



FUTURE ENTERPRISE INFORMATION PROTECTION ARCHITECTURE

Statement of Work:

SECURINESS, Fred Cohen & Associates (SFCA) will perform a series of tasks associated with the creation of a Future Enterprise Information Protection Architecture (Architecture) for CLIENT in collaboration with and as a subcontractor for XXX. This will consist of the following items:

Task 0: Project Kick-Off

SFCA will participate with XXX on a scheduled basis to facilitate their kick-off of the project with CLIENT. SFCA will have no formal deliverables from this task.

Task 1: Requirements and As-Is Architecture

SFCA will work with XXX to:

- 🌟 Review documentation provided by CLIENT through XXX to SFCA
- 🌟 Schedule, attend, and conduct 3 days of onsite or telephonic interviews within the US with CLIENT stakeholders (typically executives, IT, and business unit representatives) in order to capture current state information regarding:
 - Business challenges expected to be addressed by the enterprise security architecture initiative
 - Perceived issues and critical success factors
 - Executive sponsors' perspectives regarding current and desired capabilities
 - Vision of the enterprise looking out 3-5 years
 - Background, funding, organization, governance
 - Key business drivers for security
 - Current state security architecture
 - Current security policies
 - Regulatory requirements
 - Major pain points and key concerns
 - Projects in flight, if any, to address requirements
 - The as-is security architecture
 - Any perceived shortcomings.
- 🌟 Produce and deliver a draft document for XXX within 7 days of completion of all interviews, including any follow-up interviews required based on limited availability of CLIENT personnel. This document will include:
 - A one-page executive summary
 - The as-is security architecture
 - A 3-year enterprise outlook as it relates to the security issues at hand

SFCA will charge XXX DKK 289.000,- + expenses for Task 1, to be invoiced upon delivery of the draft document to XXX, and payable in 8 days.

SFCA will continue to work with XXX on subsequent efforts related to this draft deliverable, and the overall effort but the draft deliverable will come under XXX's control and responsibility as of the time of delivery, and SFCA will no longer be responsible for alterations or uses of that document by XXX.



Task 2: Future-state Architecture Workshop

SFCA will work with XXX to:

- 🔥 Prepare for the workshop by working with and familiarizing with existing XXX presentations of possible architectural choices, the relative advantages and disadvantages associated with these choices, and views on the potential success of each choice.
- 🔥 Schedule, attend, and conduct a 3-day semi-custom workshop within the US to assist CLIENT develop their future state Network Security Architecture. This will include, without limit;
 - Use of SFCA intellectual property in this arena.
 - Facilitating proper interactions.
 - Specifically address issues in the areas of:
 - Overarching issues
 - Business modeling for information protection
 - Duties to protect
 - Risk management
 - Protection governance and organization
 - Control architecture
 - Technical security architecture
- 🔥 Produce and deliver a draft document for XXX within 7 days of completion of the workshop. This document will include, without limit:
 - The deliverable from Task 1 augmented to include:
 - A detailed review of all decisions made as developed at the Workshop.
 - A gap analysis identifying differences between the as-is state and the future state identified through the workshop.
 - A tentative migration plan to move from the current state to the future state over time.

SFCA will charge XXX DKK 248.000,- + expenses for Task 2, to be invoiced upon delivery of the draft document to XXX, and payable in 8 days.

SFCA will continue to work with XXX on subsequent efforts related to this draft deliverable, and the overall effort but the draft deliverable will come under XXX's control and responsibility as of the time of delivery, and SFCA will no longer be responsible for alterations or uses of that document by XXX.

Task 3 – Migration plan

SFCA will work with XXX to:

- 🔥 Schedule, attend, and conduct a 2-day follow-on workshop within the US to assist CLIENT in developing a migration strategy and roadmap to move from the current state to the future state.
- 🔥 Deliver a draft set of changes to the deliverable document from Task 2 reflecting the changes identified in this task within 7 days of completion of the workshop.

SFCA will charge XXX DKK 164.000,- + expenses for Task 3, to be invoiced upon delivery of the draft documents to XXX, and payable in 8 days.

SFCA will continue to work with XXX on subsequent efforts related to this draft deliverable, and the overall effort but the draft deliverable will come under XXX's control and responsibility as of the time of delivery, and SFCA will no longer be responsible for alterations or uses of that document by XXX.



Task 4 – Management presentation of final results

SFCA will work with XXX to:

- ✿ Refine the final draft presented by XXX to CLIENT as the end of task 3.
- ✿ Prepare slides for a management presentation on the results of tasks 1-3
- ✿ Attend and help to deliver an on-site presentation within the US of results of this task to CLIENT management at a mutually acceptable scheduled time.

SFCA will charge XXX DKK 126.000,- + expenses for Task 4, to be invoiced upon delivery of the draft document to XXX, and payable in 8 days.

General

SFCA will work with XXX in an ongoing fashion to assist in its final preparation of its deliverables to CLIENT as part and parcel of this effort and at no additional costs, on an as needed basis, up until the end of December, 20xx.

Additional terms and conditions:

- ✿ **Single Point of Contact:** CLIENT will provide SFCA and XXX with a single point of contact (SPOC) to coordinate all efforts associated with this task and that SPOC will be authorized and able to provide all necessary access and oversight including making on-the-spot decisions about activities to be allowed and refused as part of the FEIPA. The SPOC will also be responsible to assure that SFCA and XXX personnel are properly protected at all times, including interfacing with other security functions and knowledge of health and safety issues and will supervise all SFCA and XXX activities or assign appropriate personnel to supervise specific technical activities as appropriate to the need.
- ✿ **Timely access:** CLIENT will provide timely access to all personnel, systems, facilities, information, and other materials, people, or things that are needed by SFCA and XXX to perform the FEIPA.
- ✿ **Timely response:** CLIENT will respond in a timely fashion to all requests for information and to draft reports and information. Failure to reply in a timely fashion will be treated by SFCA and XXX as an inability to respond or a tacit agreement to information provided for feedback and SFCA and XXX will continue its efforts under those assumptions. Changes after subsequent work may result in additional fees.
- ✿ **Liability limitations:** CLIENT and XXX indemnify SFCA and hold SFCA harmless for all costs and consequences, whether direct or indirect, arising out of the FEIPA, in all jurisdictions, in all forms, and in all cases.
- ✿ **Best efforts:** SFCA will undertake best efforts to perform its tasks using the most suitable available technologies in a manner consistent with current usage, methodologies, techniques, and knowledge, however, because of the ever changing nature of the security, technology, business, regulatory, and physical environment, SFCA MAKES NO WARRANTY, EITHER EXPRESSED OR IMPLIED, AS TO THE RESULTS OF THESE EFFORTS.
- ✿ **Confidentiality:** All CLIENT information is held in strictest confidence by SFCA and its team members and all SFCA techniques, processes, and activities are to be held in strictest confidence by CLIENT team members. Confidentiality, however, can be broken through court orders or other legal means. In such cases, all parties will seek to minimize exposure of confidential information wherever feasible. If payment of all fees related to the FEIPA are not made in a timely fashion, confidentiality requirements and other related contractual obligations are no longer binding upon SFCA and ownership of all results of the RA become the property of SFCA.



- ✿ **Exceptions to confidentiality:** In some cases, SFCA personnel encounter contraband, such as images that may indicate the presence of child pornography, evidence of crimes, or observation of crimes in progress. In such cases as SFCA management, at its sole discretion, may determine that there is a legal responsibility to report to authorities. In such cases SFCA personnel will make such reports are are mandated by law. Client holds SFCA harmless for all reporting made in such cases.
- ✿ **Ownership of results:** With the exception of the report and draft reports provided to CLIENT by SFCA, all materials used in the performance of this effort are the intellectual property of SFCA and will remain so after this effort.
- ✿ **Expenses:** CLIENT will cover all reasonable and normal expenses to SFCA within 15 days of invoice for those actual expenses accrued during the effort.
- ✿ **Comparison study:** SFCA will undertake no comparison study in this effort and will not provide any information on other CLIENTS.
- ✿ **General:** If any part of this Agreement shall be found unenforceable under the applicable laws, the remaining parts of this Agreement shall remain in force. The proper law and venue for this Agreement shall be that of Alameda County, California, in the United States of America, and the parties submit to the jurisdiction of the courts of this venue in all matters related to this Agreement. Time is of the essence in this matter and all activities will take place in a timely fashion. This Agreement constitutes the entire agreement between the parties, and supersedes any previous agreements that may have existed between the parties before the signing of this Agreement.

All work orally as in writing will be conducted in English.

Price estimate for this type of Kick-Off task begins at DKK 85.000,-.