



**Protect your  
reputation.**

**Prevent a  
breach.**

**And gain a  
competitive  
advantage.**

**Turn cybersecurity obstacles into  
opportunities with HB ACCESS®**

Comprehensive Data Protection and Cybersecurity Services

**HB** | SOLUTIONS LLC  
consulting services

**When your critical data is secure, it doesn't just protect your business — it enables you to do more.** And when your data protection is stronger than that of your competition, you can position yourself as a preferred vendor — by assuring your clients and customers that they are working with an organization that makes cybersecurity a top priority.

**That's where HB ACCESS® comes in.** Not only can we help you protect your data, but we'll also help you attain the cybersecurity protection and compliance you need to grow your business.



**You can't eliminate risk.  
But you *can* manage it.**

**TAKE OUR BUSINESS READINESS ASSESSMENT**



**[hbsolutions.com/access](https://hbsolutions.com/access)**





# Better protection starts with performing a better assessment.

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## **PRE-BREACH PROTECTION**

Cybersecurity risk is something we deal with every day. We can help you protect your data and knowledge assets using our system and protocol analysis, risk assessment, and remediation of deficiencies services. First, our team will examine your information technology systems and assess your cybersecurity protocols. Then, we'll provide a detailed report of this assessment — helping to minimize your exposure to cyber-related losses.

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### **Initial Assessment / Business Readiness**

- Meet with key stakeholders from your company to identify sources, types, and locations of valuable or sensitive data
- Identify and develop visions and goals aligned with your information security protocols
- Meet with a sample of your users to assess their overall awareness of policies and procedures, and their understanding of the value of cybersecurity

### **Compliance Issues**

- Consult on state and federal regulatory compliance requirements based on your industry
- Identify and address noncompliance issues and prepare recommendations
- Select a security framework upon which to base your cybersecurity solution

### **Risk Assessment**

- Technical: Evaluate network settings using recognized standards and security frameworks
- Administrative: Policy and procedure development and guidance on security and policy templates
- Red Teaming: Information security specialists seek to access targeted systems and sensitive data to identify and document vulnerabilities
- Physical: Assess perimeter and network security controls

### **Detailed Risk Reporting**

- Provision of detailed risk report to provide solid technical and industry advice to improve your information security
  - Data analytics on industry exposure to compare against industry standards
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Your critical data may be written in code.  
But not a secret one.

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### **LOSS MITIGATION PREPARATION SERVICES**

Your company may have the best firewall and virus detection software available. But neither of these will protect you when human error comes into play. That's because most breaches happen when a user clicks on a bad link, opens an infected file or has a weak password. As a valued service provider, we work directly with you to improve your loss mitigation preparation with the following:

#### **Employee Education and Awareness Programs**

- Design cyber-training and education programs for your workforce to minimize your risk
- Assess and/or amend employee manuals, training materials or presentations to effectively communicate improved cyber policies

#### **Crisis Readiness**

- Develop an incident response plan and crisis communications policy
- Provide personnel, communications and media training
- Assess and make recommendations on business recovery planning

#### **Risk Assessment and Indemnification**

- Contract drafting to assign risk to the proper parties
- Insurance counseling to provide indemnification for your measured risk

#### **Auditing**

- Assessment and review of third-party vendors and other federated networks



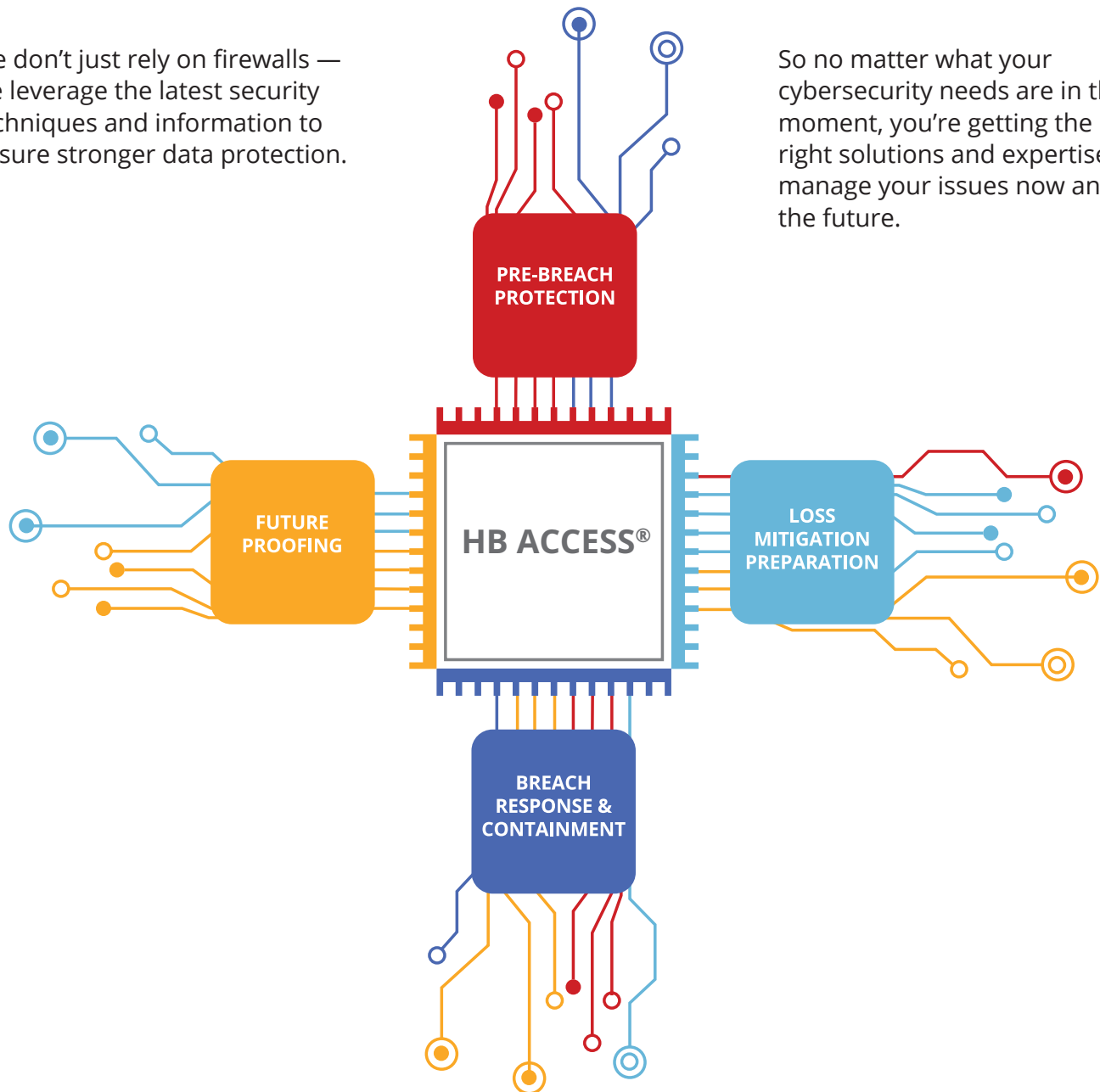
# HB ACCESS<sup>®</sup>

## Cyber Protection Plan

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We don't just rely on firewalls — we leverage the latest security techniques and information to ensure stronger data protection.

So no matter what your cybersecurity needs are in the moment, you're getting the right solutions and expertise to manage your issues now and in the future.



**TAKE OUR BUSINESS READINESS ASSESSMENT**

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# Don't let your customers' big data suffer big losses.

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## **BREACH RESPONSE / CONTAINMENT**

In the event of a breach, we'll respond immediately to work with you to detect and address security threats and minimize damage.

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### **Immediate Crisis Response**

We'll leverage forensic investigations based on the scope and source of the breach and then recommend remediation strategies to prevent further loss. We will then assist with the following steps:

- Identify records and critical information affected and identify their sensitivity
- Consult on notification procedures for customers of clients affected by a breach\*
- Consult on required government compliance reporting
- Assess potential losses from the breach
- Establish a framework to evaluate and respond to potential claims\*
- Advise on issues concerning regulatory agencies and law enforcement\*
- Provide public relations/media interaction services
- Evaluate insurance and indemnification agreements to help mitigate losses

### **Long Term Loss Mitigation and Claims Response**

- Design, organize and staff claims response programs where indicated
- Immediate assessment of claims\*
- Administration of claims payment systems and services/coordination of vendor services to assist your claims group where needed
- Negotiate with credit monitoring services (to the extent your company chooses to offer such services)
- Audit and manage claims response personnel
- Facilitate experienced legal representation\*

### **Future-Proofing**

How can we make your system better to decrease future risks? We start by assessing breach occurrence against existing protocols and procedures to determine where improvements can be made including:

- Pre-breach protection and analysis services
- Support for litigation and regulatory investigations\*
- Creation of an annual assessment plan
- Training of users to avoid repetition of inadvertent harmful acts and breaches

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\*Aspects of these areas and others may indicate the need for legal counsel. Subject to clearing conflicts, Harris Beach PLLC, the law firm parent of HB Solutions, may be able to provide the legal counsel required or you can retain other legal counsel if preferred.

# Has your business taken these critical steps for better cybersecurity?

## **Prepare for cyber attacks from both insiders and outsiders.**

The greatest cyber threat may be within your own organization. Nearly 60% of attacks come from either malicious insiders, or employees who are inadvertent actors.

## **Equip your employees with strong cybersecurity practices.**

An organization's cybersecurity is only as strong as its weakest link – and this includes groups with increased access to sensitive information such as the C-suite or your information technology team. Everyone needs to be alert and be able to recognize risks, such as malicious emails or links.

## **Provide your information technology department with the skills and tools they need to implement proper cybersecurity procedures.**

Only 20% of all IT professionals feel confident that their information security technologies can properly mitigate risk.

## **Implement a standard operating procedure for employees to follow when they suspect a cyber attack.**

Ensure your protocols cover basic procedures, such as reporting the loss or theft of a mobile device or unplugging a computer from the network. And have specific protocols for email, web, mobile devices, and social networks. People are often the weakest link in most security breaches.

## **Identify the root cause of any unsafe cyber behaviors at your organization.**

If a policy or procedure is too complicated or interferes with employees doing their job, they're more likely to find and use less-secure work-arounds. Cybersecurity should enable your business, not restrict it.

## **Include cell phones and other employee-owned mobile devices (such as laptops) as part of your cybersecurity policy.**

Malicious attacks on mobile devices have increased 65% since 2015. If you allow employees to use their personal devices for business purposes without applying the proper security policies, you could be putting your organization at risk.

## **Expect attacks from unexpected places, like social media.**

It's estimated that 1 in 10 social media users have experienced some form of cyber attack. Educate your employees on how to recognize cyber attacks on these channels too, and be sure to address cybersecurity as part of your company's social media policy.

## **Ask your vendors to provide documentation of their cybersecurity procedures, especially those with access to your firm's data.**

Data breaches involving third-parties tend to have an increased per-record cost.

## **Assume it's a "when," not an "if," when it comes to a cybersecurity breach.**

Every industry and all businesses are susceptible to cyber attacks. And being prepared with robust cybersecurity policies and protocols is the best defense.



**Bottom line:** *HB ACCESS<sup>SM</sup> is ready to help you minimize your cyber-related risk because we don't just rely on firewalls — we leverage the latest techniques, policies, and human capital to ensure stronger data protection. That way, you can position yourself as a preferred vendor and give your business the competitive advantage you've been looking for.*

## OUR TEAM'S CERTIFICATIONS INCLUDE:

- Security advisors experienced in the U.S. national security community
- Network and security architecture leaders directing enterprise security programs
- A former Joint Improvised-threat Defeat Agency (JIEDDO, a U.S. Department of Defense agency) director who led its high-technology intelligence fusion center
- Former leaders of global initiatives at international data and analytics companies
- Nationally recognized experts and published authors in cybersecurity policy and breach response
- A former senior executive for multinational insurers with experience in international regulatory issues, global claims management and underwriting in the areas of cybersecurity, financial lines, casualty and property insurance.

Plus, our technology consultants have the following certifications:

- Certified Information Systems Auditor (CISA)
- Certified Information Systems Security Professional (CISSP)
- Certified Hacking Forensic Investigator (CHFI)
- Certified in Risk and Information Systems Control (CRISC)

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**HB ACCESS<sup>SM</sup>** is offered jointly by HB Solutions LLC and Access Advisory Group LLC.

**ACCESS ADVISORY GROUP LLC** is comprised of proven cybersecurity leaders and technology operators who have worked at the highest levels in the U.S. Department of Defense, Intelligence Community and Department of Homeland Security.

**HB SOLUTIONS LLC** is a consulting subsidiary of the law firm of Harris Beach PLLC. It was established to provide non-legal consulting services to organizations and individuals in the private and public sectors across numerous industries. In addition to HB ACCESS, its consulting services include:

- Affordable Care Act Compliance
- Collegiate Sports Compliance
- Data Privacy and Cybersecurity
- Economic Development and Public Affairs
- Educational Institution Assistance
- EMRC<sup>®</sup> (E-Discovery Management Resources Group)
- Energy
- Health and Human Services
- Human Resources
- Information Technology
- Marketing and Communication Services
- Municipal and Local Agency Assistance