

## **Information Security Service Overview**

Security threats, such as viruses, spam and phishing, are on the rise and pose risks to businesses today. Organized Crime is behind many of these attacks and losses are estimated at over \$100B per year. If your company is conducting business electronically, you need to understand how these threats can impact your business, affect your reputation, and potentially harm your customers.

The Internet has become an essential part of our daily life and it would be hard to imagine not having vast quantities of information available at our finger tips. These benefits are offset by the fact that hackers can break into your systems to steal valuable intellectual property and confidential customer information. Industry and government groups are responding to these threats with regulations that affect how businesses are operated and it is important to be in compliance.

Security programs are very similar to insurance and it can be challenging to obtain management approval and funding, especially if you have not had a recent security incident at your company. These programs compete with other priorities that may have compelling ROI analysis and developing a business case can be difficult. Arguments can be made that you have not experienced a security incident to date and an investment in this area is not a priority.

Proactive organizations are putting risk management programs in place to evaluate security threats and associated risks to your organization. These organizations educate business executives on security risks and provide them with the information to make informed decisions. They have long term programs to improve the security within the organization and contingency plans to address security incidents.

A question commonly asked by business executives is how to get started with an Information Security Program and the first step is to establish a baseline assessment of where you are today. The next step is to analyze the results of your baseline evaluation and develop a plan to move you towards an optimal program in the future. Finally, you need to a roadmap to call out the milestones to help you accomplish your desired future state, including the staff and budget required to reach a secure environment for your enterprise.

The StrataFusion Group has solutions to these security challenges and can provide pragmatic solutions for your company. We have worked with a number of CIO's to evaluate their security programs and implement long term improvements plans.

## **IT Security Service Details**

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Protecting the critical assets of your company has become more challenging today with all the security threats that are increasing in speed and complexity. We offer a comprehensive service that evaluates your entire security program and provides recommendations that you can implement quickly. These services are ideal for CIO's and IT leaders who are:

- Supporting their company's plans to conduct more of their business electronically
- Need to put a proactive program in place to manage security risks
- New to their role and need an assessment of their information security program
- Responding to a security incident and need to act quickly
- Asked to provide the business case or justification for improving security at their company

## **What you can expect to achieve when you implement an Information Security Program at your company:**

- The ability to offer new products and services with risk-based approach to security threats
- Cost effective programs that provide pragmatic approaches to minimizing security risks
- Proactive programs to protect company's intellectual property and customer information

## **Additional Benefits of Program:**

- Comprehensive security assessment methodology that can be used to evaluate your security program in 30 days
- In-depth security product experience with vendor neutral view of security market
- Cost effective solutions that can be implemented in 90 days or less

## **Our Information Security Practice offers a broad range of services, including the following:**

- Information Security Program Assessments and Improvement Recommendations
- Comprehensive Information Security Strategy Development
- Information Security Organization Design and Development
- Emergency Incident Response Service

- Secure Practices for Applications Development

Our program is based on principles developed by StrataFusion Partner, Mark Egan, in his book “*The Executive Guide to Information Security*”. StrataFusion has successfully implemented security programs at many of the leading companies in Silicon Valley to protect their valuable intellectual property and confidential information.

## **IT Security Success Stories**

### Business Problem:

- A high technology client expanded its product offerings to include security solutions but recent security incidents had the potential to damage the company brand

### Challenges:

- Company experienced six security incidents in less than one year
- Existing security organization was inexperienced and had no long-term strategy for improvements
- Company was growing rapidly and information technology group was under considerable pressure to scale systems to support the business

### Results:

- Security strategy enabled the company to achieve industry recognized certification for their security program
- This certified security program was perceived as a competitive advantage by customers and included in their sales and marketing programs
- Company was able to reduce security spending by 25%

### Improvement Process:

- Completed comprehensive security assessment to identify key business risks and developed two-year security improvement roadmap
- Established Security Governance Board to oversee security program and manage security risks for the company
- Completed analysis of information security organization and designed cost effective staffing strategy

## **IT Security Success Stories**

### Business Problem:

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- A publically traded company had a serious security incident and was unable to close their books and report their quarterly results

## Challenges:

- Disgruntled employee left company and had an in-depth knowledge of the company's internal business systems
- Security controls were not in place to prevent former employee from accessing key financial systems and making them unavailable to finance staff
- Company was on tight deadline to file their quarterly earnings

## Results:

- Company was able to close their books in time to meet their filing deadline for quarterly earnings
- Completed security improvement program and achieved satisfactory rating for their program in one year
- Company did not experience any further security incidents that affected their business operations

## Improvement Process:

- Identified security vulnerabilities and prevented disgruntled employee from gaining access to company's business systems
- Completed a comprehensive security assessment and developed a two-year strategy for improvements
- Assisted client on accelerated program to improve their security program

## **IT Security Success Stories**

### Business Problem:

- Software company announced major strategy to focus on the information security market but shortly afterwards experienced embarrassing security incident

### Challenges:

- Company had a limited number of security product offerings and their internal security program was supported by competitor's products
- Information security staff were inexperienced and no formal information security program was in place
- Company was experiencing considerable growth and the IT group was under pressure to rapidly scale their systems

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## Results:

- Company's information security program became known as one of the best in the industry and perceived as such by prospective customers

## Improvement Process:

- Established program to become first users of company's products and discontinue use of competitor's products
- Initiated multi-year approach to improving information security program
- Developed "Selling to the CIO" presentation for the sales organization and conducted training for sales and professional services organizations

Our Security Practice is led by Mark Egan who served as Symantec's CIO for over 6 years and was responsible for their information security program. Mark has worked with several Bay Area companies to implement effective security programs and is a frequent speaker on security best practices. He can be reached at [mark.egan@stratafusion.com](mailto:mark.egan@stratafusion.com) for more information on our Security services or visit our Partners page for his background information.