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The Latest Trends in Cyber Security and Compliance

Bill Walter

Partner

About Bill Walter

Bill Walter is a partner in Gross Mendelsohn's Technology Solutions Group. He helps businesses of all types and sizes document and remediate security systems. With 25 years of experience, Bill's passion is helping businesses better use technology to operate more efficiently.

Cyber Security

Remediation

Technology Best Practices

Network Support

Maryland Manufacturing Business Hit With Ransomware

- Internal IT resource
  - Limited training or support
  - Small budget

- Outdated equipment and policies
  - Exposed remote desktop server
  - Unused account left active

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Maryland Logistics and Distribution Company Hit By Ransomware Attack

- IT lead "fell" into position

- Multiple companies with vastly different needs and requirements

- No clear picture of what they have in place and who is responsible

- Lacking layers of protection—leaving remotely accessible equipment vulnerable

Everything as a Service

You may have heard of...

- Software as a Service (SaaS)

- Infrastructure as a Service (IaaS)

- Platform as a Service (PaaS)

Have you heard of RaaS?

Where to Focus

- Regularly scheduled vulnerability assessments

- Identify and protect
  - Data classification
  - Assign access according to need
  - Move toward zero trust
  - Backup

https://quicklaunch.io

Where to Focus

- Upgrade your endpoints
  - Move to true endpoint detection and response (EPDR)
  - Centralized signal gathering and monitoring
  - Security awareness training

www.watchguard.com

Where to Focus

- Elevate your authentication
  - Enforce common sense password rules
  - Add multi-factor authentication (MFA)
  - Apply policy of least privilege

www.nist.gov

Steve Rutkovitz

Co-Founder & COO

About Steve Rutkovitz

With over 20 years of experience in the managed services industry, specializing in regulatory compliance-specific technology, Steve's approach to managed services gives him the edge you need to differentiate your business and protect your organization in today's world of cyber threats, attacks, and hacks.

Focused solely on compliance and security, Steve is known throughout the industry as being uniquely qualified due to his understanding of networking, hardware and over 25 different compliances.

Security and Compliance

Risk Assessments

Education

Management

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Independent risk assessments with over 250 conducted worldwide

Complete readiness solutions to meet and maintain 16+ compliance frameworks

Proactive solutions to prevent breaches

End to end compliance solutions

Cost of a Hack or Breach

- Small business breaches cost between $120,000 and $1.24 million

- $4.35 million is the average cost of breaches worldwide

- Healthcare cyberattacks have the highest cost in the industry

- Cost of cybercrime to rise to $10.5 trillion worldwide by 2025

STATE OF CYBER SECURITY

61%

SMBs
Target of 61% of all security breaches

81%

Since the Pandemic
81% increase in cyberattacks

96%

PHISHING
Attacks reported by 96% of businesses

80%

External Threats
80% of attacks are from an external threat

The Problem

Increased Number of Devices

Cloud Applications

Internet of Things

Mobile and Wearable Devices

Office & Workflow Changes

In-Office

Hybrid

Remote

Top Cyber Threats

Phishing Attacks

Ransomware

Malware

Brute Force Attacks

Insider Threats

Common Threats

TOP CYBER THREATS

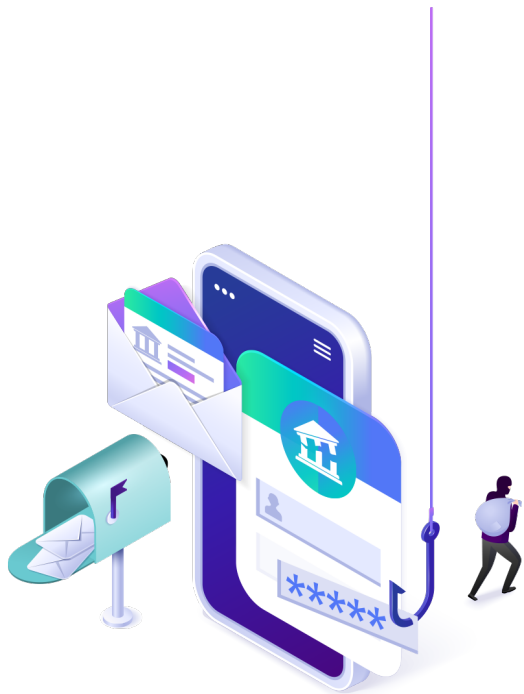1. Cybersquatting
2. Email Hack
3. Spear Phishing
4. Ransomware
5. Cryptojacking

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5 WAYS TO AVOID A PHISHING ATTACK

1 Identify the real sender

2 Check the salutation

3 Use your mouse hover

4 Review the footer

5 When in doubt, delete

FROM
John Doe <avnet.secure@malware.com>

TO
You <your-email@domain.com>

Dear Customer,

Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea hyperlink text. Duis aute irure dolor in reprehenderit... http://malware.com dolore eu fugiat nulla pariatur lorem ipsum dolor sit amet, consectetur adipiscing elit.

[missing footer]

Trusted Corp ● 1st street, City, State

To stop receiving these emails, **unsubscribe** now.

🗑 Delete

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People

Workflow

Security & Compliance Culture

Technology

Compliance

BUILD A CULTURE OF COMPLIANCE & SECURITY

Security & Compliance

Security

The state of being free from danger or threat

Compliance

The act of obeying an order, rule or request

The Three Lanes

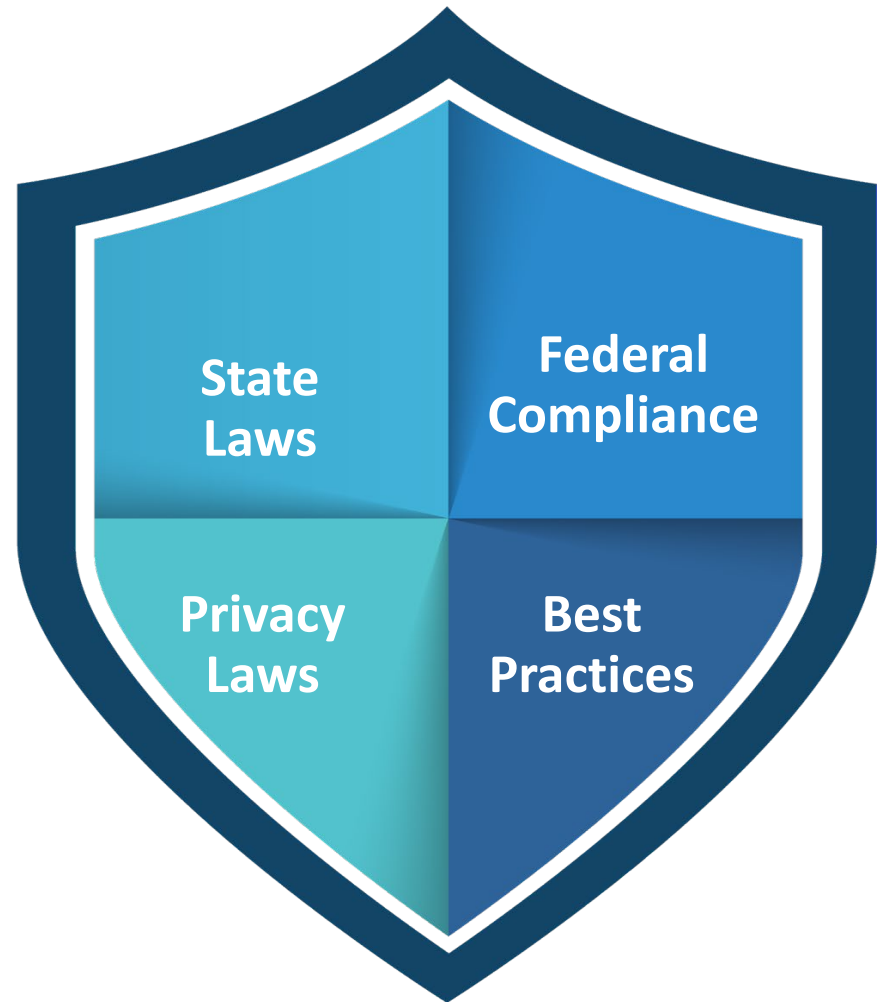**MSP Services**

Keeping the lights on

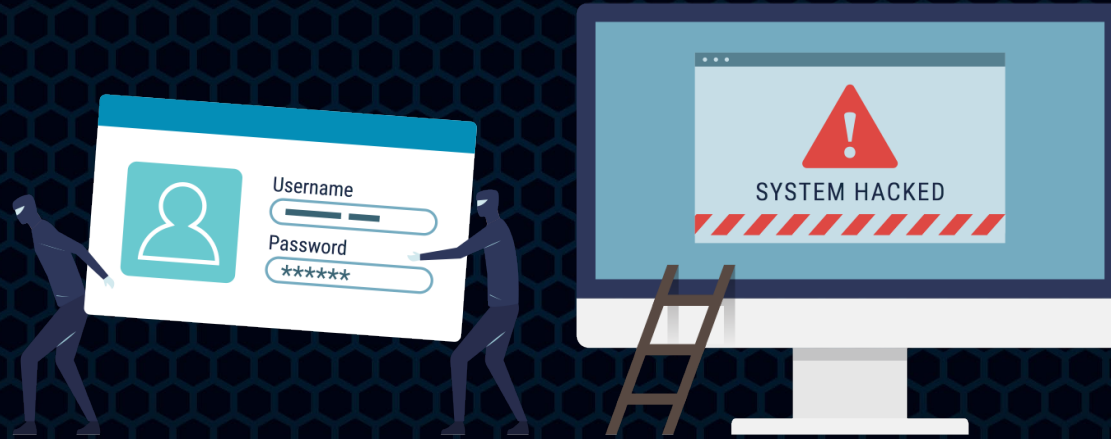**Security**

Security 1.0 & Security 2.0

Compliance

Policies, Procedures & Training

Compliance & Best Practices

State Laws

Federal Compliance

Privacy Laws

Best Practices

SEPARATING PERSONAL & BUSINESS

Compliance Frameworks We Can Verify

CCPA Compliance — VERIFIED 2022	CMMC Compliance — VERIFIED 2022	FFIEC Compliance — VERIFIED 2022	FINRA Compliance — NIST VERIFIED 2022	FISMA Compliance — NIST VERIFIED 2022	EU GDPR Compliance — VERIFIED 2022
GLBA Compliance — VERIFIED 2022	HIPAA Business Associate Compliance — VERIFIED 2022	HIPAA Covered Entity Compliance — VERIFIED 2022	ISO 27001 Compliance — VERIFIED 2022	NIST 800-53 Compliance — VERIFIED 2022	NIST 800-171 Compliance — VERIFIED 2022
NIST CSF Compliance — VERIFIED 2022	NIST EXOSTAR Compliance — VERIFIED 2022	NYDFS Compliance — VERIFIED 2022	PCI DSS Compliance — VERIFIED 2022	SEC Compliance — VERIFIED 2022	SOC 2 Compliance — VERIFIED 2022

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Business Security

ACTION STEPS

1. Risk Assessment
2. Structured Framework
3. Policies & Procedures
4. Awareness Training
5. Layered Security

Risk Assessment Components

NETWORK DISCOVERY

COMPLIANCE FRAMEWORK(S)

VULNERABILITY SCANS

POLICY GAP ANALYSIS

APPLICATIONS DISCOVERY

DATA FLOW ANALYSIS
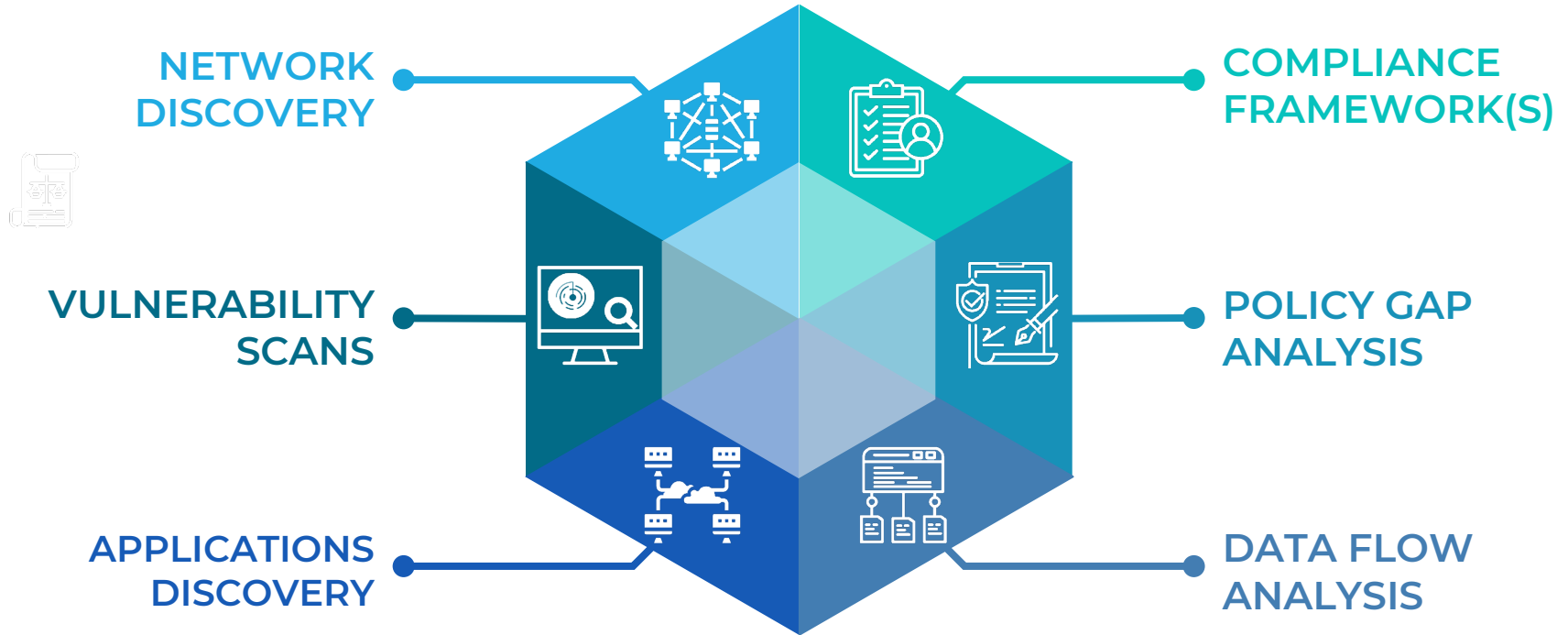
ePHI Scan Results and Data Auditing

TOTAL LIABILITY: $10,043,391

35,000	9,936	14,451	2,746
Medical Records	Credit Cards	Social Security Numbers	Dates of Birth

The Stack Of Security Layers

BASICS

Next Generation Firewall	Advanced Endpoint Protection
Protective Filtering	Centralized Management
Patch Approval & Management	Secure Backups & Recovery
Intrusion Prevention & Detection	

SECURITY 2.0

Endpoint Detection & Response	Password Policy & Management
Single Sign-On	Two Factor Authentication
Email & Drive Encryption	Mobile Device Management
Cloud Access Security	

COMPLIANCE

User Awareness Training	Security Incident & Event Monitoring
Change Management	Data Leak Prevention
File & Data Encryption	Continuous Vulnerability Scans
Policies & Procedures	

Risk Assessment Deliverables

- Executive summary

- Identify baseline risks and vulnerabilities

- Proactive action plan to reduce risk

- Know what's missing

- Know cyber insurance risk

Continuous Compliance Services Components

Journey to Compliance

MONTHS 2-3

ASSESS
Risk Assessment
Time Estimate: 2-3 months

MONTHS 3-6

ADDRESS
Remediation Plan & Execution
Achieve Compliance & Audit

Ongoing

MAINTAIN
Ongoing Maintenance
Sustain Compliance Keep
Up With Changes

COMPLIANCE
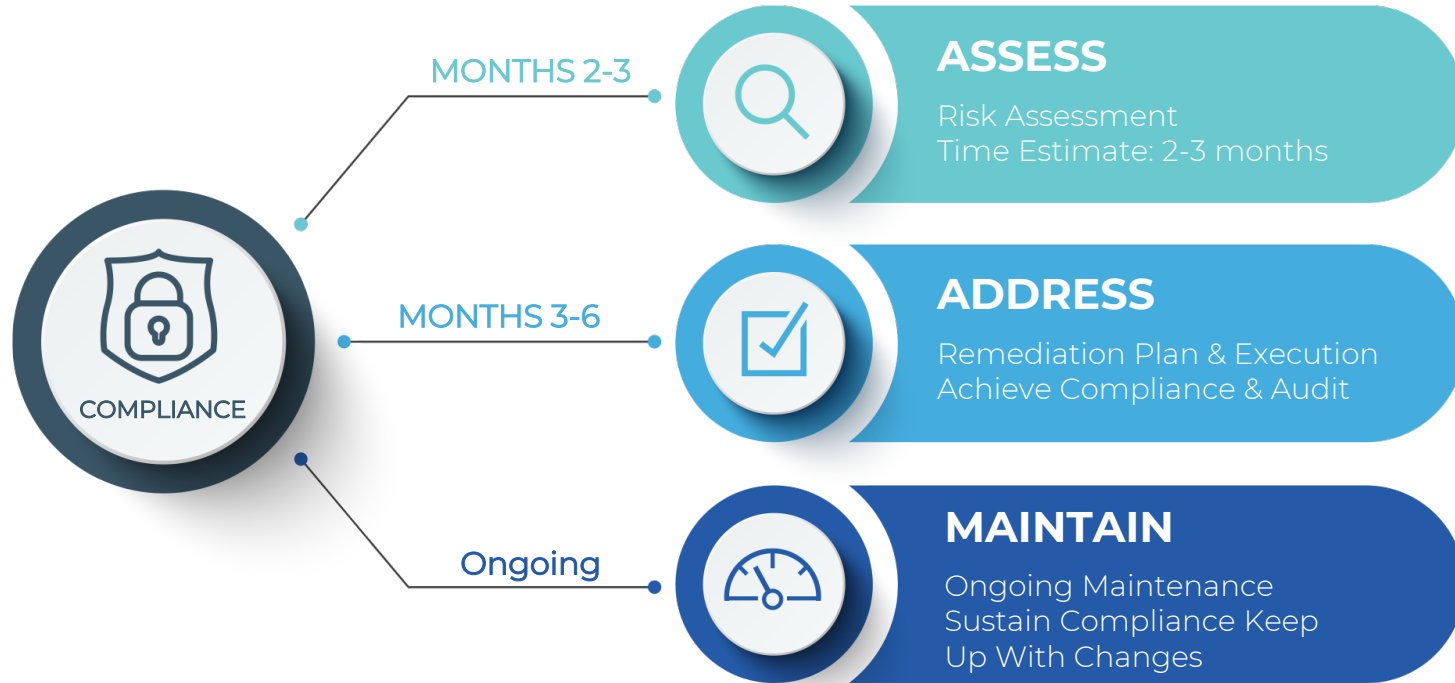
MARYLAND TAX PROGRAM

<50 Employees

For profit company

2022 Calendar year

50% Dollar for dollar tax credit

Scan the QR code to schedule your Cyber Security Risk Assessment