

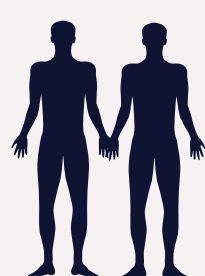
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Considerations

When Selecting A

Managed Security Services Provider

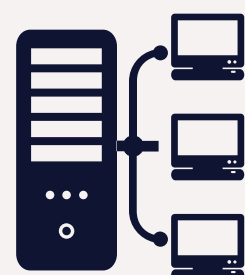
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Expertise

Does the MSSP have the expertise to meet my company's security requirements? Ensure that the provider has the talent, experience and capabilities to deliver exceptional service. A good MSSP should have experts in various security and protection areas. Is there a technical team that regularly reviews industry standards?

02



Technology

What types of technology does the MSSP use to protect my infrastructure against traditional and advanced threats? How does the MSSP handle scanning, encryption and centralized logging and reporting? What level of flexibility within the technology is available? Does the MSSP deploy security using virtualized security solutions like virtual firewalls/IPS?

03



Strategic Partnership

Is the MSSP a strategic partner? An MSSP is hired to protect your IT infrastructure and critical data. Ensure that they are in it for the long haul and have the capabilities you require. After all, it is a PARTNERSHIP. Choose an MSSP who will be your trusted security advisor.

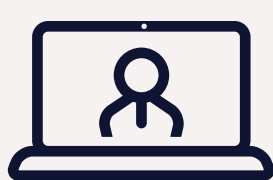
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Capability

Can the MSSP support your existing systems or do you have to purchase new systems? What are the capabilities of the provider? When it comes to capability, the provider should have the expertise and technologies to support your business.

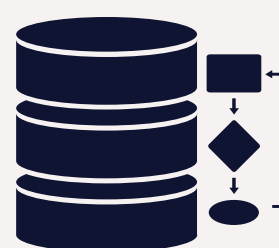
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Technology Requirements

What are my company's security requirements? Do I need a Managed Security Services Provider (MSSP) to simply monitor alerts when my staff is unavailable? Do I need them to augment my existing staff? Do I need advanced skills that my team doesn't have? Does my industry have specific compliance requirements?

06



Compliance

Can the MSSP support your compliance requirements? Are they FDA, HIPAA, ITAR or FDA compliant?

07



References

Does the MSSP have references? What is their reputation? What are their customer satisfaction ratings? Because references equal reputation, they are a key factor when choosing a Managed Security Services Provider.

08



Benefits

What are the benefits? Is it a long-term PARTNERSHIP? How soon can I expect ROI? Make sure that all parties involved understand their requirements by putting a service level agreement (SLA) in place.

09



Cost

How much will it cost? Will my business get rapid ROI? Cost should not be the sole deciding factor in selecting an MSSP.

10



Scalability

Can the managed security service solutions scale with your business? The cost of an MSSP SLA should include monitoring, management and reporting.

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