



Local Presence Global Reach

Compliance-driven Security Requirements Warzaw 12 Oct 2010

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So... Who's Talking?



Who is Bengt Berg? What is Cybercom?

- 1800 employees, 11 countries, 28 offices
- Turnover
 - ≈60 M€/2006
 - ≈200 M€/2009
- Cybercom Secure: 80 full-time consultants
 - Compliance Management and PCI DSS
 - IAM
 - Forensics
 - Development of secure software components
 - ...and some other areas of expertise



External Compliance Requirements

PCI DSS, Payment Card Industry Data Security Standard,

Sarbanes-Oxley Act

ISO 14001

ISO/EIC 27001:2006

FDA/Part11

CE certification

Public Sector Procurement Laws

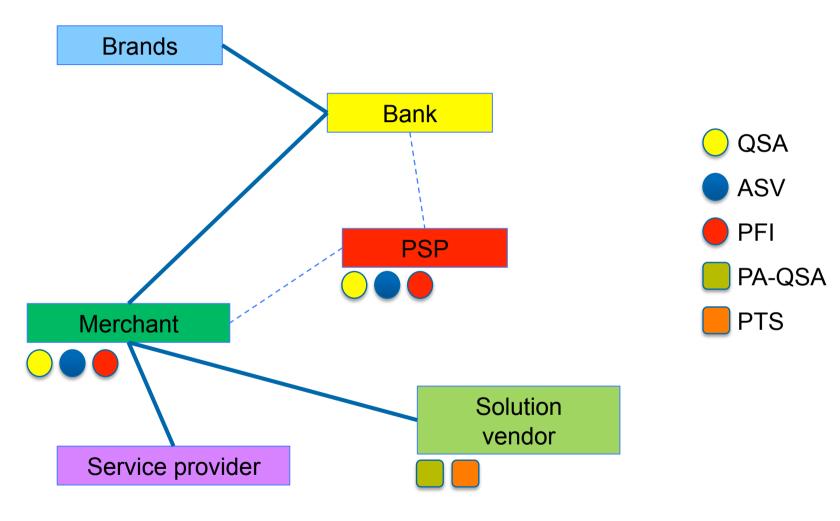
Basel3



How PCI DSS has Transformed the Payment Security Area



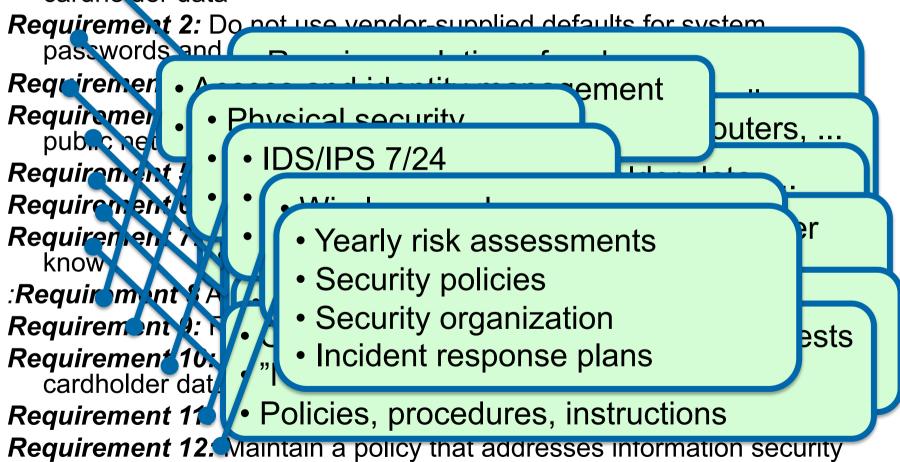
PCI DSS





But What are These Requirements?

Requirement 1: Install and maintain a firewall configuration to protect cardholder data





Initial Backlashes

- Conflict of interests
- Banks initially uncoordinated
 - Caused great problems
 - Situation fixed by PAN Nordic
- Self assessments (In Norway: "self betrayal" ☺)
 - Almost always too nice
- First PA-DSS self-assessment: 45 minutes.

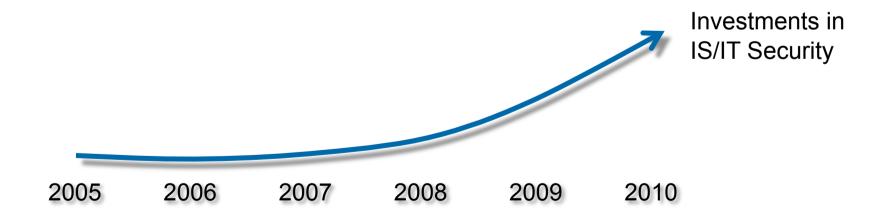
Lesson learned: Patience... Endurance...



Response From Product Suppliers and Consultancy Companies



- Retailers now have a very high level of security
- Leveraging the investments into other business areas
 - Using the IDS for the whole company
 - Incident management methods covers the whole company





 Not possible to sell insecure software to retailers anymore



• 1/7 2012 All existing POS, KI and KA shall either:

Alternative 1: POS fulfil End-to-End Encryption and be PA-DSS certified by PA-OSA.

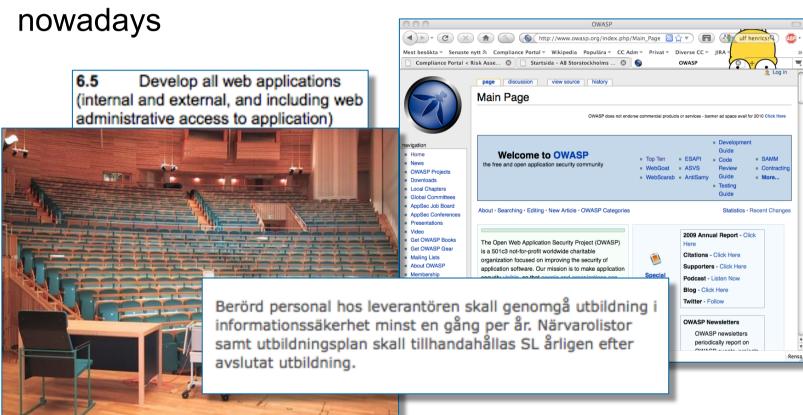
Current EMV-related milestones (Sweden):

- 1/1 2010 All newly-installed and reinstalled POS, KI and KA shall support EMV
- 1/1 2011 All existing POS, KI and KA shall support EMV

tively be PA-DSS

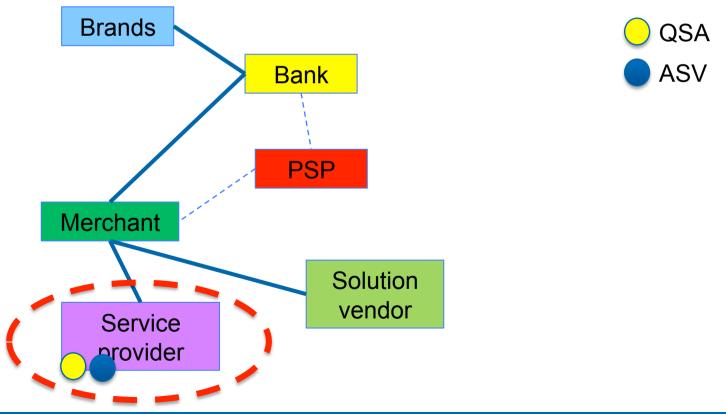


Software developers know about security





- Increased security amongst outsourcing companies
 - And they make good business out of it!





Emerging Methods for Managing External Compliance Requirements



Emerging methods

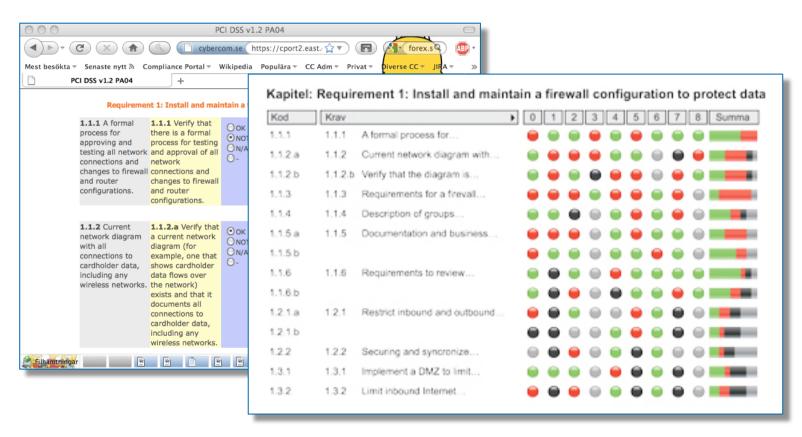
A few trends growing more solid every day:

- 1. Portal solutions for compliance management
- 2. Extreme use of issue management solutions
- 3. Using wikis for policies and other documentation..
- 4. Trend-oriented tests of compliance status

Portal Solutions for Compliance Management

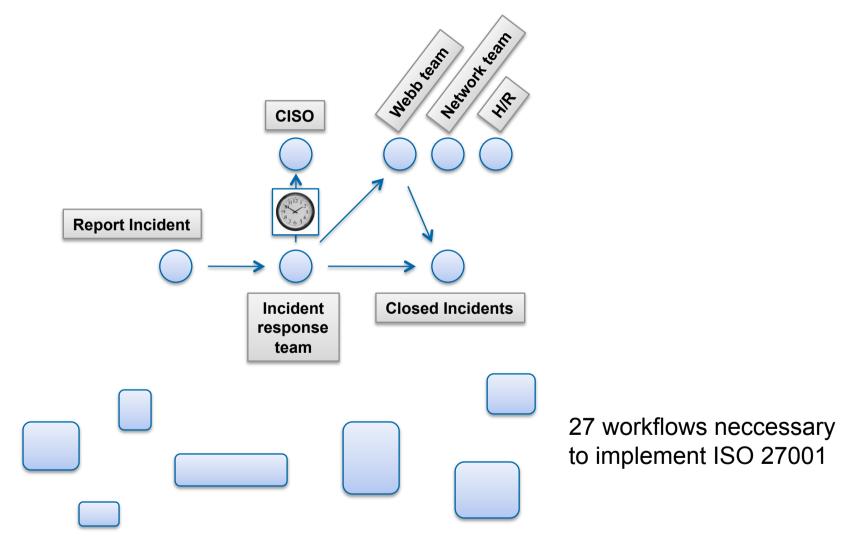


- Cybercom, Acrea, ARIS, and numerous others
 - Binders in a bookshelf isn't enough



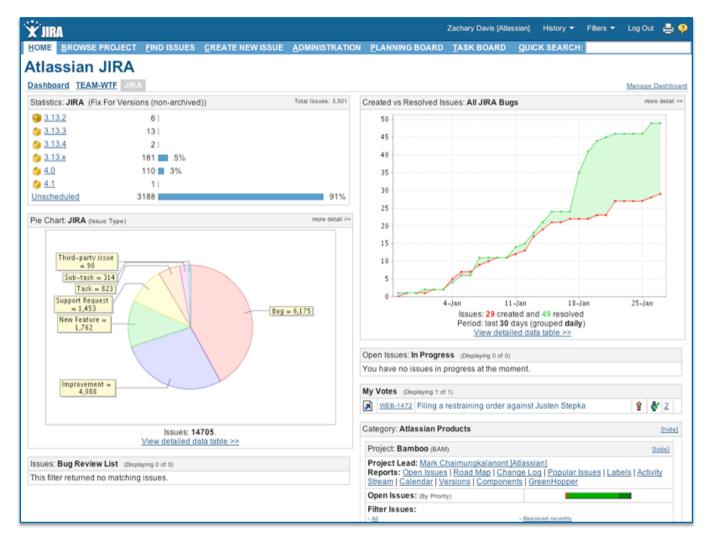


Use of Issue Management Systems





Use of Issue Management Systems



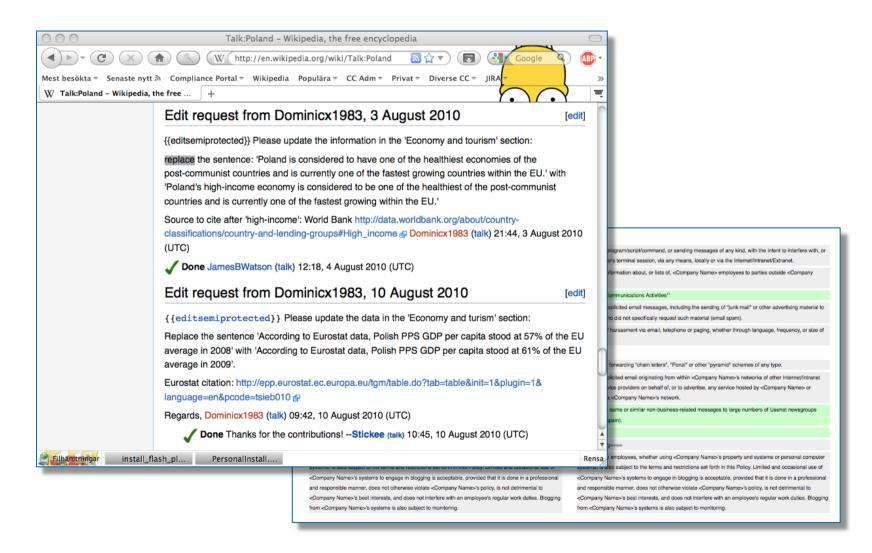


All Documentation in Wiki format

- All documents easily accessible (read)
 - Policy documents
 - Instructions
- Edit only by document owner
 - Easy to allow "free for all" in draft mode
- Built-in discussion forum!
 - Let people help each other...
- Built-in functionality for version control

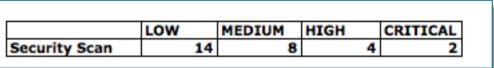


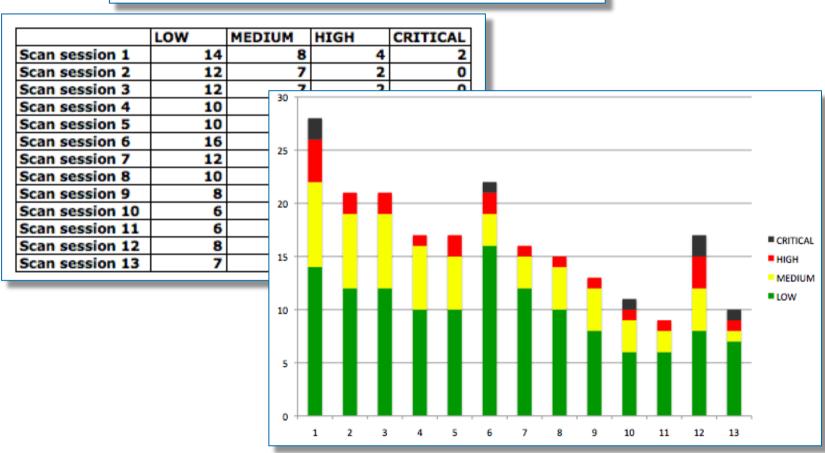
All Documentation in Wiki format





Trend-oriented tests







Conclusions

 What are the effects of external compliance requirements?

New compliance-oriented business models

Will always benefit the outsourcing providers

The leader gets a competitive advantage

Rational methods decrease investment

Success depends on the governance framework

Nobody wants to be a problem for their customer