CASE STUDY

Risk Assessment

ISO 9001:2008 Certified

The tension between those who produce revenue and those who manage expenses is palpable, and with good reason. Companies and organizations don't exist to operate in the red. Expenses need compelling arguments that lead to increased sales, and immediate gratification is always encouraged.

So how are these management differences reconciled? One such victory is reached when small investments render big revenue through significant and marketable customer benefit.

Keep reading to discover how ICS was able to dramatically improve a firm's security compliance in three short years, adding real value for existing and prospective customers.

At ICS, we pride ourselves in our unique ability to integrate comprehensive strategy and cutting edge security into information operations. As the information age advances by leaps and bounds, it is imperative that your organization take a proactive, holistic approach to information operations. By leveraging our comprehensive strategy of integrating information security tenets into every aspect of IT service delivery, your organization will be armed with the technology, processes and policies necessary to win the ever-evolving battle to ensure the continuous availability and integrity of your organization's information.

Learn more about our services online at www.ICSInc.com.

CyberSecurity
Technology Consulting
Application Services
Staff Recruitment & Augmentation

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CASE STUDY

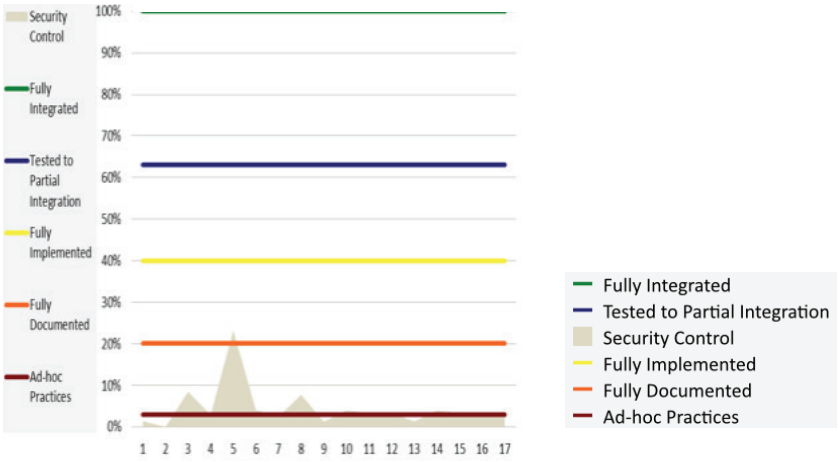
Risk Assessment *pg. 2 of 4*

The Challenge

A leading customer experience management and SaaS solutions firm was looking for ways to add even greater value to their client relationships. The IT Director suggested shoring up their own data security infrastructure through annual risk assessment to demonstrate the firm's commitment to cyber-security. The Chief Sales Officer, citing current market price sensitivity and budget constraints, remained skeptical.

The Process - Establish a Baseline

ICS evaluated the information systems security program across 17 control areas that constitute best practices in an enterprise security programs. Based on National Institute of Standards and Technology (NIST) standards adopted by NASA and the Department of Defense, ICS evaluated the firm's management, technical, and operational controls - including risk management, contingency planning and systems communications protection. Staff interviews and policy reviews were conducted and a site survey and thorough network evaluation were performed in support of the initial assessment.



NIST 800-53 Security Control Baseline
Management, Operational and Technical Controls
2011 Baseline

By following a well defined process, ICS' certified professionals established a baseline and many areas of improvement were identified, as the average score across all control areas was a sobering 4%. What had seemed an unnecessary allocation of resources had uncovered significant weakness in the backbone of the firm's commitment to data security in their industry. The customer saw how an opportunity to increase data security across the organization would also provide differentiation for their business and benefit to their customers. The Chief Sales Officer was intrigued.

The ICS Risk Assessment Model

A Risk Assessment from a qualified IT security firm is like checking the doors and windows on your network. With all of the confidential corporate and customer information in your database, you would never consider leaving those doors and windows open. But beyond the entryways that are easy to see, are there other access points that are not so obvious? Is your network at risk of experiencing a devastating breach?

Our Risk Assessment model delivers both quantitative and qualitative measures of organizational risk, allowing you to optimize your security spend and efficiently allocate resources to maximize business value. We have a 20-year history of delivering Risk Assessments against all major standards including NIST 800-series, ISO, Octave, COBIT, COSO and others.

An Information Security Risk Assessment is a means of examining your organization's information security infrastructure to identify vulnerable areas in the network and provide steps to secure those weaknesses. Only then will your organization be able to prioritize which areas need to be addressed immediately, which are less urgent, and which ones are not urgent at all.

A Risk Assessment will provide your organization with an objective evaluation of the security of your information infrastructure.

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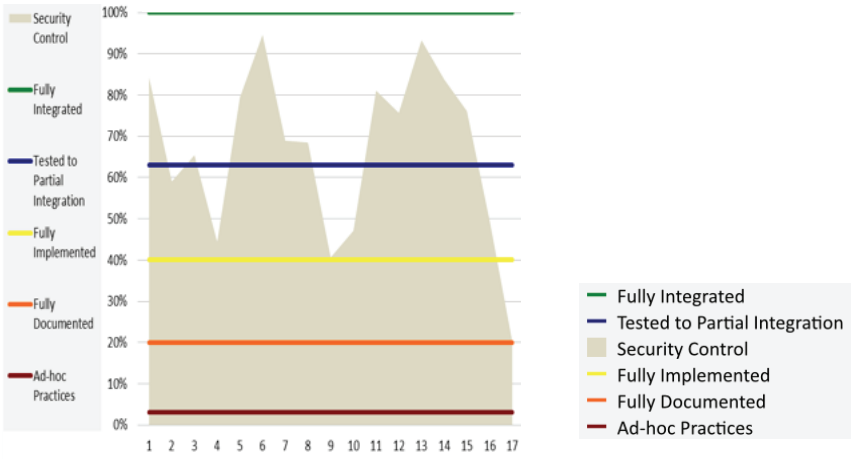
The Solution

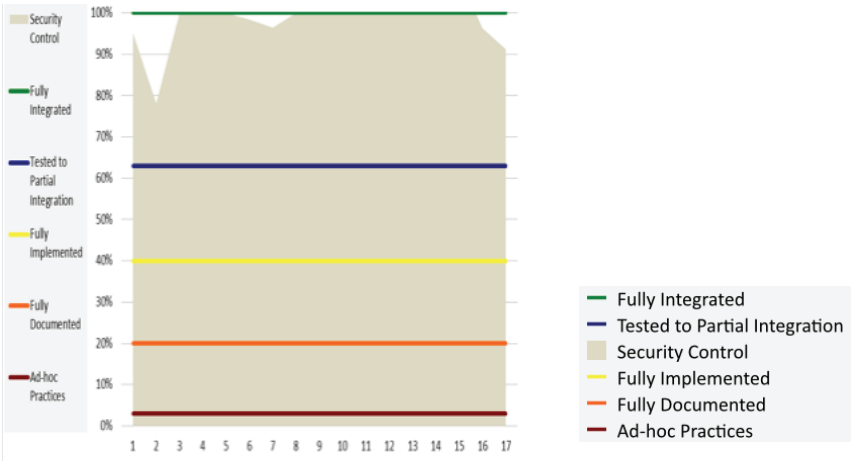
With the baseline assessment in hand, ICS worked with the firm's IT security team to remediate the identified vulnerabilities by following specific Plan of Action and Milestone (POA&M) guidelines from ICS' risk assessment report, using internal resources whenever possible. Policy changes were implemented along a recommended timeline with targeted goals and metrics, and disaster recovery and continuance of operations plans were established and documented. Annual follow-up assessments were conducted to measure the progress.



NIST 800-53 Security Control Baseline
Management, Operational and Technical Controls
2012 POA&M

The Result

Improvement year-over-year has been significant, with average scores across the 17 control areas soaring from 4% to 59% in the first year.



NIST 800-53 Security Control Baseline
Management, Operational and Technical Controls
2013 System Tools & Documents

About ICS, Inc.

Integrated Computer Solutions, Inc. (ICS) is a full-service information technology and IT security consulting and professional services firm headquartered in Montgomery, AL with operating locations throughout the United States.

Established in 1997, ICS provides a robust portfolio of technology and information security services that combine comprehensive strategy with cutting edge security. Our services provide a balance of cost and quality that enables our clients to maximize their return on IT investments.

ICS has always been focused on enterprise technology and security services, and has an established track record of providing enterprise technology and security services to a wide range of Federal, State, and Fortune 1000 clients. View samples of our federal past performance or case studies from state agency and commercial clients online at ICSInc.com to learn more.

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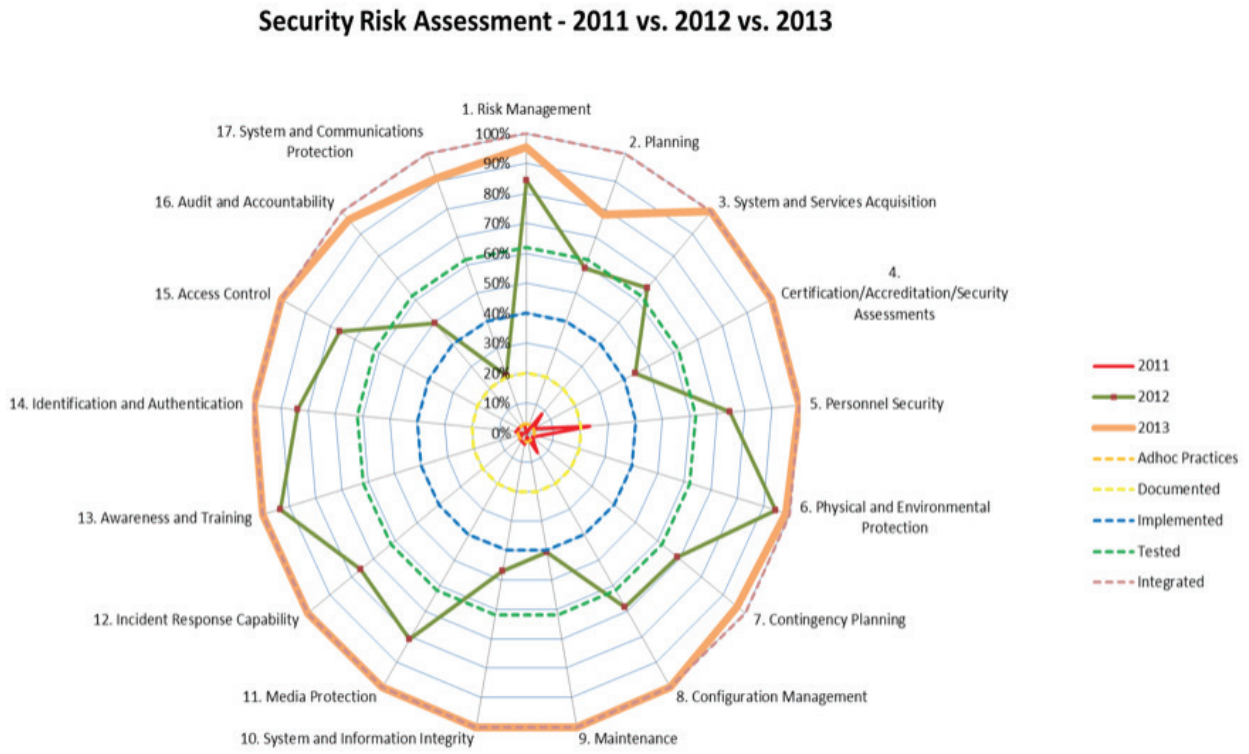
To celebrate, the ICS team recommended improved automation and monitoring of routine tasks to ease the IT burden, guiding the firm through selection, procurement, and implementation of the necessary tools. Second-year assessment again bore fruit, as the average score vaulted to 97% across all 17 areas, with 11 areas reaching 100% compliance.

The firm has seen a remarkable return on their investment in an improved security posture, and their ability to communicate their heightened, consistent state of data security to their customers adds real value for existing and prospective customers. The Chief Sales Officer is now a believer.



Control Category Baseline R3		2011	2012	2013
1.0 Risk Management		1%	84%	95%
2.0 Planning		0%	10%	78%
3.0 System and Services Acquisition		8%	65%	100%
4.0 Certification, Accreditation, and Security Assessments		3%	24%	100%
5.0 Personnel Security		23%	74%	100%
6.0 Physical and Environmental Protection		4%	94%	98%
7.0 Contingency Planning		2%	69%	96%
8.0 Configuration management		7%	68%	100%
9.0 Maintenance		1%	3%	100%
10.0 System and Information Integrity		4%	47%	100%
11.0 Media Protection		3%	81%	100%
12.0 Incident Response Capability		3%	75%	100%
13.0 Awareness and Training		1%	93%	100%
14.0 Identification and Authentication		4%	83%	100%
15.0 Access control		3%	76%	100%
16.0 Audit and Accountability		3%	49%	96%
17.0 System and Communications Protection		2%	3%	91%
	Average	4%	59%	97%

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