



## Who Needs Consulting Services?

It's no secret that businesses in nearly every industry struggle to obtain and retain cyber security talent. This is worrisome in industries that manage or use sensitive information with a street value among cyber thieves and especially worrisome for small businesses. Small businesses are a particularly favored target of cyber criminals because they have the fewest resources available for securing their data and systems.

When you add in benefits, the average compensation for the CISO in a medium sized organization is now over \$250,000 a year. Most compelling however is that top talent with skills across all aspects of cyber security is difficult if not impossible to find – after all, one person just has one point of view and one set of experiences.

If your organization needs help with cyber security, BlueVoyant's Consulting Services can help. Our program offers you the same level of protection enjoyed by large enterprises by giving you access to deep levels of skill and experience at a fraction of the cost of just one full time employee.

In addition, our consulting services help you manage risk. If you hire a full-time employee and they underperform or create problems, it can cost up to 5 times that person's salary to terminate the contract and get your company back on track. By outsourcing a portion of your cybersecurity services, you get a measure of protection against having one key employee leaving the organization and disrupting your normal operations.

## What are the Benefits of BlueVoyant's Consulting Services?

- Immediate access to expertise across a broad range of cybersecurity issues
- Independent, objective advice and help with important decisions
- Help from experts on legal and regulatory cybersecurity issues
- Access to experts on best practices across all aspects of cybersecurity
- Reduction of business risk relative to hiring a full-time employee
- Higher level of skill and experience than possible from one full time employee
- Help filling skills gaps if you have a cyber security team but still have questions
- Significant cost savings over hiring one full time employee

## A Special Consulting Offering for 2020

BlueVoyant is offering two levels of consulting services at deeply discounted prices to help companies address their cyber security concerns during this difficult year. Both services are offered for a minimum of one quarter and a maximum of one year.

### **BlueVoyant Essential Consulting Services (10 hrs/month)**

The essential services offering was designed for organizations that have < 250 employees. It's ideal for businesses that have few IT or security resources to manage cybersecurity. It gives your team access to our cyber experts for occasional cyber security questions and/or for regular weekly consultations.

### **BlueVoyant Full Spectrum Consulting Services (16 hrs/month and < 10 hrs/week)**

For organizations that are larger or require additional focus, the Full Spectrum program includes an increase in support and is designed for clients with 250-1000 employees in mind. The additional time affords clients the opportunity to address security issues in a more complex environment. The Full Spectrum program offers 16 hours a month (< 10 hrs/week) for your team to use as they choose and includes an even deeper discount for the higher number of hours.

*Custom packages available upon request as well. Clients may choose a custom package in years that they are facing new legislation, moving offices, or otherwise facing major changes in their environment.*

### **Sample BlueVoyant Services**

Examples of some of the ways our clients may choose to use consulting hours include but are not limited to:

- Best practices for employees working from home
- General cybersecurity best practices
- Have questions about remediation of a vulnerability
- Have questions about prioritizing multiple remediations
- Migration to the cloud
- Advice on making security investment decisions
- Addressing concerns about possible or known security incidents
- Help identifying, developing and managing security policies
- Help with hiring IT and security staff
- Advice on packaging and presenting information for board meetings
- How to utilize Threat Intelligence to reduce the cost of security in my organization
- Optimization of cybersecurity architecture for reduction of the attack surface
- Business continuity and recovery planning