

REWARD YOUR CLIENTS... SECURE YOUR ASSETS

**Proven Results Using the
look, plan, act, repeat Methodology**

Session Outline

- Pivot Group Introduction
- Our Unique Differentiating Factors
- **look**, **plan**, **act**, **repeat** Methodology
- How to Reward Your Clients by Securing Your Assets
- Client Case Studies
- Quality of Client Service Promise
- Benefits of Working with Pivot Group

Introduction

- Information Security Services Firm
- ILTA Silver Sponsor

Our Unique Differentiating Factors

- We focus **SOLELY** on Information Security
- We **DO NOT** sell or resell any technology
- We provide Neutral Recommendations

Methodology

look, plan, act, repeat

How to Reward Your Clients by Securing Your Assets

Client Case Studies

Firm A

FIRM DYNAMICS

- Medium-Size Law Firm
- Four Locations
- Major Practice Areas = Corporate and Class Action Litigation
- Primarily a Windows Environment

Firm A

INFORMATION SECURITY ISSUES

- NO Security Plan
- NO Security Policies
- NO Security Technology

Firm A

BUSINESS ISSUES

- System Downtime
- Inappropriate Use
- Exposure of Confidential Information
- Loss of Employee Productivity
- Long Incident Recovery Periods
- Firm Liability and Reputation

Firm A

SECURITY SOLUTIONS

- External and Internal Vulnerability Assessments
- Remediation Plan
- Security Plan
- Policies
- Technology Deployment
- Training and Education

Firm A

OUTCOME

- Proactive Security
- Maximum Security for Investment Dollar
- Reduced Risk
- Increased Productivity
- Lower Operation Costs

Firm B

FIRM DYNAMICS

- Medium-Size Law Firm
- One Location
- Major Practice Areas = Corporate and Class Action Litigation
- Primarily a Windows Environment

Firm B

INFORMATION SECURITY ISSUES

- Disgruntled Employee
- Security Breach
- NO Protection of Confidential Information
- NO Back-Up and Recovery Plan
- NO IT Security Policies

Firm B

BUSINESS ISSUES

- Loss of Confidential Information
- NO System or Application Back-Ups
- Threat of Extortion
- Firm Liability and Reputation

Firm B

SECURITY SOLUTIONS

- Notify Appropriate Authorities
- Change All Access Controls
- Back-Up All Systems and Data
- Notify Clients
- Deploy Access Monitoring Tools

Firm B

SECURITY SOLUTION (continued)

- Regular Assessments
- Develop and Enforce Access, Appropriate Use, and Incident Response Policies
- Deploy Automated, Secure Back-Up and Recovery Policies as well as Technologies
- Security Training and Education

Firm B

OUTCOME

- Firm was able to salvage all data. Provided enough evidence to issue a warrant for his arrest and pursue a civil lawsuit against the Disgruntled Employee.
- Firm implemented a proactive security program in order to mitigate future damages from security breaches in a more cost effective manner.

Quality of Client Service Promise



We PROMISE to:

1. Involve You in the Entire Information Security Process
2. Deliver Tailored Solutions Based on Your Company's Individual Business and Resource Requirements
3. Be Technology-Neutral

Benefits of Working with Pivot Group

- We remain Technology-Neutral at All Times
- We blend Business, Technology, and Security Requirements
- We are very Resource Conscious
- We believe in Knowledge Transfer through Education and Training
- We have a proven **look**, **plan**, **act**, **repeat** Methodology



PIVOTGROUP
SOLUTIONS TAILORED, NOT RESOLD.

What Questions Do You Have?

THANK YOU

from

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