

Security **supporting** business, **not blocking** it.

The Other Side of the Coin

Physical security's effects on
business concerns.

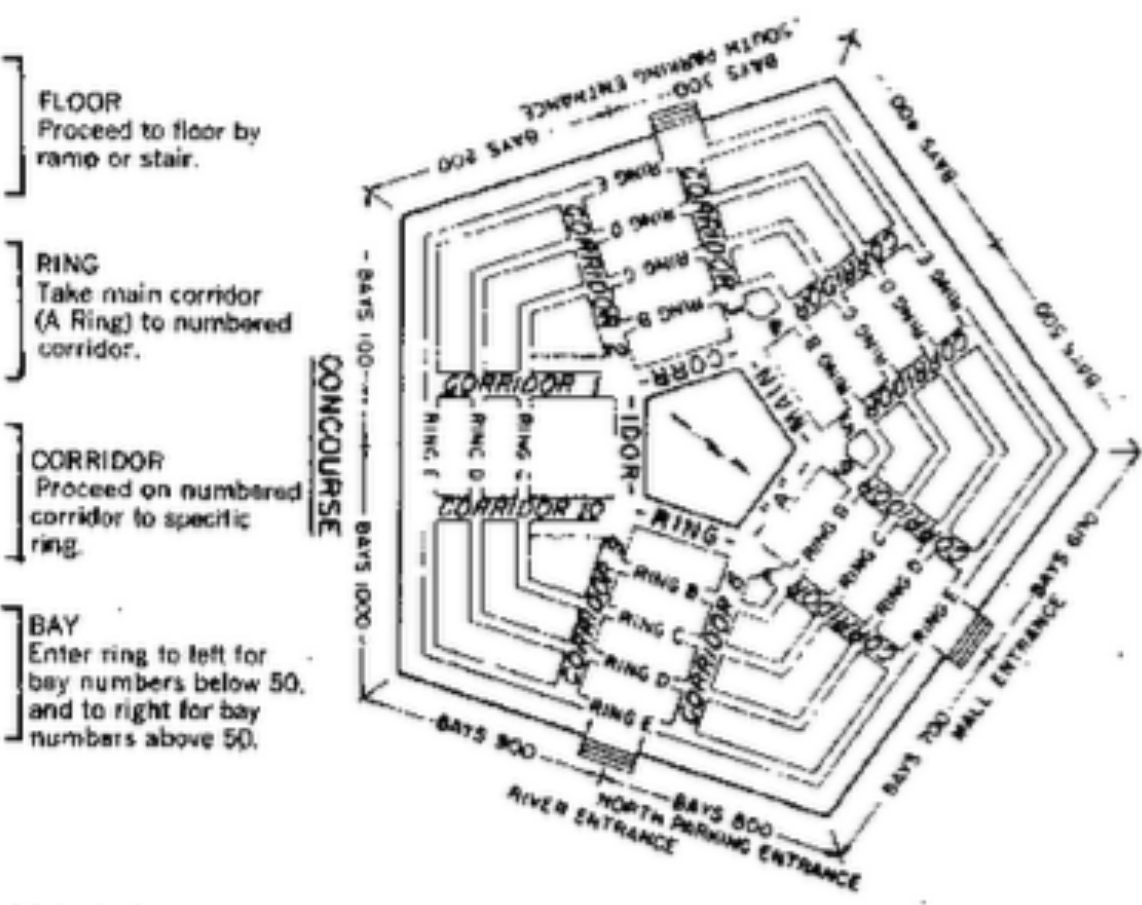
Contents

- Definitions
 - Physical Security
 - Effect
 - Business Concerns
- Threat Identification
 - Risks
 - Assets
 - Vectors
 - Actors
 - Reasonableness
- Assessments
 - Table Games
 - Penetration Testing
- Scoping
- Cause and Effect
- Vendor Qualifications

Physical Security

- Alarms
 - Alerts
 - Detectors
 - Recorders
 - Guards
 - Policies
 - Staff
-
- Prevention/Delay (Time Based Concept)
 - Discouragement
 - Complications
 - CPTED

Real World Examples



Effect

- Loss/Compromise
 - Business Information (bank accounts)
 - Intellectual Property
 - Physical Property
 - Destruction
 - Harm
 - Employees
 - Reputation
 - Intrinsic
 - Insurance
 - Increased Costs

Business Concerns

- Continuity
- Disruption
- Reputation
- Budget/Expense
- Complexity
- Competition
- Legal Issues
 - Lawsuits
 - Prosecutions
 - Liability

Threat Identification

- The Key to Success
- Risks (business concerns)
- Assets
 - Frequently Overlooked Items (checkbook)
 - Frequently Under/Overvalued Items (IP/Reputation)
- Vectors
 - Internet, Front Door, Back Door, Internal...
- Actors
 - Crack Heads, Thieves, Competitors, Terrorists...
- Reasonableness
 - Actuarial Tables
 - YMMV

Assessments

- Table Games
 - Cheap
 - Effective
 - Not 100%
 - Myopic
- Physical Penetration Testing
 - \$5000 and up
 - Complex
 - Inherent Risk
 - Loss
 - Awareness
 - Emotional Risks
 - Must Remediate
 - Much less myopic, but may be biased.
 - Should include business processes.

Scoping Issues

- Excluded Areas
 - Fears
 - Costs
- Include traditional IT penetration tests?

Cause and Effect

- Real testing produce real results.
- Results in improved
 - Awareness
 - Security
- Must be repeated.
 - As necessary.
 - Use different teams.

Good Qualifications

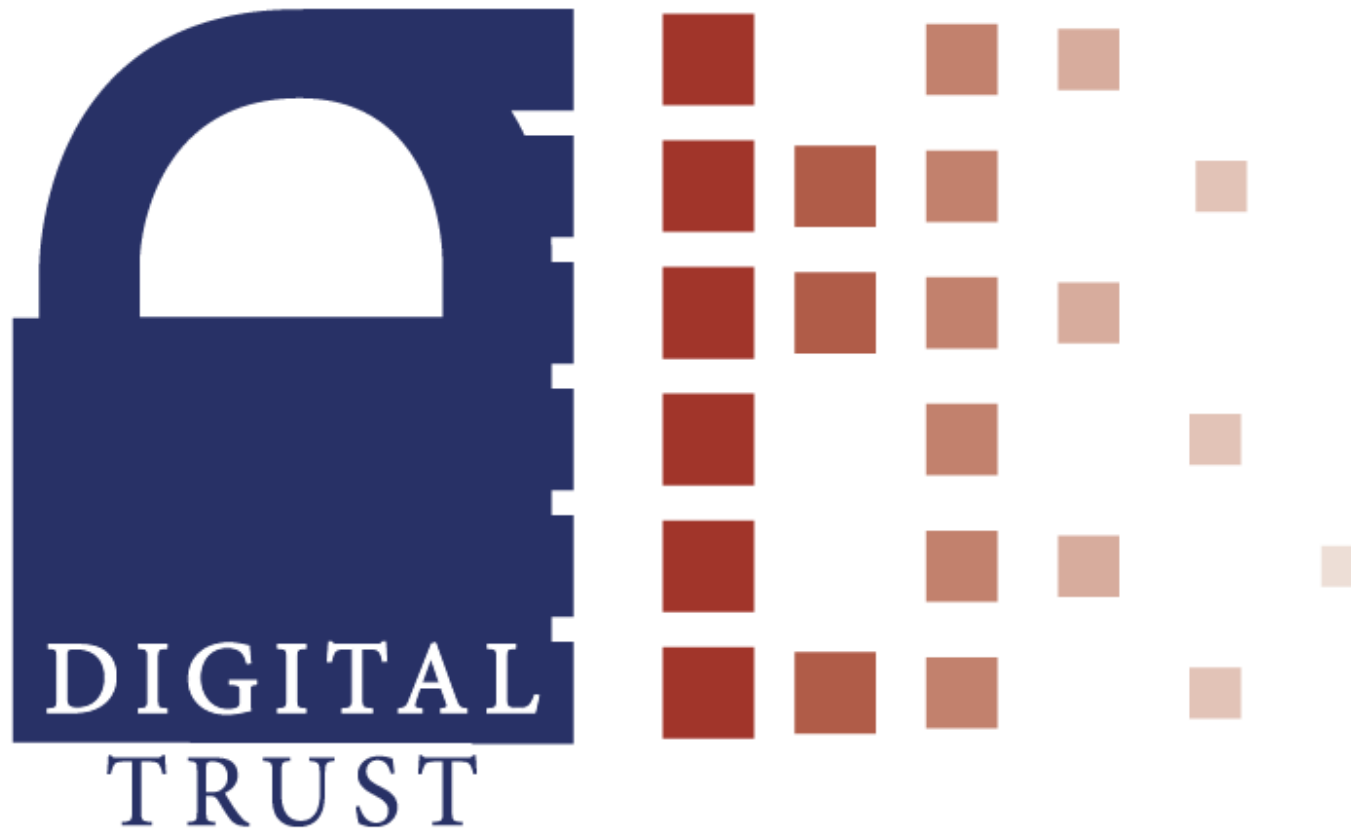
- Insurance
 - E&O (\$3000!!) or adequate bond (verify)
 - Umbrella Liability
- Experience
- No hazy generalizations.
- Law Enforcement Awareness
- Quality Contracts
- References
- Background Checks
- Security Clearances (where necessary)
- Active in Professional Circles
- Willingness to make the client comfortable.
- Strong desire to avoid negative interactions.
- 100% satisfaction, at least 50% of payment AFTER test.
- No unverified subcontractors.

Physical security's effects on business concerns?

- Increase awareness.
- Balance costs with benefit.
- Intelligent risk management.
- Confidence.

Digital Trust, LLC

Local
Flexible
Qualified
Cooperative



Security **supporting** business, **not blocking** it.

Brian Martin, Founder
www.DigitalTrustLLC.com
brian-at-digitaltrustllc.com
610.810.1727