



The Security Division of EMC

RSA Services Brief

RSA Professional Services

World Class Expertise for Achieving
Information Security, Compliance and
Operational Efficiency



Talent and Technology –

Successful information security programs involve both.

Effective security measures involve policies and technologies which cost-effectively mitigate risk while supporting overarching governance, risk and compliance objectives. But success requires more than the technology itself – it's dependent on people who understand the relevant business and security objectives, who possess the necessary know how and expertise, and who make the right decisions along the way.

That is where talent comes in.

And talent, the people side of the equation, is more important than ever. Risk is increasing, the threat landscape is becoming more sophisticated, fraud is on the rise, and compliance requirements continue to abound. At the same time, budgets are being cut, IT resources are dwindling and organizations are tasked with doing more with less. As a result, organizations are driven to seek the help of external resources to ensure their business and compliance challenges are met.

Amidst these challenges, companies also face the daunting task of regulatory compliance and privacy laws, at the same time that economic conditions force them to maintain or even reduce the cost allocated towards information security. Compounding external and insider threat mitigation is compliance with various business governance parameters that result in an organization devoting major resources to security.

- Government regulations, e.g., SOX, HIPAA, PCI, PII, EU Data Privacy Directive, etc. (the traditional domain of 'compliance')
- Industry regulations, e.g., PCI, NERC, etc.
- Partner requirements – security requirements levied upon an organization by partners they deal with
- Customer requirements – security requirements levied upon an organization by their customers, citizens, etc.
- Internal requirements – internal security requirements defined by an organization itself, frequently by a security policy.

On balance, information security today is undergoing a critical transformation. It has traditionally been viewed as a cost or a hindrance to business innovation. Yet the risks to information security that exist today, along with more stringent regulations and requirements, have made it more critical than ever for organizations to seek out expertise – talent – to help align their security strategies and programs to business priorities, and to maximize their investment returns.

“There are many situations in which an enterprise needs to bring in external security consultants. As threats become more targeted and more complex, and as enterprises continue to flatten or reduce internal head counts, this need will increase.”

Gartner
Choosing a Security Consulting Service Provider
July 2006



Talent and Technology – RSA Professional Services

With the appropriate combination of professionalism, talent and unparalleled knowledge of the technology required to secure business environments, RSA Professional Services helps organizations define security strategies and implement solutions to mitigate risk, ensure compliance and accelerate business objectives. Leveraging over 25 years as an industry leader in security, RSA provides unparalleled security expertise for which the company is renowned worldwide and services which span strategic consulting and assessment through solution implementation and lifecycle optimization to help customers solve their most difficult security and compliance challenges.

RSA's consultative and solutions practice managers are recognized security experts in assessing business and operational requirements, defining security strategies and delivering proven information security services which reduce risk while lowering overall costs.

The expertise depth and scope of our services are unmatched in the information security industry. Few services organizations have the strategic vision and breadth of components to architect as broad a range of security solutions. As the Security Division of EMC, RSA also leverages the thought leadership and breadth of controls that exist in the EMC catalog, including VMware.

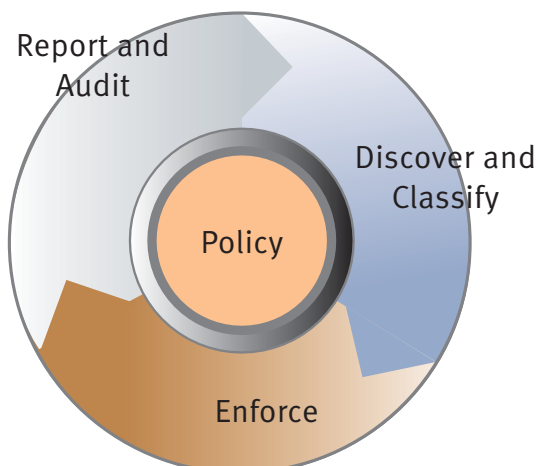
RSA takes a vendor- and product-agnostic approach in the assessment and development of security strategies and policies. Of course, RSA is also highly skilled in leveraging our own unique offerings for organizations seeking a turn-key approach to the delivery and lifecycle management of their security strategy.

An Information Risk Management Approach

Thousands of companies worldwide have relied on RSA Professional Services for guidance through the maze of security considerations which can otherwise obfuscate the road forward.

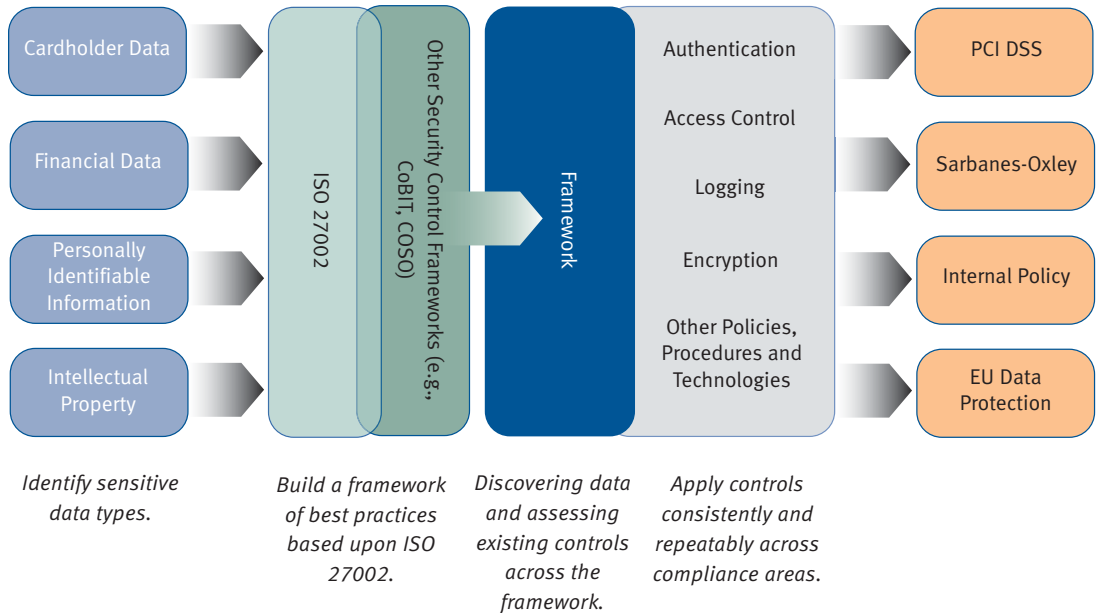
RSA takes a systematic approach with organizations to identify, prioritize, remediate, inspect and report on their overall security posture, as well as the individual systems and processes that achieve individual governance, compliance or risk management goals. This approach involves managing information risk through a four step process.

1. **Discover and Classify.** Identifying where sensitive information resides across the organization and classifying based upon risk.
2. **Policies.** Implementing appropriate security policies that define what information should be protected and how. These policies should consider the data itself, who can access it, and how the infrastructure that stores and processes it needs to be secured.
3. **Enforcement.** Implementing a set of security controls that can enforce the policies. An effective approach will contain a combination of data controls and access controls. This control framework should ideally be based on established security best practices or standards, like ISO 27002, ensuring that it is widely applicable and addresses a broad array of security challenges to accelerate business objectives while lowering overall costs.
4. **Report and Audit.** Monitoring and auditing for compliance and ensuring the effectiveness of security controls on a regular basis.



ISO 27002-based Framework in Action

A large wireless provider saves money and time by deploying repeatable controls for multiple requirements.



How can RSA help you?

We offer a broad set of services that help to clarify your security strategies and compliance priorities, and progress through the turn-key design, implementation and management of effective solutions which accelerate results and lessen your overall costs.

Our security professionals have partnered with literally thousands of companies to help achieve their business objectives while mitigating the risk of doing business. These are not “cookie cutter” solutions, but are unique to each client, leveraging their current security investments and designed to bring security to the next level of capability and maturity. These solutions span an organization’s people, processes, and technology.

Our strategic services take a vendor and product-agnostic approach to the assessment or definition of overarching security, policy and compliance strategies. With a clear path defined in terms of strategic priorities and areas of focus, RSA Professional Services can carry forward with the design, implementation and life-cycle optimization of best in class RSA solutions.

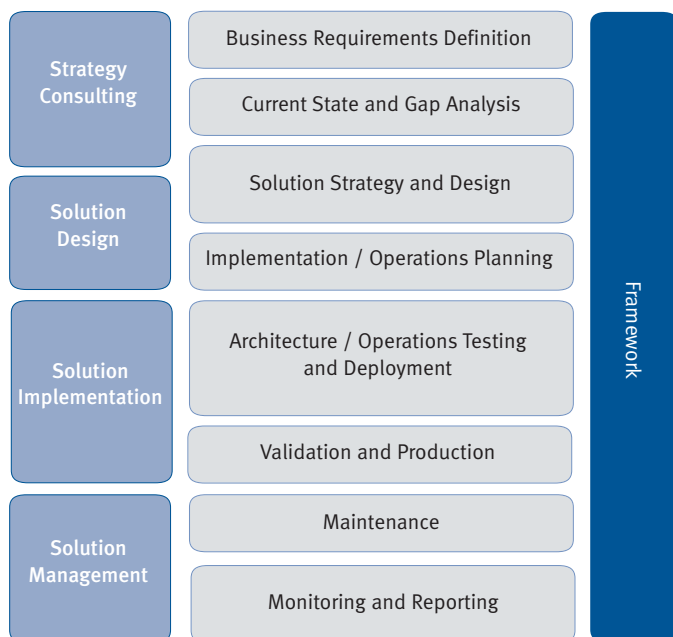
As a result, RSA offers one of the broadest suites of services in the industry today:

- **Strategy Consulting** – This provides help in developing a robust security program to optimize risk management and accelerate business objectives. RSA offers expertise in security strategy, architecture and operational improvements. For each engagement, RSA Professional Services draws from a large network of highly trained technical and business experts within RSA and EMC Consulting to provide consulting services in heterogeneous, distributed environments and across multiple industries.



- **Solution Design** – With the appropriate control and remediation requirements defined, RSA can appraise architectural requirements, design the solution and proactively address the impact on operations. Design services help to minimize disruption and optimize the deployment.
- **Solution Implementation** – Once designed, RSA solutions are tested and documented before moving into production and then validated again to ensure that they are meeting the required control definitions.
- **Solution Management** – Knowledge transfer and lifecycle management plans for updating and monitoring ensures that security and compliance requirements are kept up to date in order to address the changing threat and risk landscape.

RSA delivery professionals have deep product expertise and are rigorously trained and certified in security technology, RSA solutions and implementation methodologies. Field-tested implementation and integration, industry best practices, and proven delivery and project management methodologies enable organizations to realize results quickly. Furthermore, RSA delivery professionals have access to reference architectures, interoperability testing results and can leverage thousands of hours of validation testing to ensure that each solution that is implemented will work as designed and expected.



RSA offers one of the broadest suites of services in the industry.

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RSA - Global Service and Solutions Leaders

RSA has expertise and know-how that spans across your information infrastructure to gauge requirements and their implications for security strategies. RSA examines specific areas such as protecting sensitive information, identities and access, infrastructure and operations security, and securing and leveraging virtualized environments.

By determining the appropriate security control requirements, organizations are able to define, prioritize and evaluate which solution alternatives need to be appraised. RSA can also evaluate an organization's current security processes and policies to determine the extent to which requirements are being met, identify exposed gaps and recommend steps for remediation.

Organizations benefit from accelerating business objectives and achieve a faster return on investment due to RSA's proven methodologies for project definition, design and delivery. Your security dollars show results faster.

Information Risk Strategies

Every company today has a security strategy. So why does risk continue to exist? Constant change in the environment, new forms and sources of risk and, in general, the evolution of technology, governance, regulation and compliance all create a constant need to evaluate security strategies and adjust to new priorities or realities. RSA helps companies across the globe to step back and evaluate their overall security posture, develop or refine risk management strategies or policies, and define and implement programs designed to maximize information security practices and operations.

Consultative and Advisory Services provide an overall security assessment to assist in the development of strategies for authentication, encryption and data loss prevention.

Policy Development for Information Security helps to define and map policies to best practices, individual business requirements and appropriate regulations.

Program Development for Information Security leverages existing security capabilities, policies, staff, organization and controls to help improve the maturity of each element.

Areas of Focus

Information Risk Strategies

- Consultative and Advisory Services
- Policy Development for Information Security
- Program Development for Information Security

Protecting Sensitive Information

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- Assessing Risk
- Ensuring Compliance
- Data Protection

Infrastructure & Operations Security

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- Security Operations
- Security Information & Event Management
- Securing IT Systems

Identity Assurance & Access Management

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- Identity Assurance
- Managing Access
- Fraud Mitigation

Securing and Leveraging Virtualization

- Security Assessment for Virtualized Environments



Protecting Sensitive Information

Protecting your company from enterprise data loss is a strategic imperative. Based on more than 25 years of experience in the security industry, RSA has developed a strong understanding of which best practices help prevent data loss. Our services include strategic help to classify information, assess information risk, define and architect compliance programs, implement data loss protection solutions and provide lifecycle services designed to help companies protect sensitive information while optimizing their security and IT operations.

Assessing Risk is an important first step in creating an effective data loss prevention policy. Accurately classifying and categorizing data, based upon business value and a level of sensitivity, enables decisions to be made on how to ensure compliance with key internal and external mandates. Once the data has been classified and a definitive security strategy has been defined, a broad-based posture assessment can be used to determine high risk areas pertaining to data protection, authentication, access, policy, compliance and other business and technical infrastructure security controls. A series of data discovery scans can be completed to identify infrastructure and business process risk areas where data controls may need to be put into place.

Ensuring Compliance. Once the risk assessment has been completed, automated and manual remediation steps can be implemented against defined policy to ensure that high-risk data is not handled inappropriately within the normal business process. Audit reporting and escalation can be used to identify incidences of data use that go against your defined policy and an automated escalation process can be used to ensure that these are dealt with in a timely manner.

Data Protection can employ encryption technologies to reduce risk in the event that a data leak occurs. In that case the unauthorized party will not have immediate access to the raw data. Planning and implementing effective key management and encryption functions are needed to ensure that effective data protection methods do not overly impact business functions.

Identity Assurance and Access Management

A critical element of any information risk management approach is the safeguarding of identities, thwarting identity fraud and applying access policies to ensure that authorized users access only those resources to which they have rights. RSA Professional Services can help companies from the development of identity and access management strategies and policies through the design, planning, implementation and ongoing operation of best-in-class solutions, policies and procedures.

Identity Assurance is achieved by assessing an organization's overall business requirements for identity assurance and designing architectures for classes of authentication based upon business and compliance considerations. Along with these services, RSA also provides business continuity options, documented architecture and implementation plans, training, program management and custom services. Capabilities also support industry leading services such as RSA SecurID® authentication – providing implementation services, migration strategy and planning as well as migration support and lifecycle optimization of current deployments.

Managing Access. RSA offers planning and assessment services based on an organization's business and access management requirements (web and application services); architecture design analysis and integration services for RSA® Access Manager, as well as considerations of other authentication and access management solutions. Services include implementation planning and knowledge transfer as well as design and implementation of RSA Access Manager, with integration of customer web applications and authentication systems.

Fraud Mitigation services help organizations identify and prevent fraudulent actions such as phishing, pharming and Trojan attacks. These services are designed to assess risks and security controls across existing and planned services-based infrastructures, including risk modeling, transaction monitoring and fraud management.



Infrastructure and Operations Security

Organizations that leverage information for competitive advantage have common traits. They deliver strategic value by leveraging information to drive the business; they are highly efficient and they are operationally excellent. This last element spans both IT and Security Operations. A company that neither protects critical information nor is effective in incident response should an event occur, will not be capable of retaining its competitive advantage – or its customers – for very long. RSA is the global leader in helping customers understand their infrastructure and operations security requirements, implement industry leading solutions and ensure continued and ongoing lifecycle operations excellence.

Security Operations. Operational capabilities are essential to monitoring critical security or compliance conditions. RSA's assessment and enablement services provide a current state gap analysis and assessment of an organization's operational requirements. This includes event source or device identification and integration plans, log tuning parameters, alert development and customized reports for an RSA enVision® platform deployment to provide security or compliance operations support.

Security Information and Event Management (SIEM). RSA Strategy Development services assist customers by gathering business requirements for event monitoring and reporting, and developing a coherent set of goals, objectives and standards to be used throughout the organization. RSA SIEM services extend to the deployment of the RSA enVision platform, an industry leading SIEM solution, and include installation with on-site product configuration, including device collection from event sources for supported device types and configuration of standard alerts and reports. RSA also provides lifecycle optimization, with reviews of existing enVision platform environments, to enhance the solution architecture or keep it up-to-date.

RSA helps companies accelerate the benefits of virtualization by identifying new benefits while mitigating the security concerns arising from virtualization technologies.

Securing IT Systems via a portfolio of services which span Application Security Consulting and best practices for building security into software development processes as well as applications; securely hardening storage infrastructure to build security into storage fabric and arrays; and Secure SOA Planning to secure and leverage a modular approach to user and application services.

Securing and Leveraging Virtualization

The inherent value of virtualization in today's IT infrastructure, combined with economic pressures and the resulting impact on resources and budget, is accelerating many company's plans to virtualize their environments. RSA helps companies accelerate the benefits of virtualization by identifying new benefits while mitigating security concerns which arise from virtualization technologies.

Security Assessment for Virtualized Environments helps customers understand the security posture of their virtualized infrastructure and establish optimum plans to achieve policy or compliance objectives – without compromising the value of virtualization technology. The service establishes virtualization security policies, management and technology plans that support both virtualization and security objectives.



Why RSA Professional Services?

RSA Professional Services bring experience, global coverage and a heritage as a driving force in information security innovation to the increasingly complex security challenges that organizations are facing today. RSA enjoys a position of global leadership in security consulting and services, and offers the unique ability to serve a customer's end-to-end requirements – from objective, business focused assessments of security strategies through to, and including, the design, implementation and lifecycle optimization of best-in-class, cost efficient security and compliance solutions.

We take a systematic approach to information risk management and deliver real value by applying proven, industry best practices to evaluate, recommend and implement solutions which are both comprehensive and efficient in meeting your current and future security challenges.

Rigorous training and certification keeps our Professional Services experts at the very top of the industry; over 90% of our people are CISSP certified, with many challenging themselves to gain other industry certifications, such as CISA, CISM, PMP, VCP, MSCP, MSCE, CCIA, CCE and CCIE.

As rated globally by IT executives, RSA represents the 'gold standard' in the security industry, and ranked first in multiple categories among the top 100 high technology and telecommunication companies of 2008 in the annual CIO Insight Vendor Value Survey*.

CIO Insight 2008 Vendor Value Survey

- First overall among the top 100 high tech and telecom companies
- First in reliability, loyalty and value
- First in meeting customer commitments on time and on budget
- First among security vendors in flexibility and responsiveness to its customers
- First among security vendors in delivering the best ROI
- First among security vendors in meeting quality expectations and establishing customer loyalty

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RSA ranked first in multiple categories among the top 100 high technology and telecommunication companies of 2008 in the annual CIO Insight Vendor Value Survey

* Percentage of IT executives rating vendor as excellent or good for the category



Today, more than 27,500 organizations – including 88% of the Fortune 100 (all of the Top 10), 88% of the world’s Top 50 banks, 92% of Fortune 500 pharmaceuticals, and 90% of the FTSE 100 – have applied the expertise of RSA Professional Services in achieving their security objectives. Our customers span a wide range of industries, with extensive presence in the financial services, retail, government, healthcare, pharmaceuticals, biotech, aerospace, telecommunications, manufacturing, utilities and consumer arenas.

And, as part of EMC and the largest information-focused services organization in the world, RSA Professional Services and EMC can be your trusted business partner for comprehensive information management services. RSA is able to leverage a global team of over 10,000 dedicated services experts who specialize in consulting, implementation, integration, solutions, education, management and support services.

RSA Professional Services have helped thousands of companies develop and implement meaningful security postures while increasing efficiency and time, reducing expenses, and minimizing implementation impacts.

Let us help yours.

To date, 88% of the Fortune 100 (all of the Top 10), 88% of the world’s Top 50 banks, 92% of Fortune 500 pharmaceuticals, and 90% of the FTSE 100 – have applied the expertise of RSA Professional Services in achieving their security objectives.





RSA is your trusted partner

RSA, the Security Division of EMC, is the premier provider of security solutions for business acceleration, helping the world's leading organizations succeed by solving their most complex and sensitive security challenges. RSA's information-centric approach to security guards the integrity and confidentiality of information throughout its lifecycle – no matter where it moves, who accesses it or how it is used.

RSA offers industry-leading solutions in identity assurance & access control, data loss prevention & encryption, compliance & security information management and fraud protection. These solutions bring trust to millions of user identities, the transactions that they perform, and the data that is generated. For more information, please visit www.RSA.com and www.EMC.com.

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