



Primode

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Executive Summary- Primode

Our Mission Statement

To be the trusted intelligence partner of Financial Services risk and security practitioners and managers; enabling them to seek, assess and secure the right technology to deliver operational risk management goals

intense focus on Information Security in Financial Services

impartial, professional advice and consultancy due to total vendor independence

regular summits and surveys to exchange insights from government, academia and industry

a portal to information on established & new technologies world-wide

Executive Summary- Security Intelligence Services Consultancy

what do we do?

we offer best of breed independent information security consultancy and advice to Financial Services clients directly or via other organisations. we quickly assemble the relevant specialist (often off-shore) team according to each individual project- this lean model results in lower costs for the client

what don't we do?

our focus is on Information Security consultancy in Financial Services. We do not widen our scope further than FS clients, nor to any broader technology consultancy. implementations and integrations are also left to those who specialise in this area

the deliverable

a confidential report/recommendation delivered to an FS client directly or via a service organisation

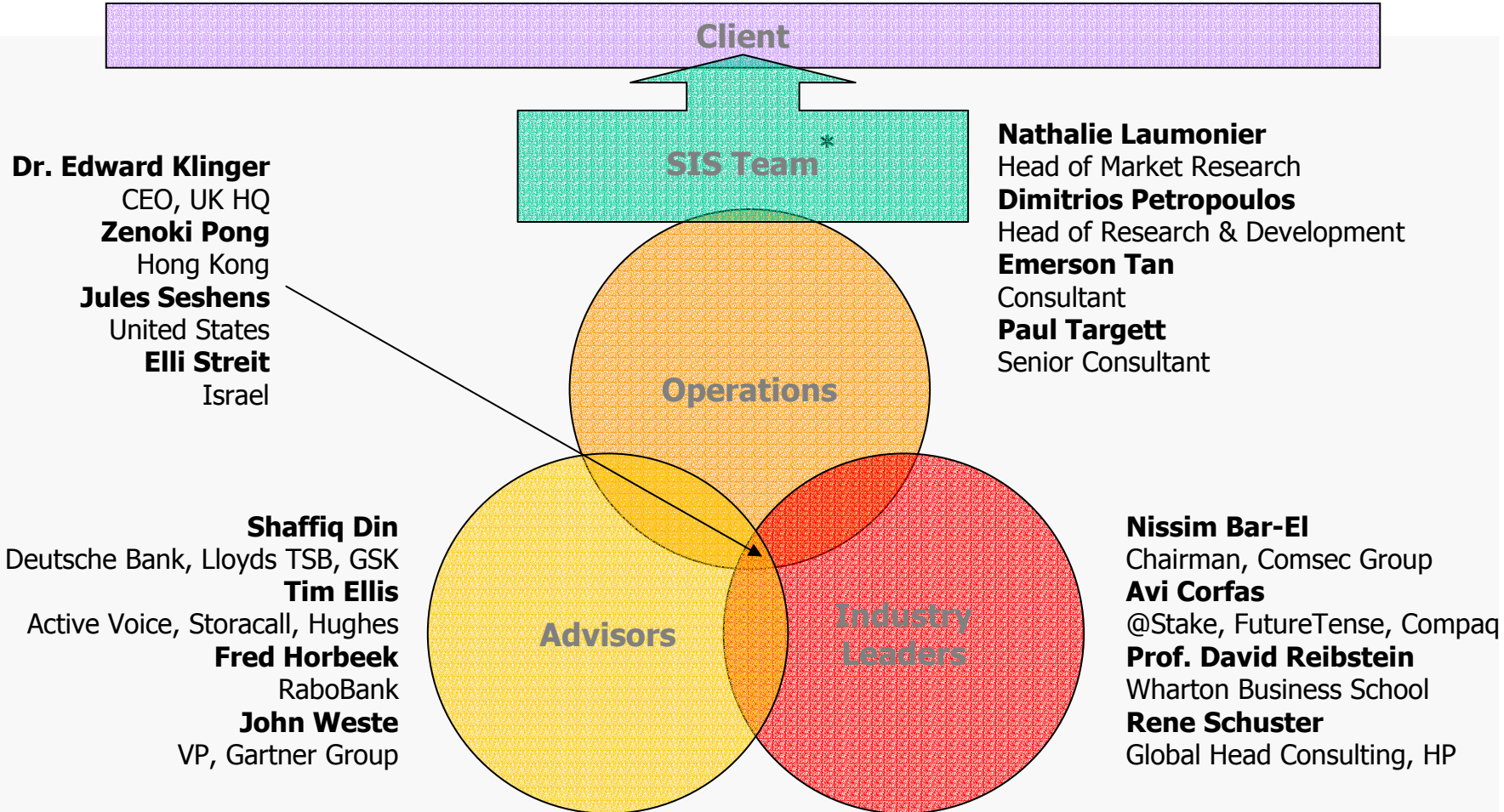
example of deliverables

- finding a specific security technology enabling a business need
- experimenting with different tech alternatives before making a decision
- outsourcing stalled in-house security projects
- performing due diligence on proposed technology solutions
- providing advice and guidance on regulatory issues such as Basel II
- security policy and procedure writing
- hardware and software testing

ways to work together

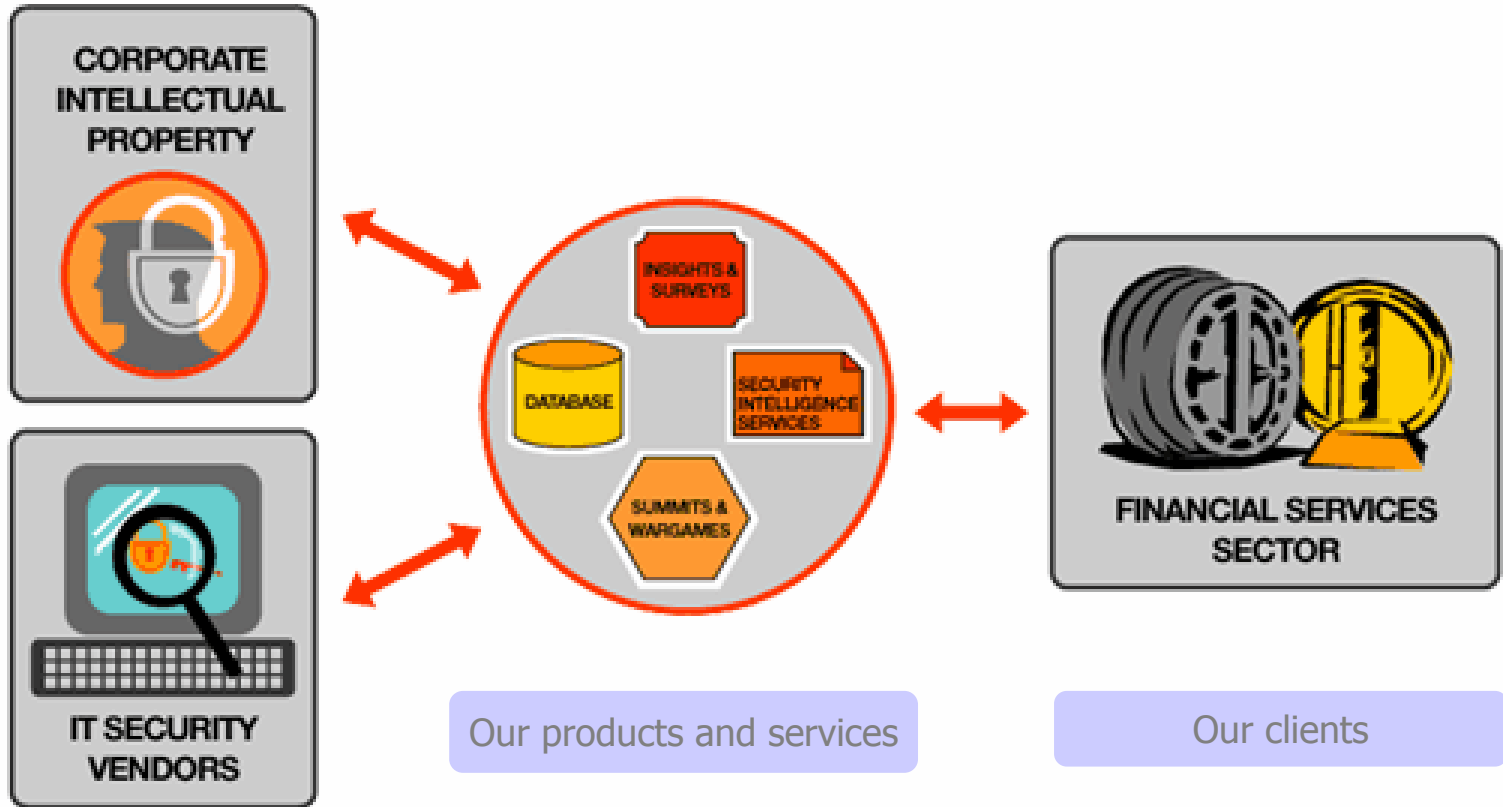
- SIS fills the gaps in your IT department's expertise and man power
- SIS can provide information security advice to develop your business case in a timely fashion

Primode- about us



* The Client-dedicated "Security Intelligence Services" team is comprised of resources from Operations, Advisors, and Industry Leaders

Primode- about us



Our supply side

Our products and services

Our clients

Products and Services

Database

Comprehensive, global online database of Financial Services security vendors & corporate intellectual property

Insights & Surveys

A quarterly informal peer to peer discussion group promoting balanced insight into key challenges and priorities while fostering cooperation across the Financial Services community

Summits

High profile summits bringing together industry, academia and government leaders to discuss security related challenges and priorities of Financial Services professionals

Security Intelligence Services (SIS)

Primode SIS offers unbiased, independent research and due diligence of INFOSEC technologies with no vendor affiliation. We focus on resolving key business issues; presenting best-of-breed, strategically aligned solutions discreetly and when your organisation requires them

Database Overview

Comprehensive online database of Financial Services IT security vendors & corporate intellectual property available to registered users and the SIS

FDE / Data Protection

Encryption / SSL

Privacy / Anti-Piracy

Database Security

Web / email Security

Antivirus

Authentication / Secure Transactions

Network Authentication

Payment Security

Digital Certificates

Tokens

Biometrics

Virtual Private Networks

Secure Network Management

Network Administration & Protection

Hardware and Software Protection

Secure OS

Backup and Recovery

Risk Assessment Tools

Internet / Web Application Security

Security Policy Management

Security Service: Policy Management

Access Control

Standards and Regulation Compliance

Wireless Security Management

Wireless LAN

Mobile Business Management

Authentication

Perimeter Security

Firewall

Terminal Services

Operational Integrity

Vulnerability Assessment & Scanning

DOS Tools

Intrusion Detection Systems

Insights and Surveys Overview

Q1 2003 Infosec Insight Forum

Primode's Q1 2003 Insight Forum reveals numerous IT security challenges that practitioners and managers are concerned in the Information Security environment. One of the issues discussed is Internal IT security; it is the major pre-occupation of IT Security Managers whereas external issues are considered to be well covered. Additionally, effective communication between the IT Security function and business units continues to be a major challenge. These issues raise challenges for vendors to address as they approach banks

Q4 2002 Infosec Insight Forum

Primode's Q4 2002 Insight Forum reveals a number of distinctive challenges facing financial service institutions. While Members agree on a wide range of issues, there are also distinct and differing opinions

1. **Identity Theft** and Authentication, a growing concern for FS players. Customer interaction is migrating from in person to remote access; this increases the risks of doing business with unauthorised parties
2. **Wireless Banking** is rapidly growing in emerging markets and in conjunction with the Internet
3. **Application Layer Security** – most banks do not think of locking down web applications and databases during development and rely solely on infrastructure security
4. **Security Information Management** – requires useful information from the flood of raw data and alerts that are generated by security devices

Markets & Trends- the hot topics

- **Identity Theft** – Fastest growing financial crime on the financial services industry and credit card fraud is driven by Identity Theft, this is emerging as the second-biggest driver of card fraud after the loss or theft of a credit card
- **Wireless Banking** – is rapidly growing in emerging markets and in conjunction with the Internet
- **Application Layer Security** – most banks do not think of locking down web applications and databases during development and rely solely on security infrastructure
- **Security Information Management** - requires useful information from the flood of raw data and alerts that are generated by security devices
- **Internal vs. external Security** - 60%-80% are likely to be internal threats and 20% external. Since external threats are difficult to control they tend to get publicised. Internal incidents are easier to keep under wraps and in any event will probably be denied by the bank
- **Cost Issues & ROI** - proper investment in IT security is a must and that implementing higher level of security is important; however, the cost issues need to be carefully managed and justified
- **Cyber Crime** - The percentage of fraudulent transactions on the web has remained steady for some time at about one percent. While that seems low, it's still 15 percent higher than fraud in the off-line world
- **Rise in InfoSec Market and Regulations** - Security regulations, such as the Gramm-Leach-Bliley Act, DPA, Straight Through Processing, and Basel II require enterprises to balance practicalities vs compliance

Security Intelligence Services (SIS) summary

- **What are Security Intelligence Services (SIS)?**

- An intelligence service resolving tactical security-related business issues facing financial services clients

- **What kinds of problems does SIS solve? Some examples:**

- Finding a specific technology to enable a pressing business need;
- Experiment with different technology alternatives before making a decision;
- Outsource a stalled in-house market research project;
- Perform due diligence on a proposed technology solution;
- Provide advice and guidance on regulatory issues such as Basel II compliance

- **How long is a project?**

- A few days to several weeks depending on the nature of the work

- **What is the deliverable?**

- A confidential report/recommendation

- **Who does the work?**

- A dedicated SIS team of seasoned professionals tapping into our hub of industry, government, and academic experts

- **How much does it cost?**

- Competitive, flexible rates

- **Who uses SIS?**

- Banks, insurance companies and all other financial services related entities

- **Why should I use SIS?**

- Low risk due to short term commitment- "in and out" team delivers results when you need them;
- Lower total cost compared to using in-house resources;
- Higher quality compared to using generalised research supermarkets;
- Unbiased compared to tied integrators and affiliated consultancies;
- Fast and meaningful results due to nimble, dedicated team and singular focus;
- Immediate and continuous access to top industry experts and database

SIS benefits

independent advice

"in and out"- there when you need us

leverages top industry experts

short term contract

dedicated team

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