


at
— bay



Company
Overview



About At-Bay

Our InsurSec approach provides end-to-end protection for modern businesses. It's a force multiplier that includes security, threat intelligence, and human experts to close the SMB cybersecurity gap – all as part of their insurance policy.

At-Bay is the InsurSec provider for the digital age. By combining world-class technology with industry-leading insurance and security expertise, At-Bay was designed from the ground up to empower businesses of every size to meet cyber risk head on. The At-Bay Group includes a cybersecurity company and a full-stack insurance company. As an insurance company, At-Bay offers Cyber, Tech E&O, and Miscellaneous Professional Liability policies.



Fast Facts about At-Bay

- Founded in 2016 by current Chief Executive Officer, Rotem Iram, and Chief Risk Officer, Roman Itskovich.
- Raised total of \$295M across four rounds of funding, with participating investors, including: Acrew Capital, Glilot Capital, Icon Ventures, ION Crossover Partners, Khosla Ventures, Lightspeed Venture Partners, M12, entrepreneur Shlomo Kramer, and Qumra Capital.
- 300+ employees, globally distributed with hubs in Atlanta, Chicago, New York City, San Francisco, and Tel Aviv.
- Provides insurance protection and cyber security services and solutions to more than 35,000 businesses in the US with revenue up to \$2B.
- Insurance lines include Cyber (Admitted and Surplus), Tech E&O, and Miscellaneous Professional Liability.
- Named on Forbes' Fintech 50 list as one of the fastest growing fintech companies in the US for 2023.
- At-Bay Specialty Insurance Company, established in 2023, is rated A- by AM Best.



Executive Team



**Rotem
Iram**

Chief Executive Officer
& Co-founder

Rotem Iram is the Co-Founder and CEO of At-Bay, the InsurSec provider for the digital age. Before At-Bay, Iram was Managing Director and Chief Operating Officer at K2 Intelligence, where he helped to build the company's risk division. Iram also served as a consultant at McKinsey & Company, and a captain in Unit 8200 of the Israeli Intelligence Corps prior to this. He also holds a MBA from Harvard Business School.

[Connect with Rotem](#) →



**Roman
Itskovich**

Chief Risk Officer
& Co-founder

Roman Itskovich is the Co-Founder and Chief Risk Officer of At-Bay, the cyber insurance provider for the digital age. Before At-Bay, he was VP of Financial Products at Ebury, served on the investment team at Bain Capital, and consulted at McKinsey & Company. Itskovich has a BA in Economics and Accounting from Tel Aviv University and an MBA from Harvard Business School.

[Connect with Roman](#) →



**Kristie
Felton**

Head of
Insurance

Felton is responsible for overseeing the strategic direction and execution of all At-Bay's underwriting, partnerships and field operations, including its world-class underwriting team and underwriting technicians. A highly accomplished industry veteran with more than two decades of experience in insurance, Felton joined At-Bay in 2020 as Head of Partnerships. Prior to this, Felton served as Head of Alternative Distribution and NW Regional Executive at Hiscox USA and as Liberty International Underwriters West Coast VP.

[Connect with Kristie](#) →



Thom Dekens

Chief Business Officer
& GM of At-Bay Security

Thomas Dekens is the Chief Business Officer and GM of At-Bay Security. In this position Dekens oversees the business strategy, security operations, and technology alliances for At-Bay's Security division. Prior to joining At-Bay, Dekens was the Vice President of Strategy and Corporate Development for Forescout Technologies. He also advised technology companies on strategy as a Principal with Boston Consulting Group. Dekens started his career advising SMBs on IT governance and cybersecurity.

[Connect with Thom](#) →

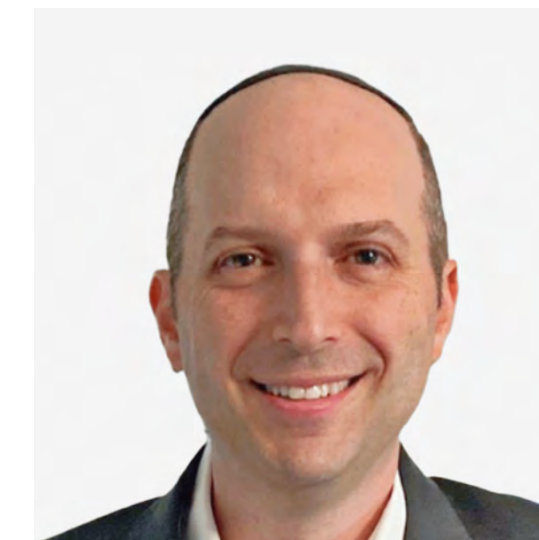


Ayelet Kutner

Chief Technology Officer
& GM, Israel

Ayelet Kutner is the Chief Technology Officer and General Manager of At-Bay's Tel Aviv office, leading the R&D, product, data science, and cyber research teams. With more than 15 years of experience in the network security field, Kutner was previously the Vice President of Engineering at Forescout Technologies and Head of Platforms, SMB, and Industrial Control Systems Products at Check Point Software Technologies.

[Connect with Ayelet](#) →



Ari Fischel

Chief Financial
Officer

Ari Fischel is the Chief Financial Officer of At-Bay. Fischel joined At-Bay with over 20 years of financial and operational experience. He previously served as the CFO of Capital-Rx, the fastest-growing health tech company in North America, where he led the finance team and played an instrumental role in the company's fundraising efforts. Before joining Capital-Rx, Fischel served as Vice President of Finance and Accounting for Oscar Health, a leading health insurance company. He also held senior finance and leadership roles for The Nielsen Company and General Electric.

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Tara Bodden

Head of Claims
& General Counsel

Tara Bodden is Head of Claims and General Counsel at At-Bay, managing the claims team and working closely with insured businesses to develop and execute litigation and settlement strategies. Before At-Bay, Bodden was Senior Vice President of Cyber, Technology, Media, and Entertainment at Hiscox USA. She is a seasoned attorney with extensive litigation and counseling experience.

[Connect with Tara](#) →



Joe Schiro

Head of
People

Joe Schiro is Head of People at At-Bay, leading HR, talent acquisition, and culture. Before joining At-Bay, Schiro served as Head of People for four years at Tally, a consumer fintech startup. Throughout his career, Schiro has scaled people operations at numerous startups during pivotal stages of rapid growth.

[Connect with Joe](#) →



Martina Trucco

Chief Marketing
Officer

Martina Trucco is Chief Marketing Officer at At-Bay, where she oversees the company's brand, growth marketing, product marketing, and communications strategy. Trucco brings nearly two decades of strategic experience to the position. Prior to At-Bay, she served as VP of Corporate Marketing at Clari and led Global Communications and Marketing at Micron. She also founded HP Labs' innovation marketing department and has launched multiple award-winning tech brands and media partnerships.

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