



**SOC 3<sup>®</sup> REPORT ON CONTROLS RELEVANT TO SECURITY,  
AVAILABILITY, PROCESSING INTEGRITY, CONFIDENTIALITY,  
AND PRIVACY FOR SECURITY AWARENESS TRAINING  
SERVICES**

**KNOWBE4, INC.**

*JUNE 16, 2018 TO MARCH 15, 2019*



# KNOWBE4, INC.

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**SECTION 1:**

**INDEPENDENT SERVICE AUDITOR'S REPORT**

## INDEPENDENT SERVICE AUDITOR'S SOC 3® REPORT RELEVANT TO SECURITY, AVAILABILITY, PROCESSING INTEGRITY, CONFIDENTIALITY, AND PRIVACY

To KnowBe4, Inc.:

### **Scope**

We have examined KnowBe4, Inc.'s ("KnowBe4") assertion included in Section 2 of this report that the controls within KnowBe4's Security Awareness Training Services system were effective throughout the period June 16, 2018 to March 15, 2019, to provide reasonable assurance that KnowBe4's service commitments and system requirements were achieved based on the trust services criteria relevant to security, availability, processing integrity, confidentiality, and privacy (applicable trust services criteria) set forth in TSP section 100, *2017 Trust Services Criteria for Security, Availability, Processing Integrity, Confidentiality, and Privacy* (AICPA, *Trust Services Criteria*).

KnowBe4 uses Amazon Web Services, Inc. ("AWS"), a sub-service organization, for application hosting, backups, and cloud storage services. KnowBe4's assertion and description of the boundaries of the Security Awareness Training Services system, included in Section 2 and Section 3 of this report, respectively, indicate that certain applicable trust services criteria can only be met if certain types of controls at the aforementioned sub-service organization are suitably designed and operating effectively. The description does not include any of the controls expected to be implemented at the sub-service organization. Our examination did not extend to the services provided by the sub-service organization, and we have not evaluated whether the controls management expects to be implemented at the sub-service organization have been implemented or whether such controls were suitability designed and operating effectively throughout the period June 16, 2018 to March 15, 2019.

### **Service Organization's Responsibilities**

KnowBe4's management is responsible for its service commitments and system requirements and for designing, implementing, and operating effective controls within the system to provide reasonable assurance that KnowBe4's service commitments and system requirements were achieved. KnowBe4's management has also provided the accompanying assertion titled "Management's Assertion" included in Section 2 of this report about effectiveness of controls within the system. When preparing its assertion, KnowBe4's management is responsible for selecting, and identifying in its assertion, the applicable trust services criteria and for having a reasonable basis for its assertion by performing an assessment of the effectiveness of the controls within the system.

### **Service Auditor's Responsibilities**

Our responsibility is to express an opinion, based on our examination, on whether management's assertion that controls within the system were effective throughout the period to provide reasonable assurance that the service organization's service commitments and system requirements were achieved based on the applicable trust services criteria. Our examination was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants. Those standards require that we plan and perform our examination to obtain reasonable assurance about whether management's assertion is fairly stated, in all material respects. We believe that the evidence we obtained is sufficient and appropriate to provide a reasonable basis for our opinion.

Our examination included:

- Obtaining an understanding of the system and the service organization's service commitments and system requirements
- Assessing the risks that controls were not effective to achieve KnowBe4's service commitments and system requirements based on the applicable trust services criteria
- Performing procedures to obtain evidence about whether controls within the system were effective to achieve KnowBe4's service commitments and system requirements based on the applicable trust services criteria

Our examination also included performing such other procedures as we considered necessary in the circumstances.

***Inherent Limitations***

There are inherent limitations in the effectiveness of any system of internal control, including the possibility of human error and the circumvention of controls.

Because of their nature, controls may not always operate effectively to provide reasonable assurance that the service organization's service commitments and system requirements are achieved based on the applicable trust services criteria. Also, the projection to the future of any conclusion about the effectiveness of controls is subject to the risk that controls may become inadequate because of changes in conditions or that the degree of compliance with the policies or procedures may deteriorate.

***Opinion***

In our opinion, management's assertion that the controls within KnowBe4's Security Awareness Training Services system were effective throughout the period June 16, 2018 to March 15, 2019, to provide reasonable assurance that KnowBe4's service commitments and system requirements were achieved based on the applicable trust services criteria is fairly stated, in all material respects.

A handwritten signature in black ink that reads "360 Advanced". The "360" is written in a stylized, cursive font, and "Advanced" is written in a similar cursive style.

April 17, 2019  
St. Petersburg, Florida

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**SECTION 2:**

**MANAGEMENT'S ASSERTION**

## MANAGEMENT'S ASSERTION

April 17, 2019

We are responsible for designing, implementing, operating, and maintaining effective controls with KnowBe4, Inc.'s ("KnowBe4") Security Awareness Training Services system throughout the period June 16, 2018 to March 15, 2019, to provide reasonable assurance that KnowBe4's service commitments and system requirements relevant to security, availability, processing integrity, confidentiality, and privacy were achieved. Our description of the boundaries of the system is presented in Section 3 of this report and identifies the aspects of the system covered by our assertion. KnowBe4 uses Amazon Web Services, Inc. ("AWS"), a sub-service organization, application hosting, backups, and cloud storage services. The description included in Section 3 excludes the applicable trust services criteria and related controls of the sub-service organization.

We have performed an evaluation of the effectiveness of the controls within the system throughout the period June 16, 2018 to March 15, 2019, to provide reasonable assurance the KnowBe4's service commitments and system requirements were achieved based on the trust services criteria relevant to security, availability, processing integrity, confidentiality, and privacy set forth in TSP section 100, *2017 Trust Services Criteria for Security, Availability, Processing Integrity, Confidentiality, and Privacy* (AICPA, *Trust Services Criteria*). KnowBe4's objectives for the system is applying the applicable trust services criteria are embodied in its service commitments and system requirements relevant to the applicable trust services criteria. The principal service commitments and system requirements related to the applicable trust services criteria are presented in Section 4 of this report.

There are inherent limitations in any system of internal control, including the possibility of human error and the circumvention of controls. Because of these inherent limitations, a service organization may achieve reasonable, but not absolute assurance that its service commitments and system requirements are achieved.

We assert that the controls within the system were effective throughout the period June 16, 2018 to March 15, 2019, to provide reasonable assurance that KnowBe4's service commitments and system requirements were achieved based on the applicable trust services criteria.

/s/ KnowBe4, Inc.

Brian Jack – Chief Information Security Officer

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**SECTION 3:**

**DESCRIPTION OF THE BOUNDARIES OF THE SYSTEM**



# OVERVIEW OF OPERATIONS AND THE SYSTEM

## Company Overview and Background

KnowBe4 is a provider of an integrated security awareness training and simulated phishing platform that is used by more than 24,000 organizations worldwide. Founded by data and IT security expert Stu Sjouwerman, with backing from Elephant Partners and Goldman Sachs Growth Equity, KnowBe4 helps organizations address the human element of security by raising awareness of ransomware, CEO fraud, and other social engineering tactics through a new-school approach to security awareness training. Kevin Mitnick, internationally recognized computer-security expert and KnowBe4's Chief Hacking Officer, helped design KnowBe4's training based on his documented social engineering tactics. Thousands of organizations leverage KnowBe4's platform to train their workforce to make smarter security decisions and create a human firewall as an effective last line of defense.

## Overview of the Security Awareness Training Services system

KnowBe4's Kevin Mitnick Security Awareness Training and Simulated Phishing platform (KMSAT) has approximately 25,000 customers. The platform is designed to provide users with a platform to better manage IT security problems of social engineering, spear-phishing, and ransomware attacks.

The KMSAT platform provides users self-service enrollment, and both pre-and post-training phishing security tests that show the percentage of end-users that are Phish-prone. KnowBe4's random Phishing Security Tests provide several remedial options in the event an employee falls for a simulated phishing attack.

### Overview

- Baseline Testing – KnowBe4 provides baseline testing to assess the Phish-prone percentage of their customer's users through a free simulated phishing attack.
- Train Your Trainers – The library of security awareness training content; including interactive modules, videos, games, posters and newsletters, as well as automated training campaigns with scheduled reminder emails.
- Phish Your Users – Fully automated simulated phishing attacks, thousands of templates with unlimited usage, and community phishing templates.
- See the Results – Enterprise-strength reporting, showing stats and graphs for both training and phishing, ready for management.

### Features

- Unlimited Use – KnowBe4 offers three Training Access Levels: I, II, and III, giving access to their content library of 900+ items based on subscription level. Unlimited access to all phishing features.
- New Smart Groups - KnowBe4 customers can use each employees' behavior and user attributes to tailor phishing campaigns, training assignments, remedial learning, and reporting.
- Custom Phishing and Landing Pages - Apart from the existing templates, customers can customize scenarios based on personal information, creating targeted spear-phishing campaigns
- Simulated Attachments - Customized Phishing Templates can also include simulated attachments in the following formats: Word, Excel, PowerPoint and PDF, (also zipped versions of these files).
- Detailed Reporting - Reporting for phishing campaigns as well as a general overview of previous campaigns.
- Crypto-Ransom Guarantee - KnowBe4 offers to pay customer's ransom if they get infected with ransomware while being a customer.

- Automated Security Awareness Program - ASAP is a tool for IT professionals, which allows creation of a customized Security Awareness Program for to create a fully mature training program.

## Sub-Service Organizations and Complementary Controls

KnowBe4 uses Amazon Web Services, Inc. (“AWS”), a sub-service organization, for application hosting, backups, and cloud storage services. To monitor and evaluate the adequacy and effectiveness of controls in place at the sub-service organization, KnowBe4’s management obtains and reviews the Service Auditor’s report and / or compliance certifications for the sub-service organization.

The sub-service organization is responsible for implementing logical, physical, and environmental control activities to ensure the IT infrastructure is protected from certain threats.

## Infrastructure

KnowBe4’s services run in the cloud and do not run their own routers, load balancers, DNS servers, or virtual systems. Except for a few data sub-processors, services and data are hosted in AWS facilities. For US-based customers and customers wanting to keep their data residing in the US, KnowBe4 has systems in AWS datacenters in the US region. For customers wanting to keep their data within the European Union (EU), except for a small set of sub-processors that are US only, KnowBe4 has systems located in AWS datacenters in the EU region. KnowBe4’s services are built taking into consideration both business continuity and disaster recovery. The IT infrastructure, including systems and databases, is spread across multiple AWS data centers (availability zones) for both the US and EU regions for redundancy and continuity purposes. Systems are within KnowBe4’s own virtual private cloud (VPC) with network access control lists (ACLs) to prevent unauthorized requests gaining access to the internal network.

Data communications between the web customers and KnowBe4’s backend systems are encrypted using SSL/TLS – which protects data in transit. Data is held in an encrypted Amazon Relational Database Service (RDS), which provides for availability and data durability. Storage is provided by encrypted Amazon Simple Storage Service (S3) buckets dedicated to KnowBe4. Encryption is enabled to protect data at rest.

The following describes the in-scope components supporting the Security Awareness Training Services system:

System / Application	Description	Infrastructure
KMSAT	Security Awareness Training Platform	AWS Cloud Infrastructure and AWS Relational Databases

## Software

KMSAT is a Software-as-a-Service (SaaS) based application built using a combination of web programming technologies and leveraging AWS. KMSAT is developed internally by the Engineering Development team of KnowBe4. The Engineering Development team maintains and enhances the feature set of KMSAT on an on-going basis to provide a platform for sending simulated social engineering exercises and delivering and tracking completion of security awareness and other computer-based training modules.

KMSAT tracks information in real-time. The information is stored in the database and is accessible for daily operations, service authorization, and report generation.

Components are written using Ruby on Rails, PHP, MySQL, Nginx, Apache, Linux, and Golang.

## People

KnowBe4 has nine main divisions: (1) Executive Team; (2) Marketing; (3) Sales; (4) Customer Success; (5) Support; (6) Engineering; (7) Quality and Training; (8) Accounting and Finance; and (9) Operations.

The roles and responsibilities of key functions include the following:

- Chief Executive Officer: Sjoerd Sjouwerman, Oversees the executive team.
- Chief Technology Officer: Alin Irimie, Responsible for technical direction of the company.
- Chief Product Officer: Gregory Kras, Head of Engineering, Support and Product Management. Responsible for tech direction of products and customer facing issues.
- Chief Information Security Officer: Brian Jack, Responsible for security and risk related issues for the company and for the product. Responsible for privacy related issues.
- Chief Financial Officer: Krish Venkataraman, Head of finance, accounting, and order processing.
- Corporate Legal Counsel: Alicia Dietzen, Contracts, privacy, agreements, internal and external matters regarding litigation.

## Procedures

KnowBe4's management has developed and communicated to its users, procedures to restrict logical access to KnowBe4's systems. The procedures cover the following key security lifecycle areas:

- Policy management and communication
- Selection, documentation, and implementation of security controls
- Authorization, changes to, and termination of information system access
- Monitoring security controls
- Management of access and roles
- Maintenance and support of the security system and necessary backups and media storage
- Incident response
- Maintenance of restricted access to system configurations, administrative functionality, passwords, powerful utilities, and security devices
- HR policies including; conduct and ethics, computer usage, disciplinary actions, non-disclosure / confidentiality

## Data

For the US region (training.knowbe4.com), customer data is stored in the USA. For the EU region (eu.knowbe4.com), except for temporary storage (30 days) by some sub-processors located in the US, customer data (email address) is stored in the EU.

Customer data is stored in a multi-tenant architecture. Knowbe4 does not have individual databases or systems for each customer. Privacy controls exist in the application code to ensure data privacy and prevent one customer from accessing another customer's data. This is done using unique account identifiers which attribute each user to a specific account. Knowbe4 has unit and integration tests in place to ensure these privacy controls work as expected. Unit and integration tests are run each time the code base is updated, and any single test failing will prevent new code being shipped to production.

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**SECTION 4:**

**SERVICE COMMITMENTS AND SYSTEM REQUIREMENTS**

## PRINCIPAL SERVICE COMMITMENTS AND SYSTEM REQUIREMENTS

KnowBe4's management designs its processes and procedures related to Security Awareness Training Services system to meet its objectives. Those objectives are based on the service commitments that KnowBe4's management makes to user entities, the laws and regulations that govern the provision of Security Awareness Training Services system and the financial, operational, and compliance requirements that KnowBe4 has established for the services.

KnowBe4's management establishes operational requirements that support the achievement of security commitments, relevant laws and regulations, and other system requirements. Such requirements are communicated via KnowBe4's system policies and procedures, system design documentation, and contracts with customers. Information security policies define an organization-wide approach to how systems and data are protected. These include policies around how the service is designed and developed, how the system is operated, how the internal business systems and networks are managed, and how employees are hired and trained. In addition to these policies, standard operating procedures have been documented on how to carry out specific manual and automated processes required in the operation and development of the system.