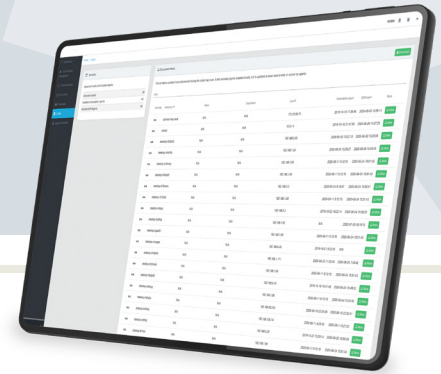




# Cyber Security as a Service (CSaaS)



## What is it?

Specifically designed for the midsize market, the **norm.** Cyber Security as a Service (CSaaS) solution helps organisations save the time, money and stress associated with traditional cyber security solutions.

CSaaS gives companies comprehensive protection against known and unknown cyber threats. It also delivers unrivalled visibility into the strength of their current cyber security defences. By delivering an overall cyber risk score and no-drama insight into how well protected an organisation is, management teams can accurately assess their level of risk and adapt accordingly.

The core CSaaS offering includes service modules that address the three pillars of an effective cyber security defence – process, people and technology. Subscribers receive a jargon-free monthly report that allows senior executives and business owners to answer the question, “Do you really know whether your business is protected against a potential cyber-attack?”

Available for a fixed monthly fee, the service can be delivered as a complete package, or as a series of modules to compliment any other cyber security investments that have already been made.

The purpose of the **norm.** CSaaS solution is simple:

- ★ To allow organisations to focus on their core business operations by managing their cyber risk
- ★ To provide plain-speaking, actionable reporting for senior executives
- ★ To deliver enterprise-grade cyber security protection at an affordable price

## Why now?

For most organisations, cyber security is a distraction from their core operations. It is an expensive drain on technology resources and difficult to measure the value that traditional solutions deliver.

A comprehensive cyber security defence is, however, increasingly critical to an organisation’s ability to transact, attract new customers and grow. Pressure from suppliers, customers and regulators to demonstrate that their data is adequately protected is only going to intensify, and many businesses today rely on the availability of their online systems in order to deliver products and services.

Regardless of whether a company is mandated to do so or not, managing cyber security risk is now a critical Board level consideration. Organisations therefore need to ensure that they have full visibility of their cyber risk position and the peace of mind that comes from knowing they have the appropriate process, people and technology-related controls in place – without the burden of managing them internally.

The **norm.** CSaaS solution offers:

- ★ Powerful cyber security technology from recognised global industry leaders
- ★ A fully managed service backed by a 24/7 UK Security Operations Centre (SOC)
- ★ Accreditation to industry-recognised cyber security standards
- ★ Ongoing training and awareness for employees
- ★ Access to the company’s cyber risk score and insight into how to improve it
- ★ An affordable, fixed monthly fee for as long as you need

## What’s included?

The core **norm.** CSaaS solution is comprised of the following service modules:

### Process:

- ★ Certify your business to Cyber Essentials and Cyber Essentials Plus as a minimum

### People:

- ★ Continuous Cyber Safety Awareness Education and Testing, endorsed by the NCSC

### Technology:

- ★ Vulnerability Management – Gain visibility of the technical vulnerabilities across your entire technology footprint, whether that is the data centre, the office, the Cloud or the end user device
- ★ Threat Detection & Response – Founded upon constantly updated Global Threat Intelligence sources and Indicators of Compromise, our 24/7 Security Operations Centre continuously monitors your environment, wherever it resides for new threats or attacks. When an incident occurs we’ll either alert you or isolate the device (and the attack) immediately
- ★ Penetration Testing – Using the **norm.** in-house Crest certified ethical hackers, we’ll look at your business on an annual basis as a minimum, from the perspective of a real attacker and determine if there are any gaps in your business security that could be exploited, be that process, people or technical
- ★ Simple, no jargon reporting – Subscribers to the CSaaS service receive our industry leading multi-level reporting and online visualiser that clearly demonstrates where your business is protected and the actions you can take to improve. From the day the service is deployed, you’ll be able to tangibly demonstrate to your Board, shareholders, customers and employees that you are taking information security seriously and will have the peace of mind that your business is protected, while you focus on the important stuff

## Want more detail?

To register your interest and get one of the team to call you [<<ClickHere>>](#) or just give us a call on **+44 (0)20 385 55242.**

**\*Reassuringly dull cyber security**

**norm.**

## In a nutshell...

CSaaS from **norm.** is a fully managed service that allows senior management teams to focus on the core functions of their organisation, with full visibility of their level of protection against known and unknown cyber threats which could threaten their ability to transact, attract new customers and retain existing ones.



## FAQs...

### Why is CSaaS a better alternative to buying traditional cyber security products and managing them ourselves?

CSaaS brings together the best cyber security technologies on the market and delivers them as a fully managed solution. It is around 70% less expensive than buying the products separately, but more importantly it gives organisations a cohesive view of their cyber risk position – in a format that is easy to understand and simple to action. In addition, CSaaS alleviates the need to hire and retain in-house cyber security experts, something which is increasingly challenging to do.

### What is a cyber risk score and why does it matter?

Every organisation has a cyber risk score. It is calculated by assessing the security controls that have been implemented to address the three fundamental pillars of an effective cyber security defence – process, people and technology. It then combines these three elements to calculate a single snapshot of the organisation's overall cyber risk position. By giving senior management teams a single cyber risk score, they instantly know their level of exposure to risk and can decide whether action needs to be taken.

### What's included in the monthly management report?

In addition to an overall cyber risk score, the report also gives subscribers an individual score for each pillar – process, people and technology – and insight into why that score has been given. The report also includes an executive overview of how the service is performing and recommended actions.

### Could my existing IT provider provide a similar service?

An existing provider may be able to provide certain elements of the service – such as managed point security products and support. But only a true CSaaS solution offers the levels of expertise and insight that today's organisations need to remain competitive and grow. In addition, there is an obvious conflict of interest if a company's IT provider is also asked to assess and improve its cyber risk, as they are effectively marking their own homework.

### Can the service be tailored to our requirements?

Absolutely. Every organisation is different, and the CSaaS offering can be adjusted to meet individual requirements.

### Are the modules available separately?

Yes. For the most robust protection and insights into their cyber risk position organisations need the full CSaaS solution, but all of the modules are available on an individual subscription basis and can be subscribed to at any time.

## How does CSaaS work?

From the day you subscribe to the service, our Customer Experience team will leap into action, following a well-trodden path to ensuring your business is secured. We will:

- ★ Arrange a welcome call to talk you through the activities that will happen over the following days (not months)
- ★ Kick off the certification process for Cyber Essentials and Cyber Essentials Plus
- ★ Provide access to our online cyber safety awareness platform, connect your users and commence the training and testing campaigns
- ★ Arrange delivery of the technical components, both hardware and software
- ★ Support you with the installation of the above so that we can gain an insight into your business as soon as possible
- ★ Schedule the initial penetration tests at a time that suits you
- ★ Provide you with access to the online visualiser, so that you can see the service delivering value to your business immediately

### What if I've already deployed some of these modules?

Great! You're on your way to protecting the confidential information of your customers, shareholders and employees. Our service is specifically designed to complement existing cyber security investments. Even if we don't provide a specific module, we'll factor it into your cyber risk score.

### Should we wait until our Digital Transformation Programme is completed before subscribing to the service?

Regardless of the status of your own internal programmes, the threat of a cyber-attack is constant. The flexible nature of our service allows customers to protect the technology topology no matter where it resides. If it's on premise, in the cloud or somewhere in between our service will adapt as your business transforms. Digital Transformation presents numerous risks to a business, our CSaaS service ensures that the cyber risk is one such risk that can be mitigated.

### How does CSaaS alleviate the burden of demonstrating compliance to regulators and suppliers?

Regulation relating to cyber security controls is increasingly tightening, with the focus on demonstrating compliance as opposed to simply confirming it. Organisations with an obligation to have cyber security controls in place are also putting pressure on their own suppliers to do the same. That's why we purposely built our service on the fundamentals of frameworks such as NIST and ISO 27001. Our monthly reporting allows you to demonstrate clearly to external auditors, regulators, certification bodies and customers that you have all the required controls in place and how they are being measured. This overhead saving alone often covers the cost of the service for those business that are frequently subject to audit or assessment from external parties.

### Does Cyber Security Insurance negate the need for this service?

Cyber Security Insurance certainly has its place when it comes to recovering losses incurred as a result of a cyber security or personal data breach. But similar to other business insurances, it is designed to cover financial losses only. The policy will also demand that certain preventative measures are in place in order to validate it. The nature of cyber attacks also means that while some losses can be recovered, the reputational damage and loss of trust is unquantifiable. If personal data is impacted and adequate controls are not in place, there is the real risk of a fine under the GDPR. Currently any fine enforced as a result of GDPR non-compliance is not insurable.

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