

# Monetary Risk Quantification enables client to make confident technology investment decision

## CLIENT INDUSTRY

Healthcare

## PROBLEM

The client had two issues:

- » They were using a costly security log aggregation tool as an added layer of security for three core web business applications. They wanted to determine the value they were receiving for this technology investment.
- » The client wanted to determine if they should continue storing customer social security numbers in their system, or discontinue and possibly lower their risk exposure.

## SOLUTION

Converged Security Solutions (CSS) recommends performing a baseline risk assessment first and then two risk quantifications as a cost/benefit analysis, providing a decision point for the client.

## BENEFITS TO CLIENT

- » Risk quantification enabled the client to make an informed decision from a financial perspective before technology decisions/investments were made
- » Provided the actual dollar amount of risk exposure
- » CFO and CISO could speak the same language
- » Helped validate the continued use of their technology

## Successful Risk Quantification Highlights

- » Started with a baseline risk quantification to see organization's current status using RiskLens
- » 1st Risk Quantification: security log aggregation tool
  - » Perform "what if" scenarios
  - » What if the client doesn't use the tool and relies on their hosting provider to detect and notify them of security incidents?
  - » The client is able to see what their increased risk exposure is and make a decision.
  - » In this case, the client determined the investment in the security log aggregation tool was validated.
- » 2nd Risk Quantification: social security numbers
  - » Perform "what if" scenarios
  - » Weighed the cost of all the technology changes that need to go into effect to remove the social security numbers vs. the risk exposure savings.
  - » Determined that since the client is still capturing many other types of PII their risk exposure would only decrease by a nominal amount.



### Ready to Help You

Our work with monetary risk quantification is just one example of our innovative security solutions. Visit [convergedsecuritysolutions.com](http://convergedsecuritysolutions.com) to learn more.

### About CSS

Converged Security Solutions, along with Evolver and eVigilant, provide a full suite of technology services that span cybersecurity, physical security, and IT management. We are ISO 27001 and ISO 9001 certified, as well as CMMI Level 3 appraised.