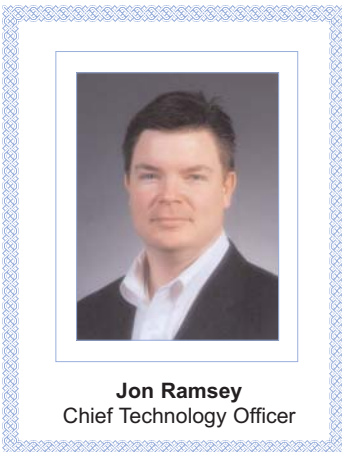


## Pay Now or Pay Later: Obtaining ROI from Security Solutions

When credit union IT directors take their security budgets and proposals to their Board of Directors or senior management team they should try to keep their requests non-technical and simple. Explain the reason for the purchases in terms of the four dimensions of risk: reputational, financial, legal and regulatory. It is always advisable to do your homework and be prepared to support your conclusions with data. Plus, consider informing the group and soliciting opinions early in the decision-making process to get insight into what criteria are important to them.

Credit unions should develop a process that continually evaluates both internal and external security risks and use that information to protect critical member data. Put controls in place with the appropriate resources and processes to manage that technology or else its effectiveness will decline over time. Because it is more expensive to deal with a security event once you have been compromised than before being compromised, the credit union must focus on technologies that are preventative, and make certain the controls are customized for their particular environment and not for all environments. It is often specifics about your information technology and environment that need to be defended.

Security is an enabler for information technology. Information technologies which are processed in an insecure manner are simply not an option in today's environment. Consider the efficiencies afforded by email. For example, without email communication, credit unions would be hindered and credit unions would be less agile and less competitive. Security enables us to use technologies like email. It is also an important part of the trend towards implementing converged networks with Voice over IP. There are extensive savings in managing and securing one network and the increased capabilities enable employees to be more productive.



Undoubtedly, outsourcing security is the most cost effective security solution on the market. Managed Security Service Providers (MSSPs) provide technologies, processes and expertise to secure credit unions around the clock. Outsourcing one's security through our real-time intrusion prevention services enables credit unions to stay focused on their core competency: keeping their members happy.

SecureWorks provides continuous internal and external vulnerability assessments, host, network and email based intrusion prevention, managed firewall, encrypted email and professional services with no headcount, no hassles and no capital outlay. That is why we are the MSSP of choice for hundreds of credit unions across the country and the fastest-growing Internet security service in the world.



**Jon Ramsey** is Chief Technology Officer at SecureWorks in Atlanta, GA. Ramsey has 10 years of hands-on experience at every level: system administrator, software engineer, analyst, security penetration specialist and senior engineer. Prior to joining SecureWorks, Ramsey was a member of the Computer Emergency Response Team (CERT), and worked for Siemens International and the University of Pittsburgh. Ramsey earned a Master's degree in software engineering from Carnegie Mellon University and a BS in computer science from the University of Pittsburgh. He is a member of IEEE and the Association for Computing Machinery (ACM). SecureWorks is the credit union movement's leading provider of affordable Intrusion Prevention and security services.