

YOUR TRUSTED SECURITY PARTNER

# SECURE, COMPLY, GROW: ACCELERATE YOUR HEALTHTECH INNOVATION

Armor is the trusted security partner for **HealthTech SaaS companies** — helping them earn client trust, protect sensitive systems and data, meet evolving compliance requirements, and accelerate business growth without compromise.

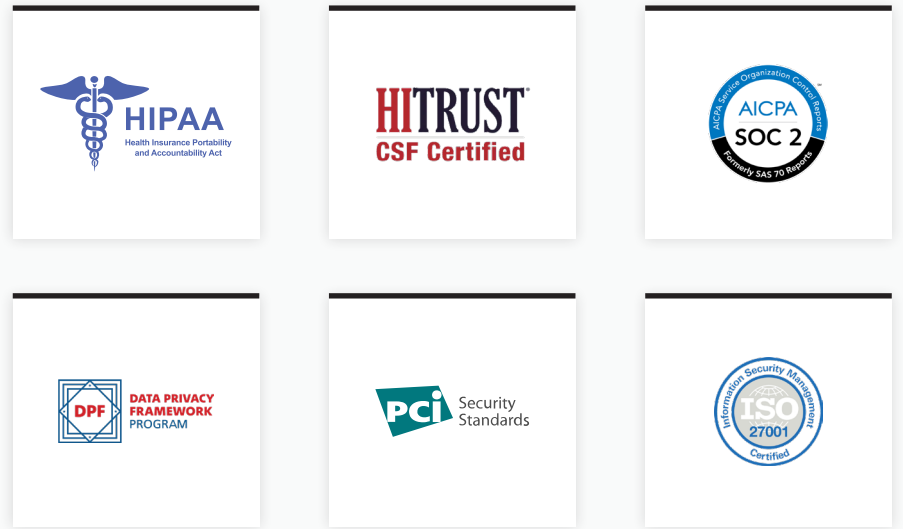
ARMOR



## Why Armor for Your HealthTech SaaS Company?

The pace of innovation in healthcare technology is relentless. With sensitive PHI/PII at stake, strict compliance frameworks, regulations, and rising breach risks, HealthTech companies face constant pressure to balance speed with security and trust. Cybersecurity is no longer just a compliance obligation — it's a critical enabler of business success.

At the same time, over 48% of breaches originate from third parties — making SaaS vendors a top concern for hospitals, payers, and enterprise buyers.<sup>1</sup> If your product touches PHI, you are part of their security risk.



**“Armor’s preemptive defense approach, combined with expert tuning of Microsoft Security tools, has reduced our risk and costs.”**

Juliana Alston Inhofer  
Director, Governance, Risk and Compliance, DeliverHealth

### PAYING IT FORWARD

## Armor Helps You Become Their Trusted Partner

We combine advanced threat prevention, real-time monitoring with 24x7 SOC response, and deep compliance expertise. We also support you during customer reviews and security assessments — helping you clear compliance hurdles with confidence.

Your team stays focused on building breakthrough life-improving products. Your customers gain confidence that your environment is professionally secured and continuously monitored.

## TRUSTED BY LEADING HEALTHTECH INNOVATORS

From digital health platforms to AI-powered diagnostics, here are a few our customers that rely on Armor to protect sensitive data, accelerate compliance, and scale securely:

gainwell

DeliverHealth

Cantata  
HEALTH SOLUTIONS

Epividian

ethizo

Medytox

evoked  
NEUROSCIENCE

CipherHealth

ODI  
ORTHODYNAMICS COMPANY, INC.

physitrack

Kinney  
DRUGS

naluri

Remetric  
Health

HNIhealthcare

HospiceMD

<sup>1</sup> <https://www.censinet.com/perspectives/remote-access-vulnerabilities-why-48-of-2024-data-breaches-came-through-third-party-connections>

# FROM STARTUP TO UNICORN

ARMOR

## Scaling HealthTech Security with Armor Defense



### SCALE WITH CONFIDENCE



Patient/Provider Trust =  
**Increased Share**

A trusted brand is a force multiplier for market advantage.



Investor Confidence =  
**Capital Access**

Proven resilience attracts investors and drives valuation growth.

Platform Uptime =  
**Revenue Protection**

Ransomware and DDOS attacks paralyze care and revenue streams.

**95% ↓** REDUCTION IN RESPONSE TIME<sup>2</sup>

Accelerated Compliance =  
**Faster Time-to-Market**

Armor's 600+ security controls accelerates time to compliance.

UP TO

**80% ↑** FASTER<sup>3</sup>



Data Security =  
**IP Protection**

Secured proprietary innovation fuels long-term differentiation and growth.

**Talk to Armor's HealthTech specialists today and see how we can secure your next stage of growth.**

[Request a Free Cyber Resilience Assessment](#)

2. Armor internal testing of the Armor Intelligence Platform in May 2025 versus traditional Armor security operations analyst investigation and response process.

3. Armor data collected from January 2015 to May 2025 from customer assessments of their "do-it-yourself" approach versus inheritance of Armor controls.