company and become a top global Cybersecurity firm.

“After careful review of all available solutions it is clear that Salt Communications is the only solution which takes the need for management, compliance and encryption seriously. The others are just dressed up consumer apps.”

Joe Hancock, Head of Cyber Security, Mishcon de Reya

“Salt has proven itself to be a very transparent company with a strong focus on customer privacy. BAE Systems has found that Salt's on-premise solution is an excellent match for today's advanced government use cases. We found the system's scalability, flexibility and unique feature set matched perfectly for the complex security scenarios faced by our government customers”

Victoria Knight, Strategic Campaigns Director, BAE Systems