

PCM THE RIGHT TECHNOLOGY, DELIVERED™

PCM SECURITY

PEOPLE AND TECHNOLOGY INTEGRATED

PCM Security works across all industries providing Security Systems Integrator services to our clients.

1-800-700-1000 www.PCM.com/security

PCM SECURITY — EMAIL SECURITY

PCM Security works with a wide range of eMail security vendors including Cisco Security, Proofpoint, Microsoft O365, Symantec, Fortinet, Mimecast and more. Since we represent most of the major eMail security vendors in the marketplace today, we can **truly be agnostic in our assessment** as to what is the best fit for each client.

Although eMail is the number 1 pathway for malware into our clients IT Processing Centers, there is no right answer for eMail security. A company's business objectives and risk profile are the best attributes to assess in selecting an eMail solution.

Our first order of business is to work with our clients to assess their business objectives in evaluating their eMail security options. The major determinant is how critical is eMail to our clients business. Is it used for internal communications predominantly, or as a vital connection between a client and their clients, critical third parties, etc.?

Second is risk profile. Is this client in a high profile risk industry such as healthcare or financial services? What critical data does the cyber-criminal world see of value within the client? Is the known cybercriminal methodology for penetration include eMail access?

Usually, most of our clients have a good feel for their business objectives and risk profile related to eMail security. Our **PCM Security Consulting Team** works with our clients so that we might gain their insight and support their solution choice.

Our PCM Security Consulting team is made up of seasoned security professionals with an average of over 20+ year's experiences. We offer a wide range of security services as illustrated below:



Our services include **Security Posture Assessments** in which we create a view of our clients current posture, develop and assess their risk profile and then work with them to create a three year roadmap to address weaknesses and secure their business objectives.

This is mentioned because the expertise and experience used to provide these types of assessments assures that PCM Security has **a deep understanding of how eMail security fits into our clients overall security posture.**

Our PCM Security Consulting team has a broad knowledge of all the major frameworks such as **NIST, HIPAA, ISO 2700x, etc.** Therefore, we may assist in selecting and configuring whichever eMail security solution a client selects with their current security framework.

In addition, one other consideration is the current regulatory environment. We are actively working with our client base to assess and comply with all the **major security regulatory requirements including PCI, HIPAA, NYDFS, HITRUST, GDPR, California's Consumer Privacy Act, etc.** We can assess and support that your approach to eMail security is implemented with your regulatory requirements in mind.



ASSESSING EMAIL SECURITY VENDOR CAPABILITIES

Next, we work with our clients to develop their desired eMail security profile. We will use this profile in our vendor-to-vendor comparison.

For example, let's look at the main attributes of the eMail security vendors:

- Many of the **legacy eMail solutions** work well within their own security solution or technology install base.
- The **Next Gen solutions** in the market offer a wide range of advanced functionality including archiving, DLP, social media and phishing.
- If our client wants to manage their cost, there are several **low cost solutions** that offer strong functionality with a more pure eMail security play.
- For an **Enterprise client**, those eMail security vendors that are included within an **integrated security platform** may be the better play.

Once we have developed your desired requirements for an eMail security solution, we take a deeper dive into the **top three eMail Security vendors we believe will fit your needs**. We compare their current functionality with your desired solution. This will also include a cost comparison.

We will then, lay these side by side for your consideration and assist in rating of your top choice(s).

EMAIL SECURITY PROOF OF CONCEPT (POC)

While working with you, we support your selection of the one, two, or three top vendors to run an in-house proof of concept. If there is a single vendor that initially stands out from the functionality review, we suggest conducting the POC with the first choice. Often there are one or two additional good choices, so we would run POC's with those for a comparison as well.

A POC usually entails placing an appliance from the vendor inside the client's target network to run scans on the eMail server, scan traffic and capture logs. In this way, the solution functionality is demonstrated and the need by exposing the risk in the environment is confirmed.

Our **PCM Security Solution Architect Team** leads this effort. They have a broad range of knowledge and experience with most major eMail security solutions.

Based on the results of the Proof of Concept, we will support an assessment of the cost of ownership of the selected solution(s).

Finally, with the defined requirements developed, a Proof of Concept complete, cost alternatives outlined, our clients can make a knowledgeable decision as to what eMail solution best fits their needs and budget.



EMAIL SECURITY FEATURES:

ADVANCED THREAT PROTECTION
Malware Protection
Attachment Sandboxing (ATP)
URL Protection
Integrated Threat Intelligence Feed
Social Engineering / Spear-Phishing
DEPLOYMENT OPTIONS
Cloud
Managed Hosting
Hardware Appliance
Virtual Appliance
ENCRYPTION
Email encryption
Pull Encryption
Push Encryption
INTEGRATION
Enterprise DLP
UTM
Web Security Gateways
SIEM
Archiving
eDiscovery
Firewall / NGFW
DATA LOSS PREVENTION
Outbound Content Filtering
Pre-defined policies
Unstructured Data Support
SPAM PROTECTION
In-bound Spam Protection
Out-bound Spam Protection
Bulk Mail Protection
DMARC Support
OTHER FEATURES (EXTRA)
Watermarking and convert MS Office document to PDF (DLP)
Email Continuity with Retention
Secure Messaging
Social Media Visibility / Account Protection / Content Monitoring
Threat Response
Compliance HIPAA / GLBA / PCI / GDPR
Mobile Defense (App)
Cloud Access Security Broker (CASB)
APIs



EMAIL SECURITY IMPLEMENTATION

Once our client makes a decision on an eMail security solution, we generally move forward as to their preferences and timing for implementation. In certain instances, our clients prefer to utilize the vendor's implementation team, while others prefer the PCM team. In either case, **PCM Security will prime the SOW to oversee that the implementation** is carried out in accordance with the project objectives and timeline.

PCM Security has a wide range of resources for security integration services and we will work with our clients to determine the best team to suit their needs. We do not want to sell short our PCM Security Consulting and Solution Architect teams though. Half the battle is in gaining and understanding of your client's needs, assessing the right solution, and having the expertise to assure that our client's requirements are met. Having this foundational knowledge during implementation helps assure a satisfactory implementation and roll out.

Finally, eMail security is more than just implementing an appliance. It takes an experienced multi-disciplined team to implement a security solution into a client's complex production environment. PCM Security also brings **network, storage, cloud and a variety of other technology disciplines** to the project as needed.

PCM Security can provide the right resources to assist in the assessment of your eMail security needs develop detailed requirements, support multi-vendor POC's and provide experienced implementation resources.

Please contact your PCM account executive in your region or contact us at **pcmsecurity@pcm.com**

PCM SECURITY LIFE CYCLE OF SERVICES

We have a wide range of skilled and experienced professionals providing a Security Life Cycle support to our clients.



ENHANCE

- Security Operations Center
- Managed Security Services
- Board Level Services
- Cyber Insurance Review

IMPLEMENT

- Risk Control Gap Remediation
- PCI/HIPAA Remediation
- Forensic Investigation

ENVISION

- Security Program Assessments
- Incident Response Readiness
- Security Strategy & Roadmap Planning/Review
- PCI Readiness Assessment
- HIPAA Readiness Assessment
- Sox Readiness Assessment
- Security Integrated Solution Design

MANAGE

- Virtual CISO
- Risk Governance
- Incident Response
- Third Party Risk Management

TRANSACT

- Penetration Testing
- Vulnerability Scanning
- Cloud Security
- Mobile Security
- IOT Security



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