

Logo

IT Security Vulnerability Assessment & Analysis

Proposal for ***Customer***

“There are many types of threats (natural, unintentional, intentional) and vulnerabilities (technical and administrative) and the countermeasures employed to reduce their impact. Of course, countermeasures can be technical (virus software, IDS’s, etc) and/or administrative.”

HCH ENTERPRISES, LLC's IT Security methodology provides a low-cost, rapid-results approach that lets organizations quickly evaluate these technologies.

PROPOSAL FOR: *Customer*****

DATE:

PRESENTED BY:

Copyright 2002 by HCH ENTERPRISES, LLC.
All Rights Reserved.
Confidential
Unpublished Property of HCH ENTERPRISES, LLC.

<u>EXECUTIVE SUMMARY</u>	4
LEVERAGING INFRASTRUCTURE: THE KEY TO SURVIVAL	4
THE CASE FOR IT SECURITY	4
WHAT ARE THE KEY AREAS TO EVALUATE?	5
HOW DOES *CUSTOMER* START?	6
TAKING THE “FIRST STEP” WITH HCH ENTERPRISES, LLC	6
STEP 1 - PROJECT STARTUP	7
STEP 2 - INFORMATION COLLECTION AND ANALYSIS	7
STEP 3 - PERFORM SECURITY ASSESSMENT	8
STEP 4 - SOLUTION ANALYSIS AND REMEDIATION	8
STEP 5 - CLIENT REPORT AND PROJECT COMPLETION	8
<u>THE FIRST STEP BENEFITS</u>	10
BENEFITS OF HCH ENTERPRISES, LLC’S IT SECURITY SERVICE FOR *CUSTOMER*	10
<u>IT SECURITY INVESTMENT ANALYSIS</u>	11
HCH ENTERPRISES, LLC PRICING AND ASSUMPTIONS	11
<u>NETWORK SECURITY VULNERABILITY ASSESSMENT STATEMENT OF WORK</u>	12
HCH ENTERPRISES, LLC NETWORKING SOLUTIONS	12
STATEMENT OF WORK	12
<u>HCH ENTERPRISES, LLC’S COMMITMENT TO IT SECURITY</u>	13
WHY START WITH HCH ENTERPRISES, LLC?	13

Executive Summary

Leveraging Infrastructure: The Key To Survival

Leading edge companies have learned that the strategic leverage of technology infrastructure can lead to significant competitive advantages. In today's fast-paced business environment, this may be the *only* way to sustain a competitive advantage. One of the most critical IT assets has become the networks that enable communications between employees, customers, prospects, suppliers, partners, and the market in general.

The Case for IT Security

For all businesses that use networks in their business operation, there are potentially significant benefits to be gained by selectively integrating policies, procedures, and technology to interconnect internal and external users and IT resources. These benefits include the following:

Benefits many business companies get include:

- Protecting Company Assets and Information from destruction, modification or unauthorized disclosure.
- Increased availability by implementing standard IT procedures to prevent denial of service to IT resources.
- Support for new business applications

1. *Confidentiality* — protecting data and information stored on systems and media from unauthorized disclosure. Using PKI (Public Key Infrastructure) and VPN's for remote access to company information systems. Enforcing Policies to encrypt data and information transmitted or shared with other organizations and individuals.
2. *Information Integrity* — protecting information on systems from unauthorized, unanticipated, or unintentional modification. Preventing unauthorized modification of information contained in database systems that may include financial transactions.
3. *Information Availability* — providing services, which must be available on a timely basis to meet mission requirements or to avoid substantial losses. Most importantly, current and emerging business applications are leveraging the ability to scale and improve availability through redundancy and fault tolerance to enhance the productivity of the organization.

Clearly, all companies can benefit from these types of advantages. However, many organizations are not able to properly evaluate the potential value of their business in reference to security. This may be due to insufficient time or expertise for the existing IT staff to perform the evaluation, or lack of a defined methodology and supporting tools to prototype and assess Information Technology security needs.

What Are the Key Areas to Evaluate?

Key Objectives:

1. *Validate the technology in your environment*
2. *Analyze the business case and understand the benefits*
3. *Assess your resources such as people and tools*

Evaluating security requirements and their potential benefits for ***Customer*** must include three key areas. First, validate that the technologies can be used in your existing infrastructure and policies and procedures can be created to facilitate security controls. This means that the products and protocols must be prototyped and integrated within your existing systems infrastructure, then measured or baselined to establish the degree to which your business and technology requirements are met.

The security assessment must provide management with the overall view of the organization in its current operating mode from a security perspective and existing technical controls. This requires defining acceptance criteria, then applying expertise to optimize and tune the various logical and physical components. Also, identify where change is required, and assess the effort and resources required to affect that change.

Second, create a business case to define the potential value to your company, i.e. protection of valuable company assets and information. This business case must be based on actual information about the cost drivers of your systems and network — expenses related to equipment, maintenance, training, and tools. It cannot be built solely on general industry trends and metrics.

Third, evaluate existing resources of your organization to determine any required training, tools, or processes necessary to ensure successful engineering, implementation, and support of a secure IT infrastructure.

By assessing these three key areas — IT Security, underlying business case, and readiness of your staff to deploy and support security policies and procedures — you can make an informed and accurate decision on the use of security in your business.

How Does *Customer* Start?

Partnering with a proven integrator is critical to a successful evaluation.

HCH ENTERPRISES, LLC has implemented secure IT networks.

We have trained consultants and field engineers on the technologies, products, and supporting tools.

We have partnerships with Vendors of security products and solutions for enterprises.

Companies today that are exploring enhanced security and implementing the public network in daily business operations are looking for various ways to secure their infrastructure. Transforming your enterprise infrastructure can be highly rewarding but also very complex.

You must obtain (either internally or externally) the needed expertise to properly evaluate the business operation and the current information systems infrastructure for *Customer.* Despite the market hype and seemingly endless supply of network and security products, vendors, consultants, and conferences, this is not easy today. Many information technology organizations are being asked to evaluate security products or implement a security program quickly, with little regard to the skill sets and time needed to grow these skills.

Few consultants or integrators are investing to build security expertise, supporting processes and tools, and the required partnerships with key product providers. Few manufacturers can provide the necessary unbiased consultancy to avoid pre-determined answers that may not be based on the objective value to the customer's business. It is critical to involve knowledgeable consultants up front who can:

- Guide you to success
- Help you avoid the many pitfalls that can derail your initial IT security project

Taking the “First Step” With HCH ENTERPRISES, LLC

At HCH ENTERPRISES, LLC, we have designed an offering for companies like *Customer* who want secure their infrastructure, and are looking for a low-cost, rapid-results method.

Our approach has been developed and validated by HCH ENTERPRISES, LLC and our partners to ensure that you achieve your desired objectives. In this program, you benefit from the knowledge and experience we have gained in working with numerous security products and information systems technologies. By working side-by-side with our consultants on-site, this knowledge is transferred to key individuals.

The HCH ENTERPRISES, LLC Security program provides experienced expert consulting to your organization, together

with a proven methodology. Our approach involves five steps. Together, they will answer the key question — what is the right IT Security program for my business.

Step 1: Project Startup

The IT Security Vulnerability and Assessment is “kicked-off” by the assigned HCH ENTERPRISES, LLC Certified Information Security Professional, who will customize the project templates and project plan to your specific business requirements. The project team, which includes resources from HCH ENTERPRISES, LLC and *Customer,* meet and review all project parameters. Also, specific testing and acceptance criteria are reviewed and agreed to as a team. Key activities include:

- Review of all collected information
- Development of project plan
- Customization of project templates
- Project start-up meeting

The objective is to ensure a common understanding of all resources, time frames, and other commitments necessary to ensure the project objectives are achieved.

Step 2: Information Collection, Assessment and Analysis

During this phase, the project team will collect existing technical and business information on the targeted sites. Also, the sites will be surveyed to ensure the assessment is technically accurate. After the analysis, required configurations for all relevant systems (routers, firewalls, and systems) will be recommended. Key activities include:

- Capture key technology and business documents
- Assess customer resources (skills, tools)
- Survey the sites, then validate the design based on the surveys
- Develop recommendations for the security components
- Create policies for the sites and systems as required by the assessment and analysis

These steps are essential to ensure that the security remediation and recommended solution has a minimal impact on your business, and allows the project team to develop the necessary business models for analysis and recommendation.

Step 3: IT Security Vulnerability Assessment Implementation

After information collection and solution design are completed, policies are implemented; components are configured, tested, and tuned. After the qualitative and quantitative performance is deemed acceptable, the solution is run in a "production" state for a period of three to five days in order to monitor the real-world stability and performance (based on your objectives). During this time, data collection systems are used to capture information such as utilization, penetration test results, and vulnerabilities.

Key activities include:

- Site and system policies are implemented at the targeted locations
- End-to-end technical testing, based on test plan
- Tuning and optimization to achieve maximum performance
- Production testing for three to five days
- Site visits to collect data and review performance

Throughout the production testing, HCH ENTERPRISES, LLC monitors daily results and provides you with updates.

Step 4: Solution Analysis

When the security assessment is completed, results are aggregated and analyzed by the project team to answer key questions including:

- Have all the business operations and systems been reviewed and properly assessed.
- Based on the collected data, what is the business case
- How are the existing resources positioned to support this in my business

The analysis uses a standard method of analyzing issues that gauges the impact to the business, priority, best practice, options, and recommendations.

After the analysis is completed, your Customer Report is developed by the project team and reviewed with you.

Step 5: Customer Report and Project Completion

The project culminates with a formal presentation to you and key stakeholders you identify (for example; executive management, IT management, business analysts, business

management). This presentation is supported by a Customer Report delivered in both soft and hard copy. The report includes the following:

- Executive Summary - overview of activity results
- Summary of Activity - short description of approach (for those not intimate with the project)
- Statement of Objectives - listing of project objectives, as defined in the statement of work, and level of accomplishment (fully met, partially met, not met)
- Professional Opinion Statement - detailed review of project team findings and recommendations
- Appendix
 - Business case
 - Assessment Report
 - Design documents and Policies
 - Other Supporting documents

After the Customer Report has been presented and accepted, HCH ENTERPRISES, LLC will conduct a project close-out meeting during which you are asked to provide feedback on the project and your satisfaction. Also, the project team is asked to provide feedback on the project related to the team members, methodology, supporting tools, and any other suggestions that can improve your satisfaction of this solution.

The Accelerated Assessment Benefits

Benefits of HCH
ENTERPRISES, LLC's
Assessment Service for
Customer

There are several key benefits *Customer* will gain when the project is completed. They include the following:

- Business and Technology validation - you will quickly understand whether these technologies can be successfully implemented into your existing environment, without having to invest in expensive tools, training, products, and processes.
- Knowledge transfer - the assigned team members you provide will gain invaluable experience by working with the HCH ENTERPRISES, LLC engineers and the structured process and tools we use.
- Business case - you will protect the value to your business through implementing the security controls based on real-world inputs that are gathered directly from your business, rather than from generic industry-standard numbers that may not have any relevance to your business.
- Quality assurance - the process includes extensive testing to ensure that the security policies, procedures and configurations deliver the quality, performance, and availability your users demand.
- Organizational alignment - resources you assign from your organizations will work together as a team, helping to establish or re-enforce the organizational alignment critical to the success of a security implementation.
- Process customization - the customized processes and templates used during this project can be used by you for future multi-service projects (subject to confidentiality and re-use agreements in the statement of work).

IT Security Investment Analysis

HCH ENTERPRISES, LLC Accelerated IT Security Vulnerability and Assessment Pricing and Assumptions

The Accelerated IT Security Assessment pricing is a fixed-fee of \$15,000.

The following assumptions apply:

1. A signed HCH ENTERPRISES, LLC IT Network Security Vulnerability and Assessment Statement of Work exist.
2. The IT Security Vulnerability and Assessment for this price includes 15 working days of consulting and required software from HCH ENTERPRISES, LLC. HCH ENTERPRISES, LLC reserves the right to use qualified consultants during the engagement for a portion of the delivery and IT security project development.
3. The IT security implementation will run in a production state for three to five days. Any extension and/or purchase agreement of this equipment and software will be negotiated separately.
4. Any required travel expenses incurred by HCH ENTERPRISES, LLC consultants to deliver the IT security service are additional expenses and will be billed to **Customer** at cost, separate from the fixed IT security project investment.
5. This is a IT security service developed to demonstrate the value of a security solution for **Customer.** The business case will be dependant on the availability of current and accurate information you provide.
6. Payment for the IT security project will be due within 30 days following completion of the Project completion meeting, which is the final step in the project.

IT Security Vulnerability and Assessment Statement of Work

HCH ENTERPRISES, LLC
Networking Solutions
Statement of Work

To be added when available from HCH ENTERPRISES,
LLC Networking Solutions:

HCH ENTERPRISES, LLC's Commitment to Information Technology Solutions

Why Start With HCH ENTERPRISES, LLC?

HCH ENTERPRISES, LLC is your best choice for consulting to evaluate a Cisco multi-service solution for several reasons.

Experienced Consultants - HCH ENTERPRISES, LLC has experienced network consultants who have designed and implemented some of the largest and most advanced IP-based networks in the world. Many come from information systems and telecommunications backgrounds, with deep expertise in wide area networks. They have received additional training on security technologies, architectures, and protocols.

World-class Processes - HCH ENTERPRISES, LLC has invested to build consistent, global processes such as the one used to deliver the security solution. By developing and continually improving these processes, and supporting them with standard tools and templates, we help ensure the quality, consistency, and speed of our services to you.

Strategic Partnerships - we have strategic relationships with the leading security and network equipment providers. We understand how their products work, and can support them in the field.

Solution Portfolio - HCH ENTERPRISES, LLC has a complete portfolio of solutions and services that can address your systems and network infrastructure, IT security, and structured distribution requirements. We also have project managers experienced in managing complex, global rollouts. This means we can support your needs throughout the life cycle of your network evolution.

Customer List

Our networking customer list includes businesses from demanding industries such as finance, retail, and telecommunications.

Customer List

We look forward to partnering with *Customer* as you evaluate multi-service networks. We want to help you save

Proposal Theme

HCH ENTERPRISES, LLC's Commitment to Information Technology Solutions

costs, reduce the administrative complexity, and support new business applications, improving the satisfaction of your shareholders and your customers.