

Virtual Chief Security Officer Subscription Model

April 2007



Facts & Figures

Security and Enterprise Risk Management has now risen to a strategic problem. Board Members are spending 75% more time on risk issues than ever before in history.

Almost 50% of senior executives surveyed lack confidence that their risk management capabilities allow them to identify and manage all significant business risks they are currently facing.

The average to recover from a data breach is about \$5 million USD.

In the last minute 6 people had their identities stolen.

Insiders are now considered to be the greatest threat to an organization's information and physical assets as well as the organization's reputation.

The role of the Chief Security Officer has evolved over the past decade to one of critical importance to organizations large and small. The Chief Security Officer has now been added to the list of must have executives. The CSO serves as the business leader responsible for the development, implementation and management of the organization's corporate security vision, strategy and programs. The ever changing threat environment coupled with the constant changes in regulatory requirements have combined to create an atmosphere where physical security and information security must be combined in order to reduce the risk and exposure of organizations. This is the first program designed for the executive responsible for overall security (physical and information). With this in mind, small and medium size organizations often can not afford the nearly \$400,000 average annual salary. Even if an organization could afford the cost of a CSO the reality is many do not actually require the services of a CSO full time.

Virtual Chief Security Officer (VCSO) Program

The Virtual Chief Security Officer program was developed to meet the needs of the organizations who do not need nor can they afford a full time CSO. This program facilitates organizations sharing the knowledge and experience of a CSO while not incurring the full financial burden. The Virtual Chief Security Officer is answerable for our clients' organization security posture, both physical and digital. VCSOs also frequently are tightly coupled and an integral participate in related areas such as business continuity planning, loss prevention and fraud prevention, and privacy. The point of entry for this program can be as low as \$6,000 a month for the advisory model to an upper end price of \$30,000 a month (travel and living expenses for client site work are extra). The menu/worksheet at the end of this document will allow you to assess the cost for your specific requirements.

One data breach, whether done physically or via information networks, costs on average \$4.9 million. The value of having access to a person with the knowledge and experience of our VCSOs is incalculable. The annual subscription cost of a VCSO is easily recouped by avoiding just one of the many risks organizations face each and every day. All of our VCSOs are required to complete and pass sixty training programs as well as a formal exam in addition to undergoing a background and credit check. Don't wait. Call us and get started now!

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BASIC VCSO PROGRAM		
ID	Item	<input checked="" type="checkbox"/>
B1	Monthly Security Briefing	<input type="checkbox"/>
B2	Basic Security Audit Survey	<input type="checkbox"/>
B3	Day-to-Day Operational Advisory Services	<input type="checkbox"/>
B4	Privacy Policy Review/Updating	<input type="checkbox"/>
B5	Security Policy Review/Updating	<input type="checkbox"/>
B6	Access Control Program Review/Updating	<input type="checkbox"/>

INTERMEDIATE VCSO PROGRAM		
ID	Item	<input checked="" type="checkbox"/>
I1	Review and Commenting on Last Security Audit	<input type="checkbox"/>
I2	PCI Compliance Plan Review/Updating	<input type="checkbox"/>
I3	Business Continuity Plan Review/Updating	<input type="checkbox"/>
I4	Insider Threat Protection HR Review/Updating	<input type="checkbox"/>
I5	Independent Security Program Audit	<input type="checkbox"/>
I6	Quarterly Executive Risk Briefing	<input type="checkbox"/>

ADVANCED VCSO PROGRAM		
ID	Item	<input checked="" type="checkbox"/>
A1	Physical Security Risk Assessment	<input type="checkbox"/>
A2	Vendor Security and Risk Reduction Planning	<input type="checkbox"/>
A3	eDiscovery Policy Review/Updating	<input type="checkbox"/>
A4	Software Development Risk Review/Updating	<input type="checkbox"/>
A5	Security Training Program Review/Updating	<input type="checkbox"/>
A6	Data Breach Incident Advisory Response	<input type="checkbox"/>

Using the check boxes, please indicate the services that you believe you need.

Basic Program

The cost of this program is \$6,000 a month with a minimum subscription 1 year.

Intermediate Program

This program includes all of the basic program plus the 6 items listed to the left. The cost of this program is \$14,000 a month with a minimum subscription 1 year.

Advanced Program

This program includes all of the basic & advanced programs plus the 6 items listed to the left. The cost of this program is \$30,000 a month with a minimum subscription 1 year.

Call us for a custom quote!

888-650-0800

Or email us.

info@technolytics.com