FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (date of earliest event reported):   **August 28, 2020**

TELOS CORPORATION

(Exact name of registrant as specified in its charter)

Maryland	**001-08443**	**52-0880974**
(State or other jurisdiction of incorporation)	(Commission File Number)	(IRS Employer Identification No.)

19886 Ashburn Road, Ashburn, Virginia	**20147-2358**
(Address of principle executive offices)	(Zip Code)

(703) 724-3800
(Registrant's telephone number, including area code)

Not Applicable
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

☐   Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
☐   Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
☐   Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
☐   Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act: None

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company   ☐

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.   ☐

Item 7.01.   Regulation FD Disclosure

On August 28, 2020, Telos Corporation (the "Company") posted the Telos Corporate Overview to its website at www.telos.com/company/investors/. A copy of that presentation is furnished as part of this Current Report on Form 8-K as Exhibit 99.1.

Item 9.01   Financial Statements and Exhibits

    (d) Exhibits

Exhibit No.	Description
99.1	Telos Corporate Overview

SIGNATURES

Pursuant to the requirements of the Securities and Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Date: August 28, 2020

TELOS CORPORATION

By: /s/ Michele Nakazawa

Michele Nakazawa
Chief Financial Officer

Telos provides advanced technology solutions that empower and protect the worlds most security-conscious enterprises.

- Telos is a start-over vs. a startup. In 1994, began selling off prior businesses to organically re-build as an internet security company with no permanent capital

- In 2011, published a visionary article extolling the security of the cloud

- In 2012, sequestration caused us to shift to expand beyond the US government to commercial

- Today, we deliver security solutions in the areas of cybersecurity, cloud security and enterprise security

- Developed thousands of work-years of technology and automation to keep our customers more secure.

- Using the security solutions model, we deliver the end result for our customers for a firm fixed price over 80% of the time

Representative list of Telos Customers

Examples of how Telos Security Solutions are used by our Customers

Conducted assessments for and defend the most attacked networks in the world

Xacta® continuous security risk management and compliance automation solution is the database of record for the U.S. Intelligence Community and deployed throughout the US Government

Integrator of record for the largest identity application in the U.S. federal government

Xacta selected by Amazon Web Services (AWS) and Microsoft Azure for cloud compliance solutions

Selected to manage PreCheck enrollment

Deployed our trusted identity vetting application at approximately 100 airports and airlines across the U.S.

Authorized as an FBI Channeler to do real-time fingerprint submissions enabling Trusted Identity as a Service

Telos Automated Message Handling System (AMHS) solution handles all the official message traffic for our customers, military, intelligence and diplomatic missions globally

Telos Ghost provides obfuscation and misattribution capabilities that enable intelligence analysts to track and target adversaries online without being seen

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Telos: Security solutions that meet the needs of today's organizations.

Cybersecurity

Cloud Security

Enterprise Security

Security Solutions

Cybersecurity	Cloud Security	Enterprise Security
Security Solutions that eliminate attack surfaces and continuously assure the security posture of your organization	Security Solutions for moving systems and applications to the cloud and keeping them secure and compliant in the cloud	Security Solutions and Secure Networks capabilities that support the tactical and strategic goals of today's enterprises
• Xacta: cyber risk management and compliance solutions • Telos Ghost: Secure anonymous web and network access solutions • Global enterprise security solution deployments	• Cloud compliance solutions • Continuous cloud risk management and security validation • Assessment, design, and migration solutions to move to the cloud	• Identity management • Organizational messaging • Secure mobility solutions • Network management and defense

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Security Solutions
Cybersecurity and Cloud Security

Cyber risk management, continuous assessment, and ongoing authorization.

Enterprise risk management and data visualization at scale to help you understand and reduce cyber risk across your organization.

NIST RMF	NIST CSF	RMF for DOD IT	CNSS 1253	FedRAMP
NIST SP 800-171	NIST SP 800-53	ISO 27001/27002	HIPAA	PCI-DSS

On premises, hybrid and in multiple clouds

Security Solutions: Cybersecurity and Cloud Security
Xacta

- Xacta is the leading commercial risk management platform across the US government
- Growth in commercial enterprises across the globe
- Deep integrations and partnerships with both Amazon Web Services (AWS) and Microsoft Azure

- C2S sponsor asked Telos to automate the security compliance of their instance of the AWS cloud in the same way that we have done on premises
  - Xacta implemented in Commercial Cloud Services (C2S) and Secret Commercial Cloud Services (SC2S)
  - Dramatically reduced time to receive the permission to operate in the cloud from 2.5 years to 60 days
  - New services have been as fast as 7 days

C2S: A Study in Cloud Security Success

"With Xacta 360's inheritance and provider project features and capabilities, AWS expects a *dramatic increase* in efficiencies and effectiveness in completing ATOs, in some cases *up to 90% faster*."

Rick Trinidad, World Wide Public Sector, AWS

"Xacta 360 is the solution behind the AWS security assurance team's compliance support of C2S, *reducing our manual effort and ATO times.* The automated control update feature in some cases has *eliminated four to six weeks of manual effort* – per project – each time compliance regulations change."

Carl J. "CJ" Moses, Deputy CISO, AWS

Xacta: Current and Future Market Opportunities

Current markets:
- U.S. Intelligence Community
- U.S. DOD
- U.S. federal civilian
- State and local government
- Defense industrial base
- Banking, financial services and insurance (BFSI)
- Cloud providers
- Large SaaS providers for various industries and applications

Expansion into new markets:
- Critical Infrastructure
- Universities
- International Governments
- Healthcare
- Retail

Security Solutions
Cybersecurity and Cloud Security

Next-generation cybersecurity for the globally connected enterprise.

Reduce your attack surface, hide your digital exhaust, and disguise your digital identity with obfuscation, encryption, and managed attribution.

You **can't exploit** what you **can't see**.
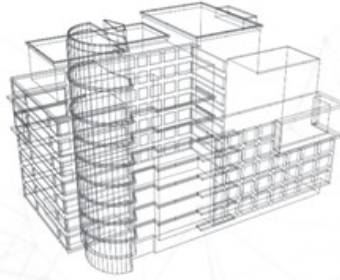
Telos Ghost Capabilities

- Cloaked Services: Encrypted communications, storage and applications

- Private Network Access: Secure, private network in the cloud

- Private Web Access: Anonymous worldwide internet access

Telos Ghost Customer Use Cases

- Threat and competitive analysis

- Sharing sensitive Information

- Protecting from unauthorized internal and external use

- Secure remote office and mobile work interactions

- Conceals who you are on the internet

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How Customers Are Using Telos Ghost

- Non-attributable Open Source Intelligence Research
- Worldwide Private Document Transfer
- Worldwide Private Mobile Communications
- Cyber Protection and Cyber Incident Response
- Red Team/Penetration Testing
- Cyber Threat Intelligence
- Supply Chain Risk Analysis

Customer	Use/Application of Capability
Commercial	Worldwide Investigative and Recovery Services
Commercial	Supply Chain vulnerability assessment
Commercial	Web-based Defensive Cyber Operation
DoD	DoD Cyber Protection Team - Network Protection and Cyber Incident Response
DoD	Red Team/Penetration Testing - Readiness and Security Inspection Team
Special Customer	Opensource cyber threat intelligence analysis
Intelligence	Web-based Cyber Operations & Research
Intelligence	Worldwide communications and secure file transfer

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Telos Ghost: Current and Future Market Opportunities

Current markets/Use Cases

- DoD
- Intelligence Community
- Supply chain security
- Cyber threat intelligence
- Red teaming
- Investigation and recovery services

Expansion into new markets

- Law enforcement
- Homeland security/ first response
- Financial services
- Healthcare
- Industrial control systems/IoT
- Energy

Security Solutions: Enterprise Security
Identity

DMDC *Military ID*	FBI *Fingerprint Capture*	TSA – Airports *Employee Vetting*	PreCheck and Large Health Services Provider	Telos ID Advantage *Trusted Marketplace*
• Integrator of record for largest identity application in the US Government – Military ID (CAC) • Biometric and Biographic capture and enrollment • Smart cards • Two decades of experience and support	• SaaS biometric web capture • Pre-employment screening • Identity Vetting • Enrollment and fingerprint capture • One of only a few companies authorized by the FBI to offer this service	• Continuous monitoring of airport employees – Security Threat Assessment • Fingerprint capture and FBI records check • 100+ significant airports, airlines, general aviation customers to date • 1 of 3 authorized by TSA to offer this service	• PreCheck Enrollment Provider – 2M new members per year • Provider Enrollment contract holder – Background checks for 1.6M healthcare providers each year	• Enrollment Services • Vetting on Demand • Insider Threat Solutions • Digital Identity Wallet • Mobile Identity Solutions • Cloud-based Identity Solutions • Access & Authentication • Identity Infrastructure Support • Identity Network Security and Operations

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Digital Identity Market Potential

The global digital identity solutions market size is projected to grow from USD 13.7 billion in 2019 to USD 30.5 billion by 2024, at a Compound Annual Growth Rate (CAGR) of 17.3% from 2019 to 2024.

- Digital identity addressable market areas
  - *Software – Enterprise and mobile-based* software tools used to administer identity verification and validation.
  - *Services – Professional* consulting and implementation services necessary for establishing and implementing identity solutions within enterprises.

- Addressable market verticals
  - Retail
  - Finance
  - Health
  - Transportation
  - Law Enforcement
  - Homeland Security & Defense

Attractive Opportunities in the Digital Identity Solutions Market

CAGR
17.3%

USD 13.7 Billion — 2019
USD 30.5 Billion — 2024

- The digital identity solutions market is expected to grow from USD 13.7 billion in 2019 to USD 30.5 billion in 2024, at a CAGR of 17.3% during the forecast period.

- Factors, such as the increasing number of identity and authentication frauds and growing focus on enhanced end-to-end customer experiences contribute to the growth of the digital identity solutions market.

e: estimated; p: projected
Source: Secondary Research, Expert Interviews, and MarketsandMarkets Analysis

Biometrics Market Potential

Biometrics compliance market growth: CAGR of 26% from 2019-2023; $907M in 2018 to $3.1B in 2023 (for GDPR alone)

- Biometric addressable market areas
  - *Software – Enterprise and mobile-based* software tools used to administer compliance with GDPR and BIPA laws.
  - *Services – Professional* consulting and implementation services necessary for establishing and implementing compliance solutions within enterprises.

- Addressable market verticals
  - Retail
  - Finance
  - Health
  - Transportation
  - Law Enforcement
  - Homeland Security & Defense

Telos
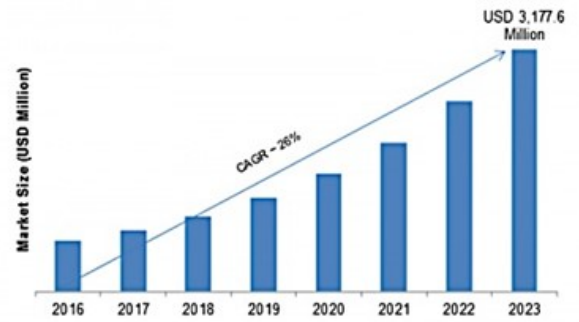
Automated Message Handling System (AMHS)

- The gold standard for secure messaging across the US Government
- Operationalizes non-repudiation, so messages are legally binding
- Certified to handle TS/SCI message traffic
- Works on premise and in the cloud in both unclassified and classified environments

AMHS: Current and Future Market Opportunities

Current markets:
- U.S. Department of Defense
- U.S. Intelligence Community
- U.S. Federal Civilian
- Defense Partnerships

Expansion into new markets:
- International governments and agencies across the globe

Secure Networks

Secure Mobility and Network Management and Defense

- Designed and delivered the largest deployment of secure mobile networks to the US Department of Defense
- Deployments in the most difficult environments, enabling our customers to connect to any information source, from anywhere, at any classification level, over any wireless medium, using any device
- Provide managed solutions for operating and defending complex enterprise networks
- Defend networks across the commercial and federal space
- Create offensive capabilities for appropriate customer set in the US government

Secure Mobility

Solutions for business and government that let you work without concern across and beyond the enterprise.

- **Productivity**—mobile and remote workers have access to enterprise data and applications for faster, better-informed decisions
- **Coverage**—seamless roaming between Wi-Fi and cellular; any medium, any device, anywhere
- **Cost savings**—consolidate multiple capabilities into a single integrated enterprise mobility management solution
- **Efficiency**—simplify the process of updating devices with the most recent version of apps and content
- **Security**—centrally managed security policy ensures that people and information are protected wherever they are

Network Management and Defense

Network management services and solutions for operating, administrating, and defending complex enterprise networks and defensive cyber operations

- **Network operations** — situational awareness of your networks, including users, systems, and security posture

- **Network maintenance** — preventive maintenance, troubleshooting, and repairs

- **Defensive cyber operations** — real-time threat monitoring, analysis, and remediation to ensure continuity of operations

This presentation contains forward-looking statements. For this purpose, any statements contained herein that are not statements of historical fact may be deemed to be forward-looking statements. Without limiting the foregoing, the words "believes," "anticipates," "plans," "expects" and similar expressions are intended to identify forward-looking statements. There are a number of important factors that could cause the Company's actual results to differ materially from those indicated by such forward-looking statements. These factors include, without limitation, those set forth in the risk factors section included in the Company's Form 10-K for the year ended December 31, 2019, as filed with the SEC.

Certain information contained in this presentation and statements made orally during this presentation relates to or is based on publications and other data obtained from third-party sources. While we believe these third-party sources to be reliable as of the date of this presentation, we have not independently verified and make no representation as to the adequacy, fairness, accuracy or completeness of, any information obtained from such third-party sources.

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