



Simplified Security & Compliance

Security & Compliance-as-a-Service Guidebook

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"Xceptional's team impressed us with their thoroughness, attention to detail, and level of commitment. They went above and beyond, providing key solutions at every turn with a can-do attitude."

- Michael Limber, Sr. Manager IT Operations,
Secura Bio



Increasing Compliance, Cost, and Complexity

According to the [Chubb Cyber Index](#), the Healthcare, Manufacturing, Business Services, Public Sector, Education, and Information Technology industries have all experienced between 200% and 3000% growth in cyber-incidents and attacks over the last 24-36 months.

The growing number of cyber-attacks and data breaches across multiple industry segments is driving greater regulatory oversight and rule changes that result in additional operational, management and reporting costs on organizations operating within or servicing regulated industries.

As of May 2022, there were over 58 regulatory actions under review by the U.S. Federal Government according to The Office of Information and Regulatory Affairs [website](#). Once these new actions are implemented, organizations across multiple industries will be required to invest more time, money, energy, and effort to adhere to these new actions.

Healthcare is a heavily regulated industry, yet over the last 5 years hundreds of Healthcare providers have fallen victim to malware, hacking, ransomware, social engineering, and other malicious cyber attacks, so it should be no surprise that 11 of the 51 open regulatory actions that are under review are related to the U.S. Department of Health and Human Services.

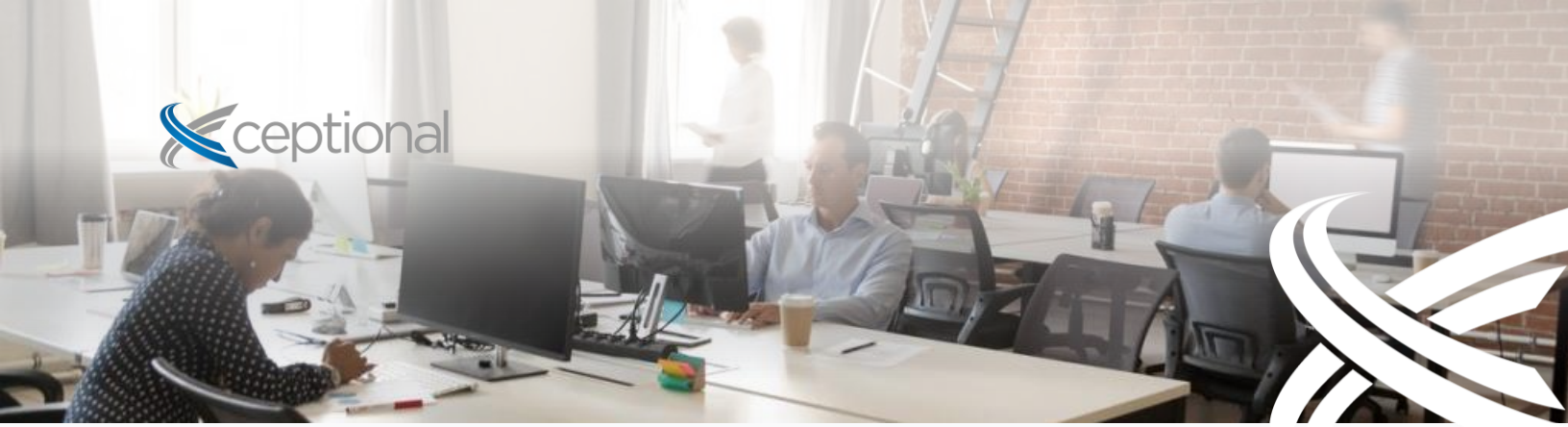
The complexity of federal, state, and international regulatory systems have created a significant cost burden on small and medium sized businesses, which account for 99.7% of U.S. companies and over half of private-sector workers.

Small and medium sized businesses pay on average \$11,700 per year per employee in regulatory costs, and the costs of regulation on businesses with 50 or less employees are nearly 20% higher than larger companies.

The costs associated with federal regulations on small and medium sized businesses are estimated to total over \$40 billion annually according to the [US Chamber Foundation](#).

***“Managing regulatory change was reported as the top compliance challenge in 2020. 34% of companies report outsourcing some or all of their compliance, up from 28% in 2019.*”**

- Thomson Reuters Cost of Compliance 2020 Report.



Increasing Compliance Demands

According to the [2020 Assent Compliance Report](#), 88% of companies expect to spend more time on compliance efforts over next three years. This demonstrates companies will require a steady increase in resources to manage compliance programs. At the same time, organizational confidence in meeting compliance demands has dropped from 6.2 to 5.4 (out of 10) over the last 24 months.

A photograph of two women in an office setting. One woman is holding a tablet and pointing at the screen, while the other woman looks on. They appear to be in a collaborative work environment.

“More than 67% of organizations expect regulatory compliance costs to increase over the next 12 months.”

- Thomson Reuters Cost of Compliance 2020 Report.

Research shows there are 416 million words in state regulations, containing 6.07 million regulatory restrictions. It would take about 23,000 hours, or more than 11.5 years, to read every word of every state regulatory code for the states analyzed.

The average state has 135,000 regulatory restrictions in its administrative rules, but the states vary hugely.

California is the most regulated state, with 395,608 regulatory restrictions; Idaho is the least regulated state, with just 38,961 regulatory restrictions.

The federal code is much larger than any individual state’s administrative code, and various industries such as financial services, healthcare, manufacturing, mining, business services, local government, all have multiple industry regulations that must be adhered to.

With the advent of GDPR (an EU regulation that requires businesses to protect the personal data and privacy of EU citizens) and the California Consumer Privacy Act (a state statute intended to enhance privacy rights and consumer protection for residents of California) small and medium sized businesses are under significant scrutiny and pressure to ensure IT systems, applications, and business operations are secure.

Every company is expected to have documented policies and procedures in place, and they must provide evidence that they are handling sensitive customer information according to regulations. Regulations have created a significant burden on organizations, causing a large percentage of companies to outsource compliance related activities, or their compliance program.



Compliance Manager

Compliance-as-a-Service Introduction

Since 2007 Xceptional has built a reputation as a collaborative, innovative, and proactive Managed IT Services Provider that delivers superior IT, security, and compliance solutions, helping customers to achieve positive business outcomes.

"Xceptional's 'hands-on' approach is ideal for a business with limited or no in-house IT expertise."

- Julie Barnes, Partner at Jones Barnes LLC

Xceptional's Compliance Manager is a compliance-as-a-service solution that provides quarterly scanning and reporting for various regulations and compliance frameworks such as CMMC, NIST CSF, HIPPA, GDPR, ISO 27001, and Cyber Insurance.

The Compliance Manager solution can be customized to address your unique cybersecurity and compliance requirements, and includes:

- ✓ Annual Subscription for Client
- ✓ Compliance Manager Software Module *(by regulation licensed)*
- ✓ One-time set up support
- ✓ Quarterly Scans
- ✓ Assessment Report
- ✓ 1 Hour Report Review/Recommendations Session
- ✓ Policies, Procedures, Evidence of Compliance Documents *(by regulation licensed)*
- ✓ Additional Supporting Documents and Worksheets

Xceptional Compliance Manager also tracks the implementation of remediation activities and corrective actions, documenting compliance improvements and adherence.

This reduces the risk, cost, and time associated with regulatory compliance management and provides valuable support during the audit process.

Xceptional Compliance Manager – What's Included

Below is a list of regulations and compliance frameworks that can be included within your Compliance Manager managed services deployment, followed by a summary of what is included within each subscription. **Subscriptions can be purchased ala carte or bundled with another Xceptional Care managed services or Security-as-a-Service solutions.*

Cyber Insurance:

- ✓ Compliance Manager One-time Set Up.
- ✓ Annual Subscription.
- ✓ Cyber Insurance Compliance Manager Software
- ✓ Quarterly Scans
- ✓ Assessment Report Delivery
- ✓ 1 Hour Report Review/Recommendations Session

Reports & Assets Included:

- ✓ Cyber Risk Analysis
- ✓ Cyber Risk Management Plan
- ✓ External Vulnerability Scan Detail by Issue Report
- ✓ Network Assessment Full Detail Report
- ✓ Compensating Control Worksheet
- ✓ Personal Data File Scan Report
- ✓ Response Verification Reports
- ✓ Additional Supporting Documents & Worksheets

GDPR:

- ✓ Compliance Manager GDPR One-time Set Up.
- ✓ Annual Subscription.
- ✓ GDPR Compliance Manager Software
- ✓ Quarterly Scans
- ✓ Assessment Report Delivery
- ✓ 1 Hour Report Review/Recommendations Session

Reports & Assets Included:

- ✓ GDPR Compliance Checklist
- ✓ ISO 27001-213 Auditor Checklist
- ✓ EU GDPR Policies and Procedures
- ✓ ISO 27001 Policies and Procedures
- ✓ Risk Treatment Plan
- ✓ Data Protection Impact Assessment
- ✓ GDPR Evidence of Compliance
- ✓ Additional Supporting Documents & Reports

HIPAA:

- ✓ Compliance Manager HIPAA One-time Set Up.
- ✓ Annual Subscription.
- ✓ HIPAA Compliance Manager Software
- ✓ Quarterly Scans
- ✓ Assessment Report Delivery
- ✓ 1 Hour Report Review/Recommendations Session

Reports & Assets Included:

- ✓ HIPAA Privacy Rule Worksheet
- ✓ HIPAA Breach Notification Rule Worksheet
- ✓ HIPAA Auditor Checklist
- ✓ HIPAA Policies and Procedures
- ✓ HIPAA Management Plan
- ✓ HIPAA Risk Analysis
- ✓ HIPAA Evidence of Compliance
- ✓ HIPAA Risk Analysis Update
- ✓ HIPAA Change Summary Report
- ✓ HIPAA Risk Management Plan Update
- ✓ HIPAA External Vulnerability Scan Detail
- ✓ Additional Supporting Documents & Worksheets

CMMC:

- ✓ Compliance Manager CMMC One-time Set Up.
- ✓ Annual Subscription.
- ✓ CMMC Compliance Manager Software
- ✓ Quarterly Scans
- ✓ Assessment Report Delivery
- ✓ 1 Hour Report Review/Recommendations Session

Reports & Assets Included:

- ✓ NIST 800-171 DoD Assessment
- ✓ Score Report
- ✓ System Security Plan (SSP)
- ✓ Plan of Action and Milestones (POA&M)
- ✓ NIST 800-171 Scoring Supplement Worksheet
- ✓ CMMC Assessor Checklist
- ✓ CMMC Risk Treatment Plan
- ✓ CMMC Risk Analysis
- ✓ CMMC Evidence of Compliance
- ✓ Additional Supporting Documents & Worksheets

NIST CSF:

- ✓ Compliance Manager NIST CSF One-time Set Up.
- ✓ Annual Subscription.
- ✓ NIST CSF Compliance Manager Software
- ✓ Quarterly Scans
- ✓ Assessment Report Delivery
- ✓ 1 Hour Report Review/Recommendations Session

Reports & Assets Included:

- ✓ NIST Auditor Checklist
- ✓ NIST Risk Treatment Plan
- ✓ NIST Risk Analysis
- ✓ Evidence of NIST Compliance
- ✓ NIST Policies and Procedures
- ✓ Additional Supporting Documents & Worksheets

Simplified Security

Security-as-a-Service Introduction

Ransomware driven data breaches have doubled in each of the past two years. At the current rate, ransomware attacks will surpass phishing as the number one root cause of data compromise in 2022.

"If you know the enemy and know yourself, you need not fear the result of a hundred battles. If you know yourself but not the enemy, for every victory gained you will also suffer a defeat. If you know neither the enemy nor yourself, you will succumb in every battle."

SUN TZU | THE ART OF WAR

Are you prepared?

Keeping up with the growing tsunami of cyber-attacks and malicious cyber-criminal behavior is nearly impossible for any organization to tackle alone. It requires committed resources and 3rd party experts to stay ahead of new threats and attacks. Some industries have experienced a 200%-3000% increase in year-over-year cyber-attacks and breaches.

Xceptional simplifies the complexity around detecting and preventing new cybersecurity threats and helps organizations to deploy proactive security threat detection, alerting, and response technologies and services within their organizations. These solutions are designed to reduce the risk and cost associated with cyber-attacks, data breaches, or internal espionage.

Our security-as-a-service portfolio is customized for each client's unique business, financial, regulatory, and technical requirements, ensuring the right level of security and threat response capabilities are in place – without breaking the bank.

Xceptional's Security-as-a-Service portfolio includes:

- ✓ Endpoint Detection & Response (technologies and managed services)
- ✓ Managed Detection & Response (SIEM technologies and managed services)
- ✓ Vulnerability Scanning & Management (technologies, services, and managed services)
- ✓ Penetration Testing (technologies, services, and managed services)
- ✓ Risk Assessments & Security or Compliance Program Review
- ✓ Security Program, Controls, Policy, Procedure Development
- ✓ Virtual Chief Information Security and Compliance Officer (vCISO) Engagements
- ✓ Cloud Environment Security Assessments, Hardening
- ✓ Wireless, Network, and Data Center Technology Assessments, Hardening

Xceptional Simplified Security – What's Included

Below is a list of Managed Security Monitoring, Detection, and Response solutions and specialized cybersecurity consulting services that can be modified to address your business, financial, regulatory, and technical needs. **Subscriptions can be purchased ala carte or bundled with another Xceptional Care managed services or Compliance-as-a-Service solutions.*

Endpoint Detection & Response (EDR)

- ✓ EDR Software Licensing
- ✓ EDR Software Implementation, Set-up, Tuning
- ✓ 24x7 EDR Software Steady State Management
- ✓ 24x7 Managed Endpoint Detection and Remediation Monitoring
- ✓ EDR Support Services - Detecting, Alerting, and Responding (containing or stopping) Threats and Attacks
- ✓ 24x7 Remediation of Detected Threats by S1
- ✓ EDR Recovery Services – Getting Users and Devices Back Up & Running (includes rollback for Windows) if Needed

Managed Detection & Response (MDR/XDR)

- ✓ SIEM Software Licensing
- ✓ 24x7 SIEM Implementation, Customization, Steady State Management
- ✓ 24x7 SOC Set-up, Rules and Process Creation
- ✓ 24x7 Eyes-on-screen SOC Monitoring
- ✓ 30-Min Security Incident Escalation
- ✓ SLA for Critical Alerts
- ✓ Unlimited Creation, Tuning, Updating of Playbooks/Use-cases
- ✓ Customized Weekly and Monthly Reporting
- ✓ Weekly Tactical SOC Governance Meetings
- ✓ Monthly and Quarterly SOC Executive Summary and Trending Meetings

Vulnerability Scanning & Management

- ✓ Scanning Software Licensing
- ✓ Integrated Patch Management Module
- ✓ Scanning Software and Program Set-up, Rules and Process Creation
- ✓ 24x7 Continuous Scanning of Environment
- ✓ Detection and Analysis of Vulnerabilities
- ✓ Dedicated Scanning and Patch Remediation Team
- ✓ Proactively Identifying and Prioritizing Vulnerabilities
- ✓ Remediation of Prioritized Flaws, Risks, Threats
- ✓ Reporting of Flaws, Risks, Threats, Remediation Activity and Progress
- ✓ Customized Weekly and Monthly Reporting

Penetration Testing & Management

- ✓ Penetration Testing of Networks, Infrastructure, Websites, Applications, Cloud Environments, Wireless
- ✓ Social Engineering of Facilities, Employees
- ✓ Includes Vulnerability Scanning, Prioritization of Vulnerabilities to Manually Test
- ✓ Manual and Automated Testing of Critical Vulnerabilities - Validating Risk and Exposure
- ✓ Validation of External Client Technology Environments Against Simulated Real-World Threats
- ✓ Determine the Effectiveness of Currently Implemented Security Controls vs Best Practices
- ✓ Recommendations for Remediating Vulnerabilities, Lowering Risks, Improving Client Security Posture

vCISO, Security, Risk & Compliance Assessments

- ✓ Virtual Chief Information Security and Compliance Officer (vCISO) Engagements
- ✓ Risk Assessments
- ✓ Security and Compliance Program Review
- ✓ Controls Assessments, Gap Analysis

Program Development, Other Services

- ✓ Security or Compliance Program, Controls, Policy, Procedure Development
- ✓ Cloud Environment Security Assessments, Hardening
- ✓ Wireless, Network, and Data Center Technology Assessments, Hardening



www.Xceptional.com/managed-it-services/

**Contact us today about Compliance Manager
or other Compliance-as-a-Service and
Security-as-a-Service solutions!**

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