

# CYBER SECURITY FOR SMALL BUSINESS

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WHITE PAPER



[MARCELLECONSULTANTS.COM](http://MARCELLECONSULTANTS.COM)

[CONTACT@MARCELLECONSULTANTS.COM](mailto:CONTACT@MARCELLECONSULTANTS.COM)

# WE ARE A COMPANY FOR THE PEOPLE

From the prevention of data loss to the protection against crime, Cybersecurity has become widely regarded as one of the most critical aspects to the well-being of any business.

Data is quickly becoming one of the most valuable commodities on the planet; there is more than ever being produced, there is more than ever being consumed, and data has never been easier to access.

With each new day thousands of personal and industrial machines come online and connect with one another, each producing data. The construct of the hyper-complex IoT environment already exceeds 200 Billion connected devices.

Given the astronomic rate of growth in the field, it comes as a shock that over 77% of all companies and individuals involved in the construction of this web are not aware of the steps they need to take in order to protect themselves and more importantly, their customers' data.

The severity of this cyber-ignorance is all the more accentuated by the 64% of all online businesses & 43% of all small businesses being victims of cyber-attacks within 24 months of operations!



# OVERVIEW

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# THE DATA

The University of Maryland has conducted a Clark School study of Cyber Crimes relating to computers with a constant internet connection and established that a hack takes place every 39 seconds! This translated to the theft of over half a billion (~500,000,000) personal records in the year 2018 alone. To put things into perspective, world renowned Cybersecurity Ventures, has reported to how many records are affected in every data breach event on a systematic time-frame that equates to:

- 16+ records stolen per seconds
- 954+ records stolen per minute
- 57,325+ records stolen per hour

**A RECENT SURVEY  
SHOWS THAT 10 %  
OF BREACHED  
SMALL BUSINESSES  
SHUT DOWN IN  
2019**

**NATIONAL CYBERSECURITY  
ALLIANCE ( USA )**

Taking these meteoric numbers under greater scrutiny we begin to uncover one of, if not the greatest, flaws involved with the cybersecurity industry: 95% of cybersecurity breaches are due to Human Error.

This indirectly turns attention to complex moral issues; who is to be held accountable in such events? Perhaps better yet, how will the expected estimated \$6 Trillion (by year 2021) be spent on Cybersecurity?

# WHO ARE WE?

Welcome to Marcelle Consultants, a leading provider of customized end-to-end cybersecurity solutions for small businesses, federal, state &, and local agencies.

**ACCORDING TO A RECENT SBA SURVEY, 88% OF SMALL BUSINESS OWNERS FELT THEIR BUSINESS WAS VULNERABLE TO A CYBER ATTACK.**

# WHAT DO WE DO?

Since 2012, Marcelle Consultants has been servicing private, public, and even Federal organizations such as The Department of Treasury, The Department of Homeland Security, The Department of Energy, The Transportation Security Agency among others, with in-depth analysis and evaluations of their security measures, as well as guiding them in the development of their security systems.

More than that, over the last 8+ years of service Marcelle consultants, has gained exclusive insight into the industry and predicates all of its solutions on the basis that Cybersecurity is far more than software alone, Cybersecurity is a method of thinking, acting, and monitoring.

# OUR SERVICES

Leveraging the collective experience of Marcelle Consultants and higher-level abstractions relating to security, Marcelle Consultants has created six separate services for the provision of industry-standard cybersecurity measures that are applicable across industry and organization;

- SOCaaS
- Security Assessments
- Security Program Development
- Security Training
- Penetrations Testing
- FISMA Compliance





# OUR SERVICES

## **SOCaaS - SECURITY OPERATIONS CENTER AS A SERVICE**

At the core of the Marcelle Consultants Method lies the proprietary software that handles detection and monitoring, break signaling, endpoint analytics, and event responses. The design of the SOCaaS module has been optimized to service entities remotely as well as on-site. Moreover, the SOCaaS system is uniformly flexible allowing for the highest customization of cybersecurity software in the industry.

## **SECURITY ASSESSMENTS**

The Marcelle Consultants operate under global standards including the National Institute of Standards and Technology security frameworks of 800-37 (Risk Management) and 800-53 (Security Requirements); thereby automatically guaranteeing global compliance for its clients.

## **SECURITY PROGRAM DEVELOPMENT**

Having defined and measurable security policies and procedures are the foundation for any company's Security Program and long-term wellbeing. Marcelle Consultants provides complete preliminary assessments and then takes its clients through a step-by-step process for the development of a custom security program. After complete program set-ups, the Marcelle Consultants expert teams will continue to monitor and help its clients maintain their systems.

## **SECURITY TRAINING**

Securing a system, digital or not, begins with a mental framework and is upheld by proper human practices. Marcelle Consulting provides training for individuals as well as companies to help establish proper security practices, identify effective policies, and empower people with the necessary tools for solvency and pre-emptive capabilities.

## **PENETRATION TESTING**

The cornerstone of any cybersecurity security program is testing its effectiveness. The system penetration testing conducted by Marcelle Consultants allows organizations to determine their ability to stop and detect an external attack. Marcelle Consultants Penetration Test is defined by its comprehensive suite of techniques used for evaluation, from physical subversion (USB & other hardware) to high-frequency wireless devices and of course through open ports via the internet. All tests are accompanied by in-depth evaluation reports as well as immediate & appropriate plans of action to take.

## **FISMA COMPLIANCE**

Since the establishment of the Federal Information Security Management Act (FISMA) of 2002, Federal Agencies have been required to implement a comprehensive Framework to provide protection of government information. Marcelle Consultants has developed an award winning FISMA Compliance program that ensures the proper oversight, adherence to Federal regulations, and most importantly, the protection of Federal assets and information.