



SERVICE OVERVIEW

85% of the successful breaches occurring today are exploited through ten well-known attack vectors.

Cyber-attacks are on the rise, and when successful, they can cause irreparable financial damage to an organization through loss of revenue, response/recovery cost, or damaged reputation.

Our technical assessments are engineered to provide a multi-faceted evaluation of your organization's cyber defenses blending web-application, vulnerability scanning, traditional penetration testing, and advanced red teaming methodologies to test the complete security strata of an organization.

PAIN POINTS & SOLUTIONS

How Vulnerable is our organization? - Our security analysts will thoroughly test your current cyber defenses to determine how vulnerable you are to cyber threats targeting like organizations.

How Strong is our Cybersecurity? - Our team of experts can provide you a multi-faceted measurement of your organization's technical security controls effectiveness and help you improve your cyber security posture based on real-world threat vectors.

How do we know if our current managed security services provider (MSSP) is any good? - Many organizations today outsource their cyber security to a MSSP without the ability to ensure they are getting the required level of security. Our team of expert cyber security analysts can provide your organization the confidence they are getting the security they are paying for by independently evaluating your cyber defenses.

Are our company's "crown jewels" adequately protected? - Every organization has a set of "crown jewels" that must be protected at all cost. Our team of expert cyber security analysts can target these "crown jewels" to provide your organization the confidence they are adequately protected.

ELEVATOR PITCH

Our team of highly-trained and experienced security analysts can help you evaluate how vulnerable your organization is to cyber threats by rigorously testing your organization's cyber defenses and controls.

KEY FEATURES

- Identified vulnerabilities (technical, complacent practices, misconfigurations) are verified and ranked by operational impact.
- Provides a roadmap to improving security controls.
- Gives you peace of mind that your controls are able to detect and/or prevent the latest threat vectors.
- Improves your employee first responder's ability to detect malicious activity and emails.
- MSI works with the customer to capture the scope and deliverables of the final report.

TARGET MARKET

Vertical: S&L, Federal, Software Enterprise, Commercial

Key Influencers: CIO, CTO, CISO, Audit Lead, Legal Counsel, Risk/Compliance Managers. IT engineers, Information Security engineers, Network management, Those accountable for availability



DIFFERENTIATION

Expertise: Nobody knows Public Safety communications like MSI. It is what we do and our products and services are built on a deep understanding of our customers challenges and the threats they face on a day to day basis.

Resources: Dedicated information assurance labs and access to product development teams allow us to go into greater depth than anyone else in the world.

Experience: Proven track record in providing cybersecurity services to over 1000 customers in 100+ countries for 20+ years. Our assessors come from former military and intelligence backgrounds with years of experience.

Certification: Certified cybersecurity professionals who also have the deep technical knowledge of the Motorola Solutions technology portfolio

PROSPECTING QUESTIONS

- Are you concerned about cyber attacks to your operation?
- What would you do if your operation was compromised by cyber attack?
- What is the impact of downtime on your organization?
- Do you have the skills internally to conduct a cybersecurity risk assessment?
- Has your organization suffered a cyber attack in the past 12 months
- You're compliant with your industry cyber security frameworks but do you feel secure?

MESSAGE BY TARGET AUDIENCE

Mission Critical Partners - Largely Ex-Motorola employees and constantly gaining market share in cybersecurity services

Seculore - Small company focused on Public Safety but gaining traction with MSI customers

Veris Group - Founded in 2005, specializes in governance, risk, compliance, technical security assessments, cyber strategy and engineering, and training services.

Optiv Security - Accuvant and FishNet Security combined their corporate name and brand, and started conducting business as Optiv Security in 2015. Optiv Security provides incident response, security consulting, training, managed security, and cyber security program development.

root9b - root9B's executive team and advisory board members are proven leaders in the areas of cyber security, national security, and risk mitigation. Together, this team delivers a combination of security expertise, organizational management, training, capability development, and global perspective.

Secureworks - Gartner leading Managed Security Services Provider (MSSP)

Professional Services Providers - Deloitte, PWC, EY, KPMG

PRICING

This 4-6 week process can be applied to any technology within the MSI portfolio

Typical engagements will be approximately 300 - 400 hours but can increase as scope and system size increase worth of **work charged at approximately \$300 (USD) per hour.**

Remediation services are also available charged at the same rate

Can be sold as a one off or part of multi year contract



OVERCOMING COMMON OBJECTIONS

Is Cyber really a big deal, I don't believe that my system will be attacked - Over 400 cyber attacks in 24 months specifically targeting public safety agencies. It is happening and agencies need to be prepared

Can't afford it - What would it cost if your critical systems were breached?

Don't need it - Have you independently verified you've implemented the right security controls based on the threat agents targeting your organization?

We can't get senior management support - Would your senior management be open to an Executive Briefing by MSI cyber security leaders?

Our organization has already suffered through too many audits - Have you mitigated all the issues that the audits are finding?

We already know what needs to be done - we just need hands/money to do it - MSI can help you implement those tasks while giving you insight into what your industry peers are doing.

Is it just MSI assessing MSI, Where is the impartiality? - Common question but refer back to our differentiators, Let our value speak for itself

SERVICE DELIVERY

1 Week

PRE-ASSESSMENT

Engagement Kickoff

Planning & Preparation

Deliverables & Expectations

1 / 2 Week

ON-SITE

NIST Risk Assessment

Vulnerability Assessment

Threat Intelligence

1 Week

POST-ASSESSMENT

Analysis & Reporting

Customer Presentation

Remediation Plan

REFERENCE CUSTOMERS

- Ohio MARCS, OH
- CyFair Fire Department, TX
- Austin, TX
- Cobb County, GA
- Norway (National System)

SALES COLLATERAL & RESOURCES

[Sales Brochures](#)

[Statement of Work](#)

[Proposal Material](#)

[Interactive Lead Generation Tool](#)

[Sample Report](#)

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