



# *Motorola Security Assessment Service*





*Motorola's Security Assessment Service helps you reduce the risk — and the high cost — of a security breach as well as non-compliance with regulatory mandates. When customer data is stolen, the cost of a single breach can reach astronomical heights that can easily threaten the health of your business. The cost of each lost record is estimated at \$90 to \$305 by Forrester Research.<sup>1</sup> Brand damage can have a devastating impact on customer loyalty — Javelin Strategy & Research reported that 77 percent of 2,750 consumers polled stated that they would stop shopping at stores where data breaches had occurred.<sup>2</sup> In addition, there may be costs associated with customers who take legal action — and the high cost of the daily disruption of business as well as the 'cleanup' effort.*

## Defending against the unknown

The road to a secure and highly available network begins with a thorough understanding of real-world wireless and wired threats. The growing dependency on converged network communications and the increasing interconnectedness among internal and external networks makes those threats all the more serious for today's enterprises. The constantly evolving nature of those threats makes battling them an ongoing challenge — after all, how do you arm yourself today against the threats you'll face tomorrow?

## What's at risk?

As we become ever more reliant on technology, the sophistication of security breaches continues to evolve and the threat of an attack becomes ever more likely — along with the accompanying negative impact on business continuity, finances, reputation and intellectual property. In addition, corporate governance and industry legislation have made chief executives personally liable for the security of their corporate information, compelling them to provide evidence of due care and diligence regarding the company infrastructure. There are also legislative and regulatory initiatives requiring corporate compliance with certain levels of data security regarding certain types of data. A few examples include:

- EU Directive 95/46/EC — a directive adopted by the European Union designed to protect the privacy and protection of all personal data collected for or about citizens of the EU, especially as it relates to processing, using, or exchanging such data.
- The Health Insurance Portability and Accountability Act of 1996 (HIPAA) — concerns hospitals, pharmaceutical-orientated companies, doctors and health insurance companies, as well as the protection of patient medical records.
- The Payment Card Industry (PCI) Data Security Standard (DSS) — encompasses all merchants and third-party service providers that store, process or transmit cardholder data.

Penalties for violating these laws or regulations can be stiff, including large fines per incident and loss of certain related privileges — not to mention the bad press and damage to your corporate brand that can result from a security breach. One need only look at the headlines to see the damage security breaches have caused so many high-profile companies. From a bill payment website being directed to an illicit site capable of infecting users' computers with malware, to the hacking of the HR files of a luxury eyewear manufacturer, it's evident that companies need to do a better job of safeguarding their systems — for their own protection and in defense of their customers, their employees, and their good names as well.

With no foreseeable end to information security risks, it's clear that IT security must be a top priority for all organizations.



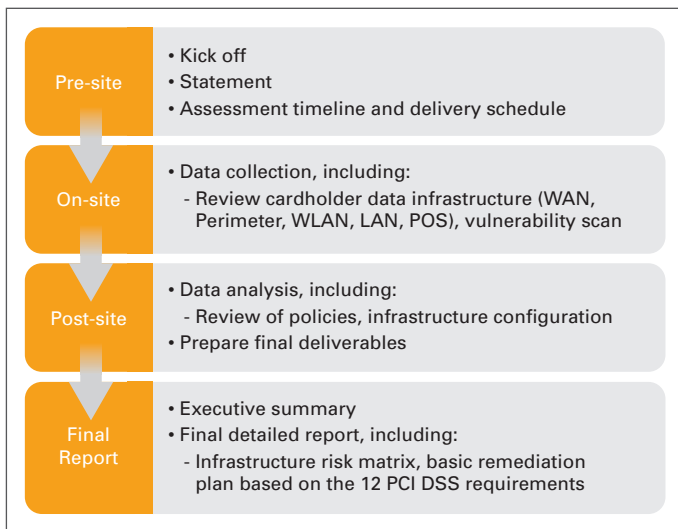
## Where do you start?

Just knowing that IT security must be a top priority doesn't make it easy to know how to fix the problems—especially if one doesn't know the problems exist. Working with experts from Motorola to assess your current network will let you know what your exposure is, and that's your first step toward arming yourself with a plan to defend your network—for today and tomorrow.

## Motorola's Security Assessment Service

A Motorola Security Assessment serves as the foundation for a comprehensive network security plan. We help you prepare and plan for real-world security threats and achieve the level of network security necessary for accomplishing your business mission and objectives. With experience across a wide range of industries, technologies and network architectures, Motorola's highly qualified team of certified security engineers performs pre-assessment coordination, on-site assessment and post-assessment analysis.

### Our Methodology



The Motorola Security Assessment includes several important considerations:

- Understanding your business
- Network technologies you use (existing and planned)
- Wireless devices you use (infrastructure, handhelds, mobile devices)
- Applications you use (existing and planned)
- Compliance posture and requirements
- Identification of key assets and data to be protected (and their business owners)
- Identification of vulnerabilities and gaps currently faced
- Risk and threat analysis mapped to your business function and prioritized by impact to your business
- Impact based incident response mitigation plan
- Operational best practices to manage internal procedures and perimeter protection systems
- Sustainment of operational security

## Benefits of Motorola's Security Assessment Service

Motorola's Security Assessment Service allows you to:

- Meet compliance requirements
- Identify and address high security threats within your information technology (IT) infrastructure
- Prioritize IT investment planning, based on assessment analysis (protect your business critical processes and data first)
- Identify and benchmark your current IT security environment

## The Motorola Security Services team

The Motorola Security Assessment service is delivered by Motorola Advanced Services Security, a team of highly credentialed security professionals (CISM, CISA, CISSP, CEH) with deep experience in network and application security, wireless security, all areas of networking, and specific compliance demands.

As leaders in network security, these specialists stay on top of the rapidly changing landscape of security threats and compliance technologies, and continually refine their tools and skills to help guide you through your compliance and business needs. Through years of working with companies, service providers, and government customers, Motorola Security Services has developed a strategy based on a proven approach and methodology that encompasses people, processes, policy, and technology. We go beyond typical security controls to help you succeed in protecting your network and information.

## For more information

For further information, contact your Motorola Services representative or:

Daniele Marsico  
Senior Manager Advanced Services EMEA  
Phone: +49 (0) 172 662 5491  
E-Mail: [daniele.marsico@motorola.com](mailto:daniele.marsico@motorola.com)



## *Why Motorola?*

Motorola is a world leader and trusted partner in wireless network solutions. From WiFi to WiMAX, cellular to mesh, few companies can match our history of wireless insight and innovation.

Motorola was also one of the first companies to recognize the threat of Internet crime and wireless breaches and developed many of the processes and procedures that became the core of any company's security posture.

We are using well-known Information Security best-practices and methodologies, like Cobit 4.1, CIS Benchmarks, ITAF, ITIL v2/3 Security Management, NIST, NSA IAM, OCTAVE, SANS, ValIT, considering international/national Information Technology standards (German BDSG, Data Protection Act(s), EU Directive 95/46/EC, GLBA, HIPAA, ISO 17799/27001/27002, SOX/Euro-SOX).



1. How much do security breaches cost anyway?; The Register; April 12, 2007; John Leyden
2. Three of Four Say They Will Stop Shopping at Stores that Suffer Data Breaches; Information Week; Sharon Gaudin; April 12, 2007



**MOTOROLA**

[motorola.com](http://motorola.com)

Part number SVCS-SECAS. Printed in USA 03/09. MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. ©2009 Motorola, Inc. All rights reserved. For system, product or services availability and specific information within your country, please contact your local Motorola office or Business Partner. Specifications are subject to change without notice.