



Cybersecurity Due Diligence

What Transaction Advisors, Buyers and Sellers Need to Know in Today's Hostile Security Environment



How Much Does a Data Breach Cost?



\$3.86 Million

Average total cost of a data breach



280 Days

Average time to identify and contain a breach

Due Diligence Is Universally Recognized as Crucial When Evaluating the Acquisition of a Business

Due diligence typically focuses on the financial/legal elements of an organization, including assets and liabilities. It's incomplete without an assessment of the information security posture of the acquisition target - perhaps the greatest source of risk.

- Information has become the currency of success - it must be protected.
- The cost of achieving a sound security posture must be incorporated into the valuation process.
- The impact of a potential cybersecurity incident goes beyond cost.
- Potential impacts:
 - Damaged reputation
 - Lingering legal issues
 - Transaction fails





Our Cybersecurity Due Diligence Program allows you to manage and quantify risk, while providing a plan to achieve a **sound security posture.**

How Does AISN Manage Risk?

✓ Compliance Assessment against identified regulatory requirements

- HIPAA
- PCI-DSS
- NIST 800-53r4
- NIST CSF

✓ Security Maturity Assessment and Security Architecture Assessment with remediation/security program improvement roadmap

- Policy/procedure assessment
- Technical controls assessment
- Gap analysis and recommendations roadmap
- Formalized security program architecture

✓ Independent Vulnerability Assessment

- Vulnerability scanning
- Penetration testing

Why AISN?

- ❑ Deep, cross-industry cybersecurity experience
 - Federal/DOD
 - State government
 - Health care
 - Retail
 - Critical infrastructure
- ❑ Administrative/technical experience across on-premise and hosted data center environments.
 - Policy/Procedure
 - Network/host security design and implementation
- ❑ Expertise reviewing physical security as well as cybersecurity
- ❑ Experience working within M&A and legal client-privileged communications scenarios



A person in a light-colored shirt is pointing their right index finger towards a laptop screen. The background is a dimly lit office with other people and laptops. The text is overlaid on the left side of the image.

How Do We Engage?

Step 1

Schedule an initial needs assessment to determine the scope of the Cybersecurity Due Diligence engagement.

Step 2

Conduct the initial needs assessment, which is basically a mini version of the Security Maturity Assessment, a high-level assessment of the organization, structure and related areas that would be covered in a more thorough assessment.

Step 3

Utilize the results in developing a high-level project schedule with associated costs to complete the Cybersecurity Due Diligence engagement.

Step 4

Decide whether or not to proceed further. Should we proceed beyond the initial needs assessment to the full Cybersecurity Due Diligence engagement, the cost of the needs assessment will be credited against the full engagement.

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