



SAUTERA
Where infrastructure trust is determined.

EXECUTIVE BRIEF • 2026

Infrastructure trust, measured — not assumed.

SAUTERA continuously scores whether the machines an organization depends on can still be trusted, and generates the audit-grade evidence to prove it.

SAUTERA LLC • Wyoming • self-funded
sautera.com

THE PROBLEM

Scores are rising. Belief in them is collapsing.

Defense contractors self-attest a score that gates their eligibility to win work — assembled from screenshots, and stale the day it is filed.

+51

Average SPRS score — a five-year high, up from +33

CYBERSHEATH, 2026 STATE OF THE DIB

65%

Still confident it is accurate — down from 89%

CYBERSHEATH, 2026 STATE OF THE DIB

\$8.4M

Settled for misrepresenting 800-171 compliance

DOJ CIVIL CYBER-FRAUD INITIATIVE

An attestation nobody can defend is no longer just a compliance gap. It is False Claims Act exposure, and it is being enforced.

THE PRODUCT

Every machine, scored and dated.

SAUTERA

VOUCH

ENTERPRISE Northwind Logist...

Overview

THE VOUCH LOOP

Detect

Decide

Act

Prove

Improve

ACCOUNT

API Keys

Connectors

Billing

Team & Roles

Settings

BEACON Live View

Real-time infrastructure trust state — auto-refreshes every 60s

8 entities · refreshed 11:50:12 AM

Refresh

Entity ID	Type	Trust Class	Score	ISI	Confidence	Last Assessed	Journey
tf-ubuntu22-baseline	System	TRUSTED	84	84.6 Healthy	79%	8/19/2026, 11:41:11 AM	Journey
tf-ubuntu20-eol	System	UNTRUSTED	64	62.3 At Risk	79%	8/19/2026, 11:41:12 AM	Journey
tf-ubuntu18-eol-tier1	System	UNTRUSTED	64	62.5 At Risk	79%	8/19/2026, 11:41:13 AM	Journey
tf-debian12-baseline-tier2	System	TRUSTED	76	76.0 Healthy	79%	8/19/2026, 11:41:14 AM	Journey
tf-rocky8-baseline-tier4	System	UNTRUSTED	84	84.5 At Risk	79%	8/19/2026, 11:41:17 AM	Journey
tf-ubuntu22-loaded	System	TRUSTED	83	83.8 Healthy	79%	8/19/2026, 11:41:17 AM	Journey
tf-ubuntu22-exposed-ports	System	TRUSTED	84	84.7 Healthy	79%	8/19/2026, 11:41:19 AM	Journey
tf-ubuntu22-disk-pressure	System	TRUSTED	83	84.3 Healthy	79%	8/19/2026, 11:41:20 AM	Journey

SAUTERA VOUCH — SAUTERA vouches for your infrastructure trust: detect, decide, act, prove, improve.
A Sendall Holdings company

BEACON LIVE VIEW — MEASURED HOSTS, UNRETOUCHED

Trust class, not a checkbox

Each host carries a score, an Infrastructure Scoring Index, a confidence and the time it was last assessed.

End-of-life cannot pass

The two `eol` hosts read Untrusted. Math decides that, not policy and not opinion.

Always dated

Every row says when it was last measured — so nobody has to trust a number of unknown age.

Four stages, running continuously.

01

Telemetry

SAUTERA Witness reports from the device — installed or agentless. Windows and Linux. Cloud read through a read-only role.

02

Trust engine

Signals resolve into a score with explicit confidence. Agentic AI reasons about each device rather than thresholding it.

03

Evidence

Every cycle writes to an append-only record. Evidence and score cannot disagree.

04

Remediation

Fix proposed, human approves. Enforcement stays at your policy enforcement point.

At the moment of access, the identity verdict and the infrastructure verdict resolve into one decision — and the most restrictive wins.

~220,000 companies carry the obligation. Almost none carry the staff.

DIB contractors and SMBs

Flow-down obligations land on subcontractors with no GRC team and a score they cannot defend.

MSP white-label channel

One integration reaches many contractors. The MSP keeps the relationship.

The post-suspension liability

The suspension paused the auditor. It did not pause the controls, the clauses, or the exposure.

Regulated SMBs beyond the DIB

Same engine, same question, wherever a small team must satisfy someone else's auditor.

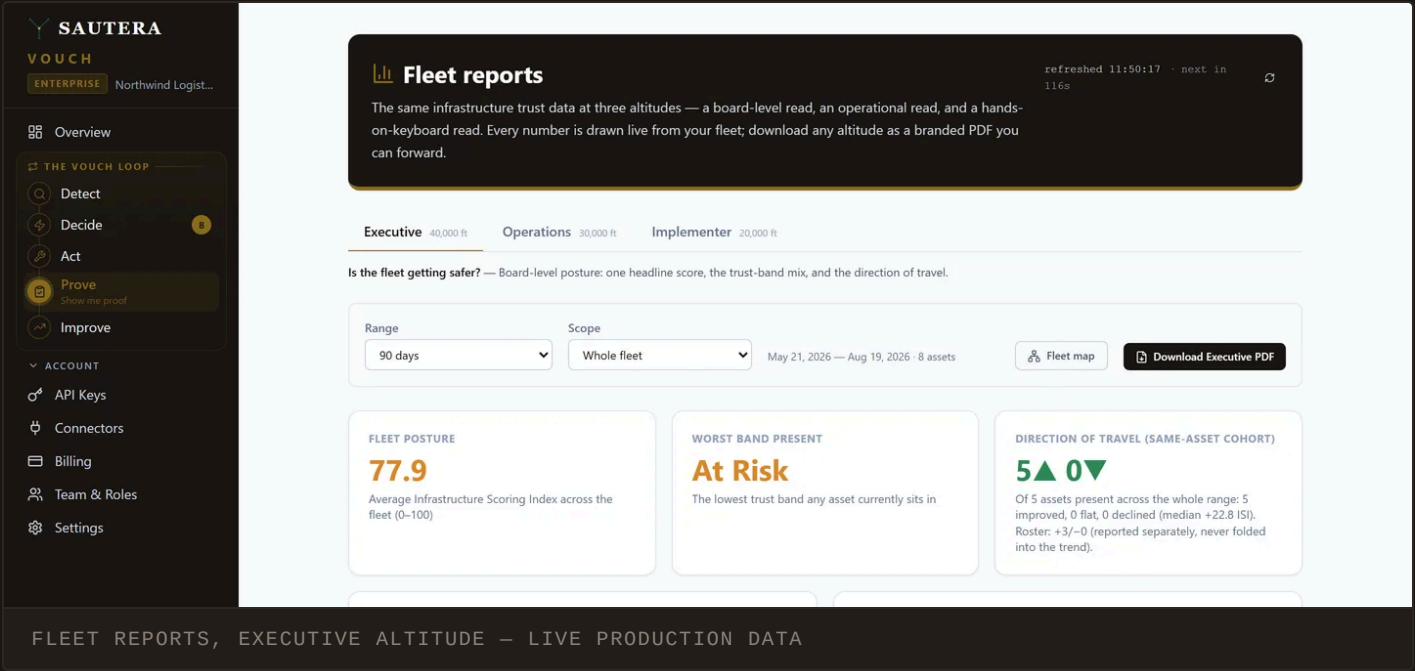
COMPETITION

GRC tools track the paperwork. SAUTERA measures the machine.

	GRC PLATFORMS (VANTA, DRATA)	SAUTERA
Evidence	Questionnaires and uploaded screenshots	Measured from the device and the cloud estate
Freshness	Point-in-time, refreshed on a schedule	Recomputed as systems change
End-of-life software	An inventory row	Cannot score Trusted — enforced by the model
Remediation	Opens a ticket for someone else	Closes the loop in-platform, on approval
Price point	Priced for a funded startup with a compliance owner	\$5,000/yr — built for a contractor with no GRC team

Not “better GRC.” Continuous measurement and remediation in one platform, at a price the supply chain can pay.

Built, shipped, and running — on no outside capital.



Live and multi-tenant

Deployed on infrastructure the company runs itself. Early customers onboarding. Revenue live at **\$5,000/yr.**

Board-ready on demand

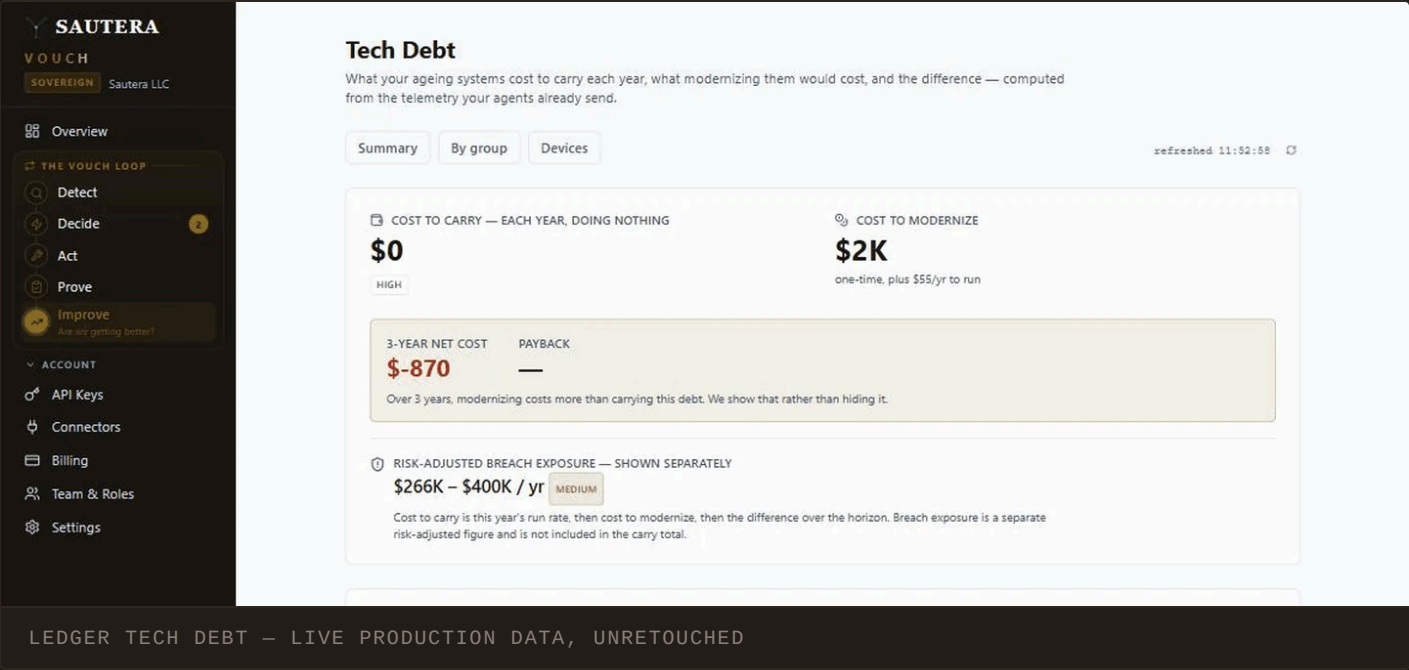
One posture score, the band mix, and direction of travel — every number drawn from the fleet, exportable as a branded PDF.

Tech debt, priced

LEDGER turns aging infrastructure into a cost a finance owner can act on. Shipped on the same engine.

SAUTERA runs SAUTERA — the company's own cockpit is gated by its own trust engine.

Aging infrastructure, priced — including when the answer is 'spend nothing'.



A number a finance owner can act on

What the estate costs to carry each year, what modernizing would cost, and the difference — computed from the telemetry the sensors already send, not from a questionnaire somebody filled in last quarter.

It will tell you not to spend

Where modernizing costs more than carrying the debt, LEDGER says so on the face of the report. A tool that only ever recommends spending is a tool a board learns to discount.

Breach exposure stays separate

The risk-adjusted figure sits beside the carry cost and is never folded into it — so nobody has to defend a single blended number they cannot decompose.

The same engine and the same measurements as the trust score — debt and posture move together instead of disagreeing.

BUSINESS MODEL

Land on a fixed price. Expand with the fleet.

FREE \$0 10 devices, read-only. No card	PRO \$5,000/yr First 50 devices included. Then \$120/device/yr	ENTERPRISE From \$100K ACV SSO, custom frameworks, SLA. \$150/device/yr over 250	FEDERAL & SOVEREIGN Contact sales Scoped per program. Air-gap / GovCloud / IL5
--	---	---	---

Sold direct and through the MSP channel. The paid assessment credits into the subscription.

THE FOUNDER

Joe Augustine

Founder, SAUTERA LLC · author of the Infrastructure Trust Architecture

Twenty-plus years in IT and cybersecurity — enterprise infrastructure, network modernization, security architecture.

U.S. Army veteran. M.S. in Cybersecurity.

Author of the Infrastructure Trust Architecture, the framework SAUTERA is built on: a machine's trustworthiness measured continuously, not assumed.

VERIFIABLE RECORD

ORCID

0009-0004-5915-2495

COMPANY

SAUTERA LLC · Wyoming, 2026

MANAGER

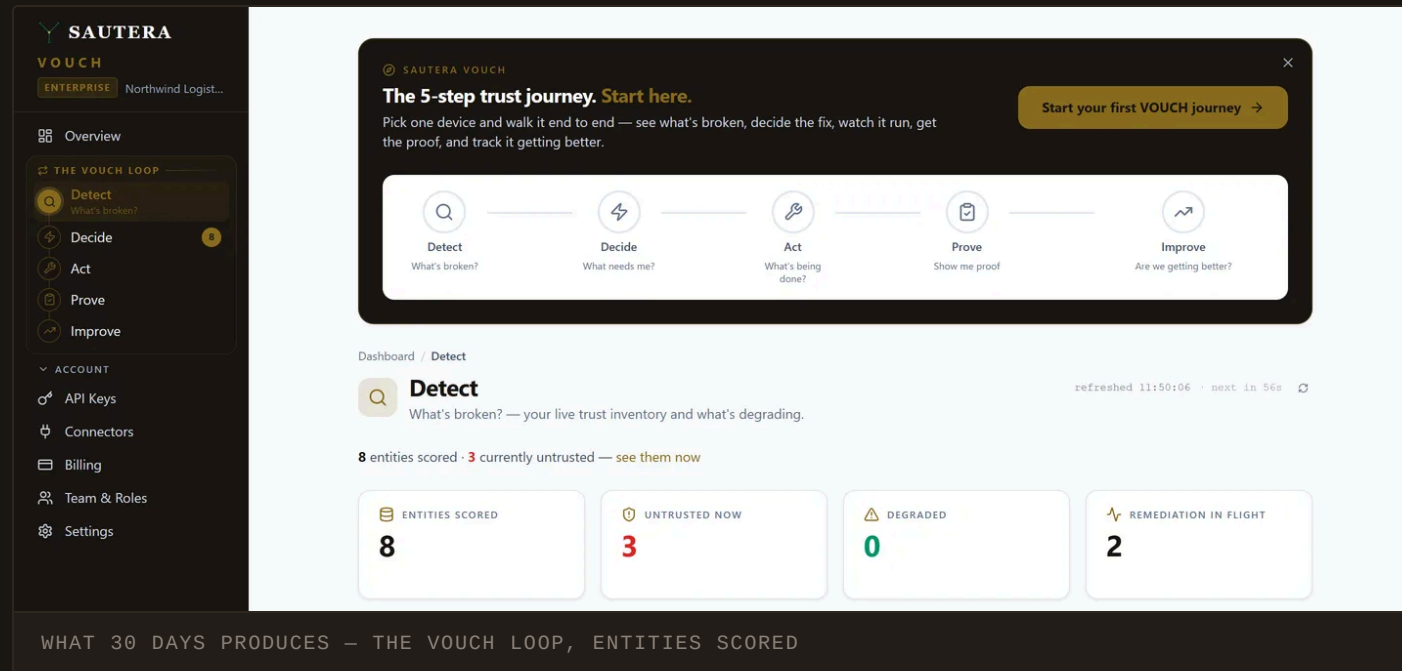
Sendall Holdings LLC

PROFILE

sautera.com/founder/

THE ASK

What we're looking for.



A pilot

One real estate. Fixed scope, 30 days, a defensible score and the evidence behind it.

Channel

MSPs and primes pushing trust evidence down to a supplier base — one integration, many contractors.

Program and platform support

An AWS Activate and Google for Startups participant today. We're asking for depth, and technical partnership on the agentic side.

Not capital

We are not raising and no equity is on offer.

The fastest way to judge this is to point it at something real. founder@sautera.com · sautera.com