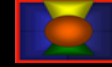




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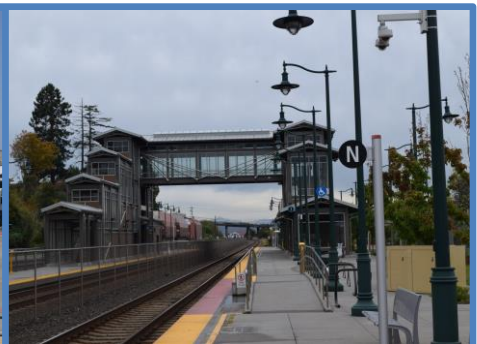
Enterprise Security Risk Management Services™



Risk Assessment as a Gateway to Efficiency and Innovation

Building Enterprise Value by Identifying and Mitigating Risks

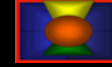
Jeffrey A. Slotnick CPP, PSP, President





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Partners in Success



Jeffrey A. Slotnick CPP, PSP President

- Senior Risk Consultant, trainer, and author with 30 years of experience
- Leader - regarded internationally by ASIS and Senior Risk consultant community
- Creator - ESRMra™; Data Driven Risk, Threat and Vulnerability assessment solution
- Authority – Proven leader, ISO Lead Auditor, Certified master trainer, Skilled investigator



Michael Keneipp – CTO and Managing Partner

- Executive, consulting and technical expertise experience spans 37 years
- Creator - ; ESRMra™ Data Driven Risk, Threat and Vulnerability assessment solution
- Designer - ESRMra™ Business friendly collaboration technology solutions and processes
- Developer - Comprehensive strategic and tactical business plans



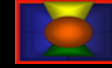
Nancy D. Slotnick MBA, SPHR, GPHR CEO

- Senior Risk Consultant with 30 years of experience
- Leader - Regarded internationally by ASIS and SHRM for Standards Development, Investigations, and Threat Assessments
- Creator – Threat Assessments, Crime Analysis, Trend Analysis
- Authority – Accredited ISO Auditor, Credentialed Human Resources Professional



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Risk Assessment as a Core Practice

Executive Level Practicing Professionals

- Risk, Protection, Emergency Management, Training
- Systems Integration, MS product suite expertise, Web solutions
- Industry thought leaders

Analytics

- Treats Traditional Processes as Data Points and Informatics
- Provides Information which defines and supports the Business Case
- Persistent Risk picture not a one and done

Business Intelligence

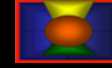
- Identifies the value in risk
- Leads to the improvement of the bottom line
- Provides facts rather than subjective information
- Demonstrates Success over time.





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The Value of a Quality Risk Assessment

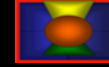
Risk, Threat, and Vulnerability Assessments are often misunderstood and therefore mis-applied. In our opinion risk assessment is not merely identifying risks and calculating a risk level. It is the entry point for identifying and quantifying all enterprise risks. Further, it is a process of continuous improvement which ensures accomplishment of the Enterprise strategy.





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ISO 31000 Risk Management

Leadership and Commitment

1. Identify the problem
2. Analyze the problem
3. Identify decision criteria
4. Develop multiple solutions
5. Choose the optimal solution

Problem Solving Process

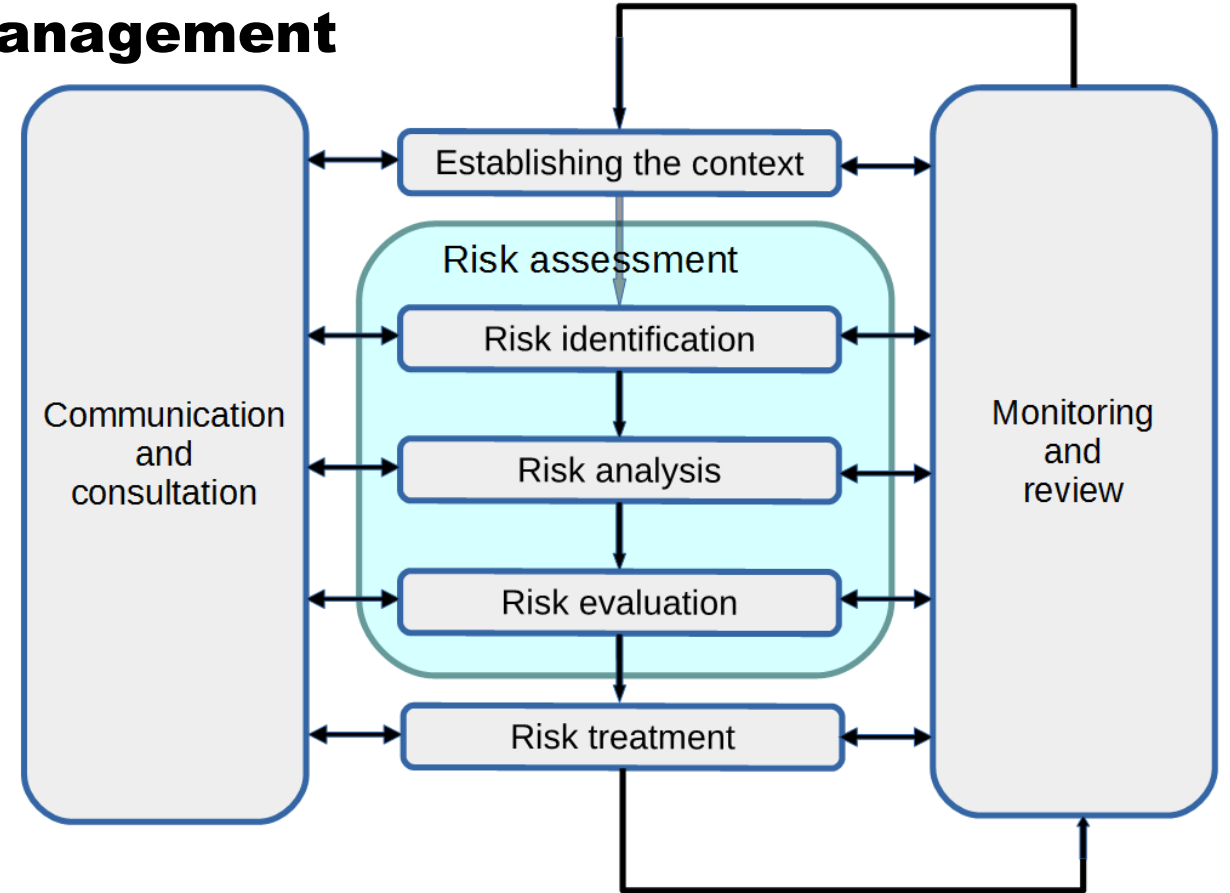
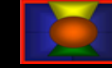


Fig. 3: ISO 31000 risk processes

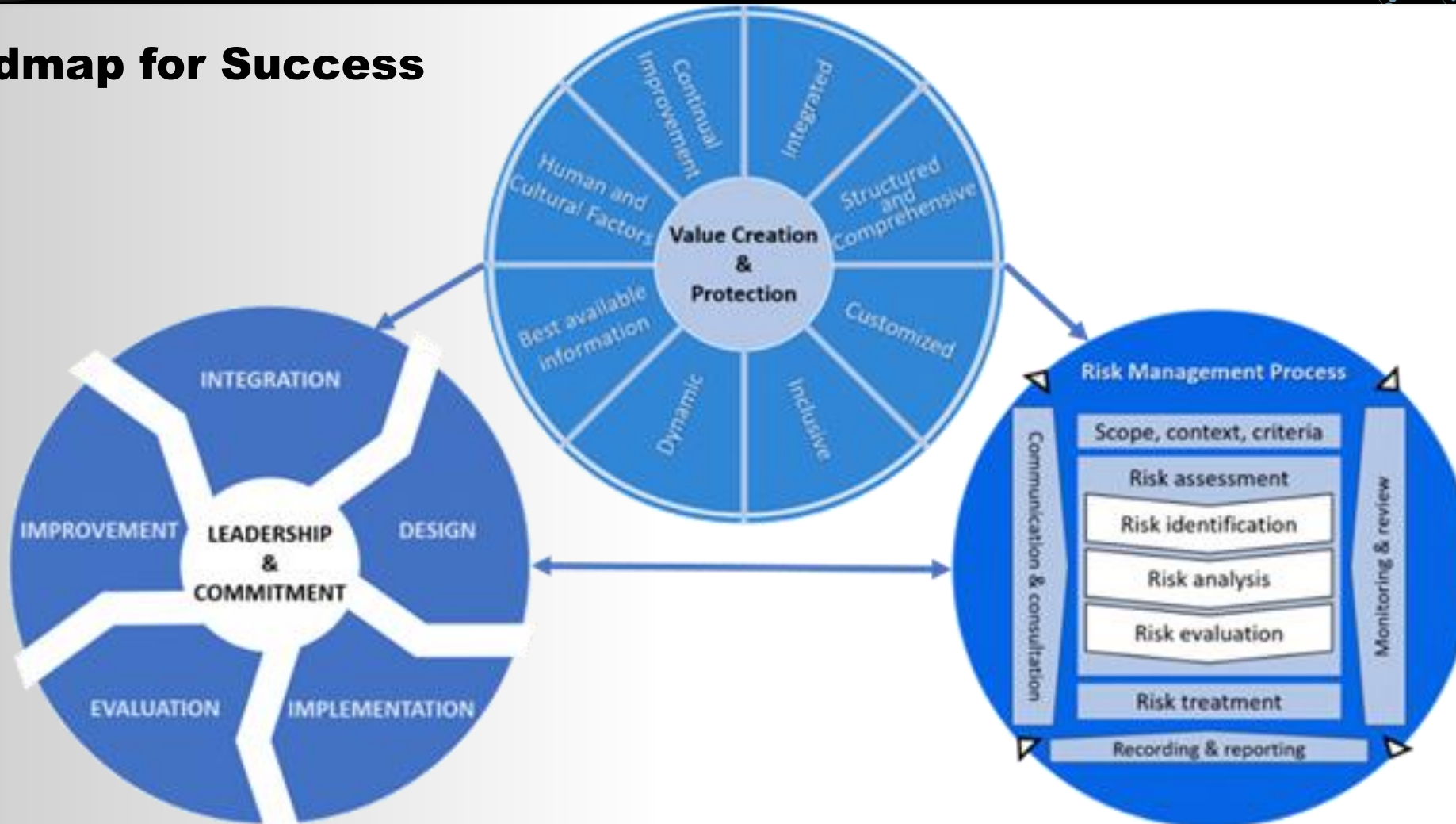


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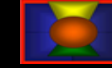
A Roadmap for Success





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Understanding the Impacts of Risk on the Business Strategy



- People
- Financial
- Reputational
- Equipment

Catastrophic

Significant

Moderate

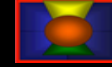
Minor

Low-Negligible



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Value in Risk

- No Leverage of the Ecosystem or their learnings
- Data is rarely repurposed into people, process and communication platforms diluting:
 - Process Improvement Efforts
 - Continuous Compliance Efforts (Real-time)
 - Proactive and Predictive Response to Risks
- Duplicative Infrastructure and Costs

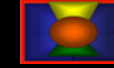
***Are you supporting the
Enterprise by mitigating risk?***

****Estimate: 10-20% of the Budget Spend is based on
Inefficiencies in people, process and/or tools***



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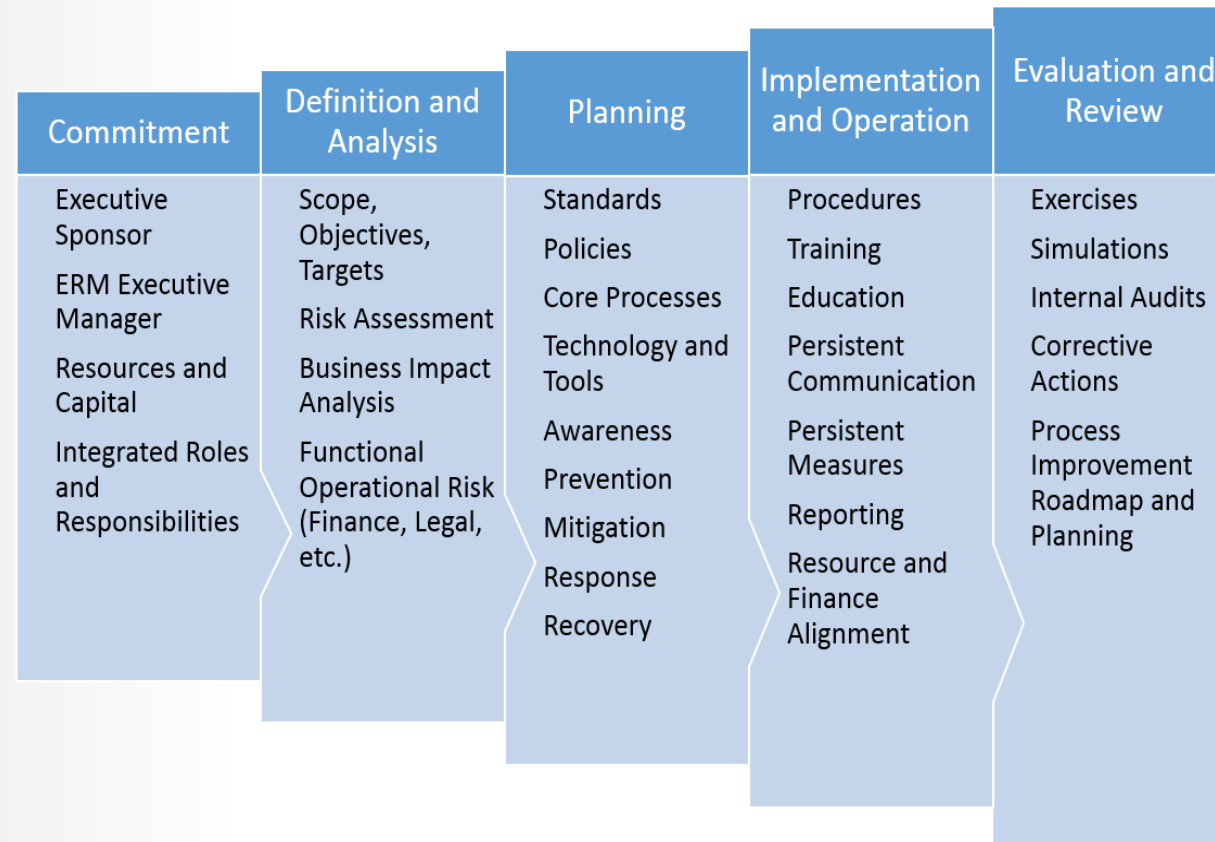
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The Risk Silos

- IP & Brand Protection
- Investigations
- Ethics
- Regulatory Compliance
- Safety/OSHA
- Business Continuity
- Physical Security
- Loss Prevention
- Fraud Prevention
- Information Security
- Background Checks

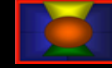
Cost & Value Hiding in the Information Silos





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Where do Security Program Inefficiencies Reside?

Global Security Operations Centers

Security Force Management

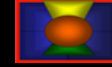
Physical Security Technologies





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Cost & Value Hiding in the Physical Security Silos

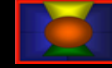
- Access Control
- Visitor Management
- Door Contacts and Strikes
- Video Cameras/Video Analytics
- Guard Forces
- Alarm Monitoring
- Crisis Communications
- Buried Sensors
- Above Ground Sensors
- Entry systems
- Lighting
- Barrier Systems
- Biometrics





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Business Intelligence, Data Analytics and Informatics

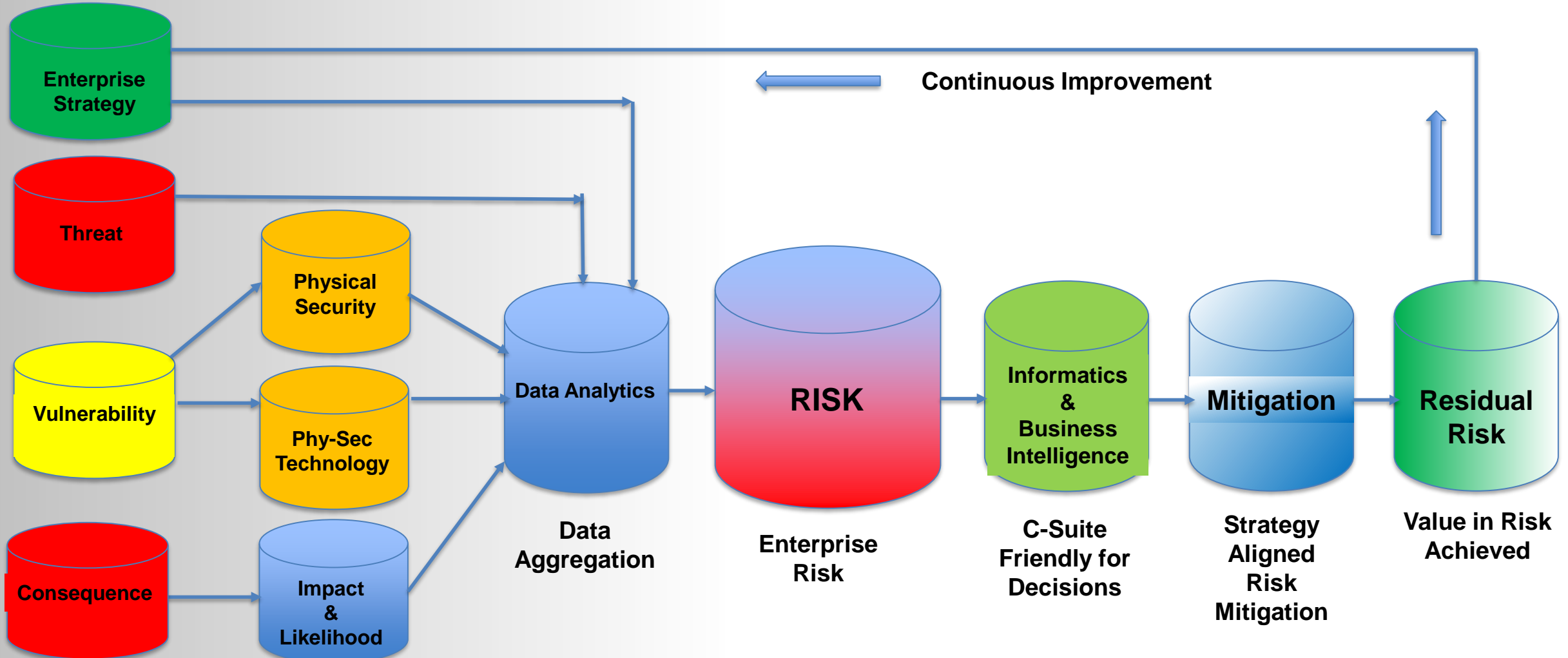
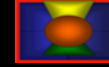
1. Business intelligence provides facts which are needed to identify the value in risk
2. Data analytics and informatics are both essential for success in understanding your risk and its opportunities
3. We use analytics and informatics to capture risk assessment data.





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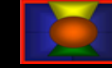
Enterprise Security Risk Management Services™





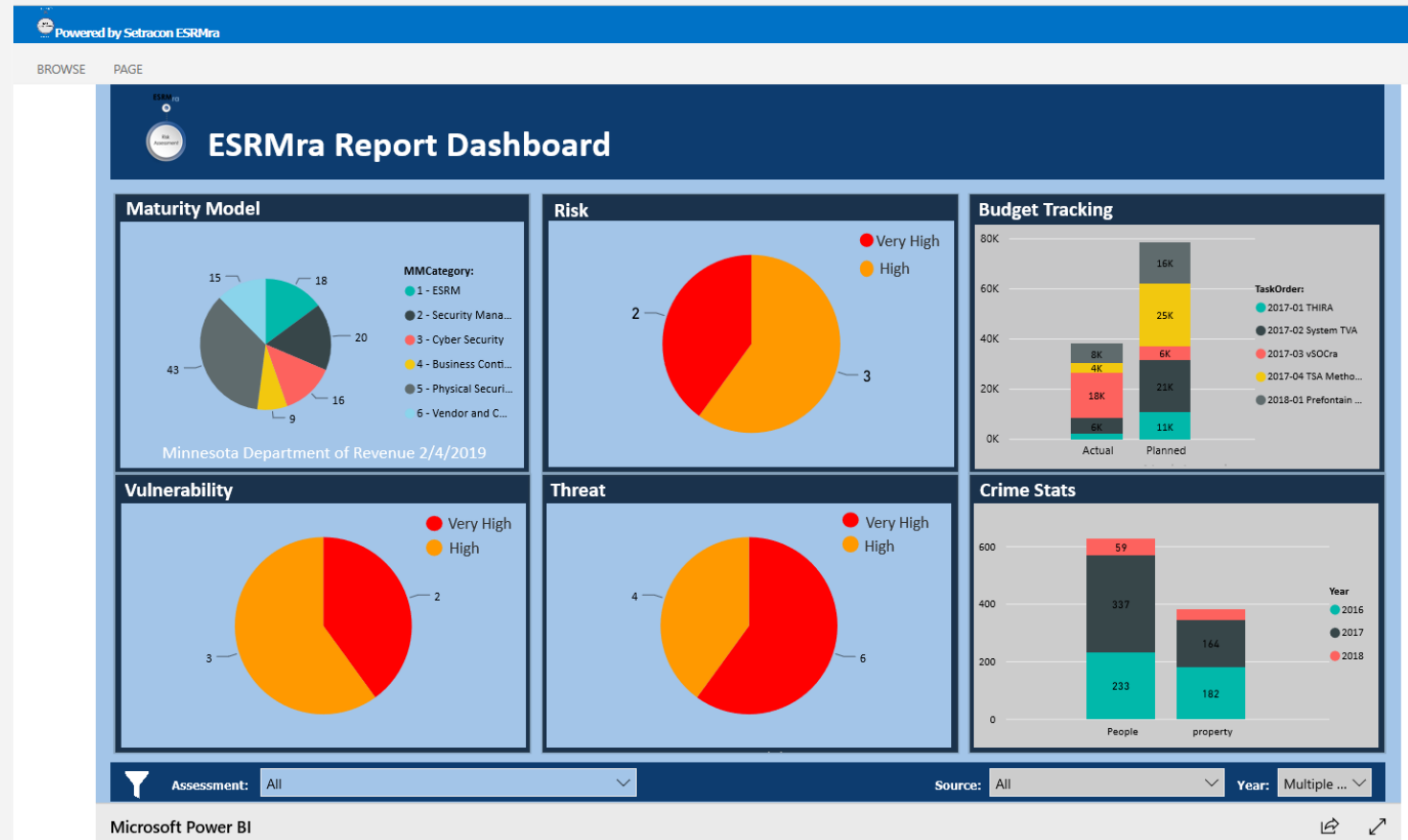
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Critical Risk Information Portrayed through Business Intelligence Tools

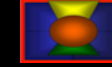
- View the assessment process as data points.
- Quantify, Rank, and Analyze the Data
- Portray the data for security related business decisions.
- Data is subjected to analytics.





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User Defined Reports When you Need Them

- Easily understood user configurable reports
- View and print complete or partial assessment reports
- Rapidly visualize the Risk, Mitigation, and Residual Risk
- Real time information
- Shared understanding forms the basis for mutual decision making

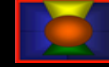
Facilities...							
Photo	Name	Address	City	State	Zip	Country	Campus
	Everett Sounder Station	3201 Smith Ave	Everett	WA	98201	USA	None

Risk...					
Initial Risk			Residual Risk		
Initial Risk Rating Risk Action	Vulnerability Level Threat Rating Likelihood Severity	Vulnerability	Mitigation	Adjusted Risk Rating Risk Action	Adjusted Vulnerability Level Likelihood Severity
High 2 - Risk must be t...	Very High Low Likely Significant	 There is a lack of emergency communication equipment across the platform. This creates a situation where passengers can not call for emergency assistance.	 Install call boxes which are support...	Moderate 3 - Risk should be ma...	Moderate Possible Moderate



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ESRMra™

1. Risk, Threat, & Vulnerability
2. Security Process Optimization
3. Business Process Intersection
4. Security Master Planning

Leads To

1. Road Mapping
2. Risk Register
3. Enterprise Integrations
4. Enterprise Migrations
5. Enterprise Security Risk Management

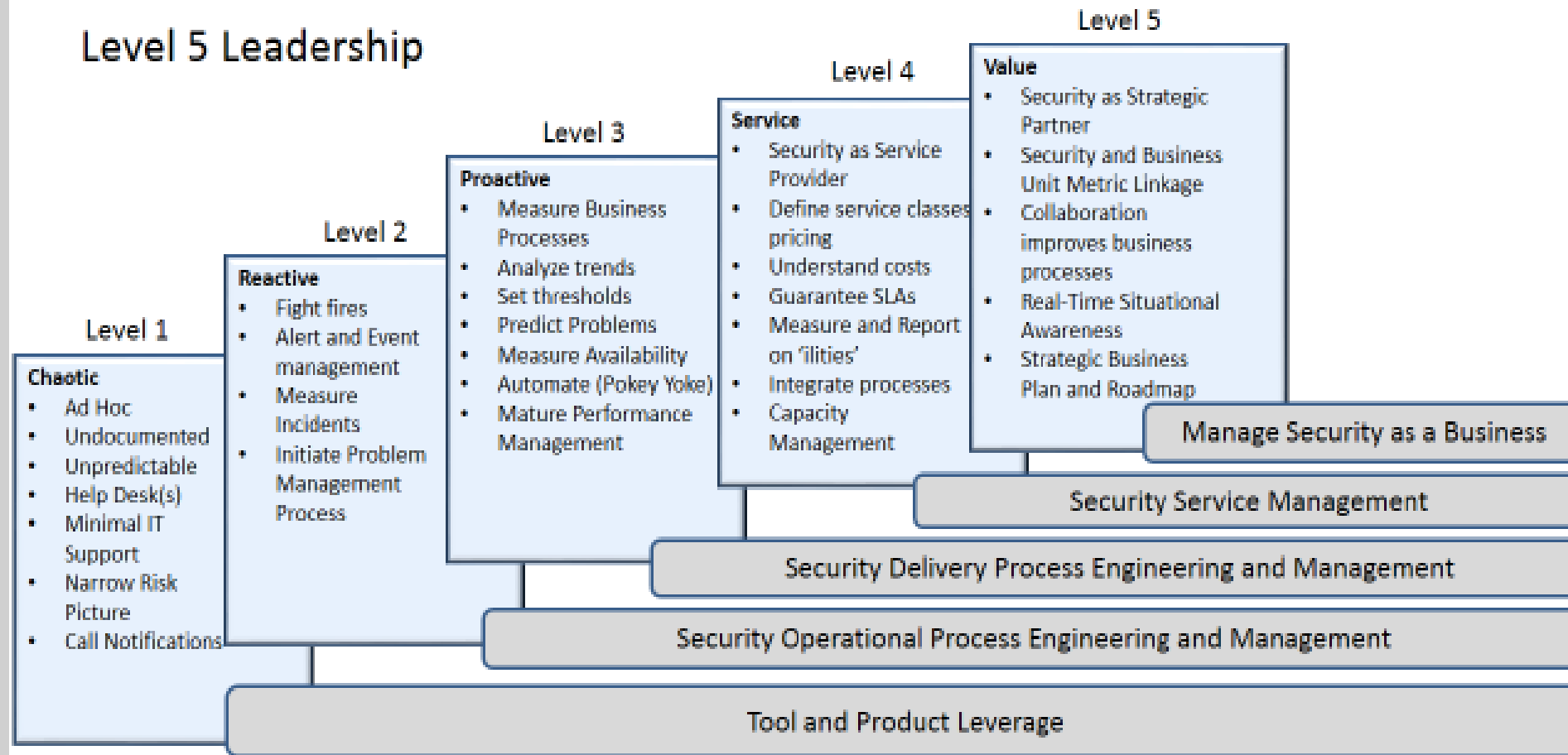
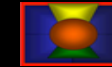


An ESRM Based Delivery Model



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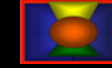


Building a Leadership Platform for ESRM



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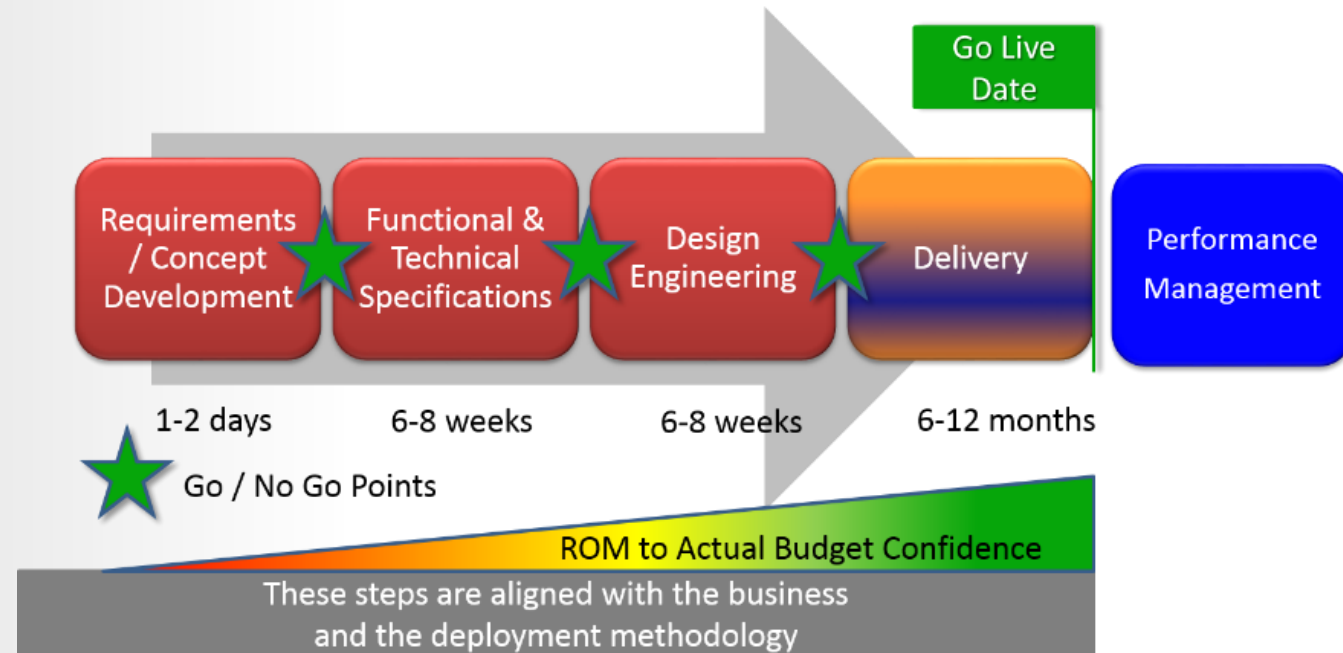
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- All metrics start with a baseline assessment of performance. (Risk Program and Technology)
- Security must bridge the relationship gap with Line of Business Leaders
- Security Leadership involves Cross Functional Integration across all lines of business (LOB)

Learnings

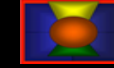
The Business of Security is the Strategy of the Business





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Our Company

- Founded in 2000

Professional Services

- Enterprise Security Risk Management Services (ESRM)
- ISO 28000
- ISO 31000
- ISO 22301
- Resiliency Management Systems
- All Hazard Risk, Threat, and Vulnerability Assessments
- Security Master Planning
- Physical Security Planning and Review
- Project Management
- Business Process Analysis

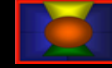
Professional Services

- Development of Key Performance Indicators and Metrics
- Special Events Planning and Risk Management
- Emergency Management
- Training and Training Evaluations
- Exercises
- Data/Records Management
- Documents, Web Forms and Communications



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Enterprise Strategic Risk Goals

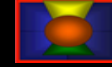
- Perform Comprehensive Analytical Risk Assessments.
- Align Security Strategy with Enterprise Strategy
- Develop integrated technology solutions
- Mitigation Strategies
- Zero Based Studies
- Business Continuity and Crisis Management Planning
- Train your employees on Assessments and Physical Security Technology





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Thank You,

Jeffrey A. Slotnick CPP, PSP

Jeff.slotnick@Setracon.com

253-538-9848

www.setracon.com