## **Conceptual PowerPoint Slides for Spectrum RFP Response**

**Objective:** Showcase NCC Group's proposed Centers of Excellence (CoEs) as a strategic framework to elevate Spectrum's product security maturity, provide proactive guidance, and ensure global compliance and resilience.

### **Slide 1: NCC Group & Spectrum: Strategic Partnership Through Global Centers of Excellence**

**Top Section - Strategic Pillars & Capabilities:** (Focus on addressing client needs from meeting notes)

* **Proactive Security Maturity:** Moving beyond reactive compliance to strategically identify and test high-risk products (new, existing, legacy) based on evolving threats and business impact. CoEs serve as hubs for proactive vulnerability management and security roadmap development.
* **Full Lifecycle Security Integration:** Embedding security from design through deployment and maintenance. CoEs facilitate secure SDLC adoption, continuous testing (SAST, SCA, SBOM management), and validation across product generations.
* **Strategic Guidance & Foresight:** Leveraging NCC Group's global threat intelligence (including OT-specific insights via Dragos partnership) and research (3i Agenda) to anticipate trends, advise on architectural improvements, and reduce recurring vulnerabilities.
* **Collaborative Innovation Hubs:** Dedicated, secure lab environments in Delft and Chicago for Spectrum engineers to work alongside NCC Group experts, fostering knowledge transfer, joint testing, and process refinement. Aligned with IEC 62443 standards.
* **Flexible & Global Delivery:** Seamless support leveraging CoE hubs, regional expertise (Europe, North America), and cost-effective remote capabilities (including potential use of Manila CoE for specific tasks) to meet Spectrum's global footprint and preference for hybrid models.

**Middle Section - Phased Partnership Journey:**

[VISUAL TIMELINE GRAPHIC - 4 Phases]

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**Bottom Bar:**

Proactive Partnership | Strategic Guidance | Global Resilience | Lifecycle Security

### **Slide 2: Dual Hub Strategy: Delivering Proactive Security & Strategic Guidance Globally**

**Top Section - Visual Representation:**

[DUAL-HUB GRAPHIC: Delft & Chicago connected, showing information flow, shared resources, and global reach to Spectrum locations like Norway, Helsinki, Boston etc.]

**Center Features & Focus Areas:** (Aligned with client needs & NCC strengths)

**Delft CoE (European Hub):**

* **European Regulatory Expertise:** Deep understanding of EU directives (e.g., NIS2, CRA) and standards relevant to Spectrum's markets (incl. Norway).
* **IEC 62443 Certified Lab:** Dedicated environment for rigorous product testing and certification support.
* **Collaborative Workspace:** Facility for Spectrum engineers to embed and collaborate directly with NCC OTCE experts (Leveraging Fox-IT heritage).
* **Initial Cohort & Specialized Testing:** Focus on initial product onboarding and potentially specialized areas like maritime systems (Leveraging Paul Kingsbury's expertise).
* **Advanced Tooling & Automation:** Utilizing NCC Group's proprietary and commercial tools for efficient testing.

**Chicago CoE (North American Hub):**

* **North American Regulatory & Market Focus:** Expertise in US/Canadian standards and market expectations.
* **Expanded Product Line Coverage:** Scalable capacity to handle a broader range of Spectrum products over time.
* **Customer Installation & Operational Security:** Focus on validating security in real-world deployment scenarios and addressing operational risks (e.g., default configurations).
* **Strategic & Pre-Sales Support:** Providing security insights for product development and customer assurance (Security as competitive enabler).
* **Lifecycle & Legacy Product Analysis:** Capabilities to assess older products and integrate security into ongoing maintenance.

**Shared Capabilities (Connecting Elements):**

* **Unified Methodologies:** Consistent, high-quality testing based on NCC Group's global standards and OTCE best practices.
* **Global Threat Intelligence Integration:** Actionable insights feeding into proactive testing and strategic advice.
* **Flexible Delivery Model:** Seamless remote testing capabilities, secure code handling (GitHub integration options), and hybrid approaches.
* **Knowledge Transfer Framework:** Structured programs to upskill Spectrum teams.
* **Centralized Program Management:** Coordinated oversight ensuring efficiency and alignment with Spectrum's goals.

**Bottom Section - Strategic Value Proposition:**

"NCC Group's dual CoE strategy provides Spectrum with more than just testing; it delivers a **proactive, strategic partnership**. We offer dedicated, globally-connected hubs for **collaborative security innovation**, deep **regulatory expertise**, and **actionable guidance** across the entire product lifecycle. This approach directly addresses Spectrum's goals for **enhanced security maturity**, **reduced risk**, **competitive enablement**, and **flexible, scalable global support**."

**Call-Out Box:**

"We invite the Spectrum team to tour our Delft facility to witness our collaborative model and discuss how we can tailor this strategic partnership to your specific needs."