



Securosis Retainers

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Description of Services

Security is an ongoing process, not a point in time activity. Likewise leveraging analyst services as a key input to corporate and product strategy efforts hinges on an ongoing, candid and constructive dialog between the Securosis analyst and the client. The Securosis retainer package is designed to support a variety of client interaction models.

Solution

The Securosis retainer package provides clients with ongoing interaction and priority response. It includes:

1. No seat limitations (all client personnel have access — no “seats”).
2. Extended Inquiry (1-2 hour). This may include not only detailed briefings, but also document review of product presentations and/or marketing materials and analysis of competitor activity and new regulations. It does not include external speaking activities, such as webcasts.
3. Priority Response (24 hours). Inquiries will be handled with a 24 hour window. Note that although we include this SLA in the contract, but there is an exemption for travel/vacations/family emergencies if your primary analyst isn't available.
4. Discounted strategy day fees of \$6K (including expenses)
5. 15% discounts on other Securosis products/services, including strategy consulting projects, content licensing, and external speaking.

No Seat Limitations	✓
Unlimited Short Inquiry (15-20 minutes)	✓
Quarterly Strategy Call (1 hour)	✓
Extended Inquiry (1-2 hours)	✓
Priority Response (within 24 hours)	✓
Discounted Strategy Days price (travel included)	\$6K
Discount on other Securosis Products/Services	15%
Annual Price	\$20K

About Securosis

Securosis, LLC is an independent research and analysis firm dedicated to thought leadership, objectivity, and transparency. Our analysts have all held executive level positions and are dedicated to providing high-value, pragmatic advisory services. Our services include:

- **Primary research publishing:** We publish the vast majority of our research for free through our blog, and package the research as papers that can be licensed for distribution on an annual basis. All published materials and presentations meet our strict objectivity requirements, and follow our Totally Transparent Research policy.
- **Cloud Security Project Accelerators:** Securosis Project Accelerators (SPA) are packaged consulting offerings to bring our applied research and battle-tested field experiences to your cloud deployments. These in-depth programs combine assessment, tailored workshops, and ongoing support to ensure you can secure your cloud projects better and faster. They are designed to cut months or years off your projects while integrating leading-edge cloud security practices into your existing operations.
- **Cloud Security Training:** We are the team that built the Cloud Security Alliance CCSK training class and our own Advanced Cloud Security and Applied SecDevOps program. Attend one of our public classes or bring us in for a private, customized experience.
- **Advisory services for vendors:** We offer a number of advisory services to help our vendor clients bring the right product/service to market in the right way to hit on critical market requirements. Securosis is known for telling our clients what they NEED to hear, not what they want to hear. Clients typically start with a strategy day engagement, and then can engage with us on a retainer basis for ongoing support. Services available as part of our advisory services include market and product analysis and strategy, technology roadmap guidance, competitive strategies, etc. Though keep in mind, we maintain our strict objectivity and confidentiality requirements on all engagements.
- **Custom Research, Speaking and Advisory:** Need a custom research report on a new technology or security issue? A highly-rated speaker for an internal or public security event? An outside expert for a merger or acquisition due diligence? An expert to evaluate your security strategy, identify gaps, and build a roadmap forward? These defined projects bridge the gap when you need more than a strategy day but less than a long-term consulting engagement.

Our clients range from stealth startups to some of the best known technology vendors and end users. Clients include large financial institutions, institutional investors, mid-sized enterprises, and major security vendors. For more information about Securosis, visit our website: <<http://securosis.com/>>.

The Securosis Team

Rich Mogull, Analyst/CEO

Rich has twenty years experience in information security, physical security, and risk management. He specializes in data security, application security, emerging security technologies, and security management. Prior to founding Securosis, Rich was a Research Vice President at Gartner on the security team where he also served as research co-chair for the Gartner Security Summit. Prior to his seven years at Gartner, Rich worked as an independent consultant, web application developer, software development manager at the University of Colorado, and systems and network administrator. Rich is the Security Editor of *TidBITS*, a monthly columnist for *Dark Reading*, and a frequent contributor to publications ranging from *Information Security Magazine* to *Macworld*. He is a frequent industry speaker at events including the RSA Security Conference and DefCon, and has spoken on every continent except Antarctica (where he's happy to speak for free -- assuming travel is covered).

Prior to his technology career, Rich also worked as a security director for major events such as football games and concerts. He was a bouncer at the age of 19, weighing about 135 lbs (wet). Rich has worked or volunteered as a paramedic, firefighter, and ski patroller at a major resort (on a snowboard); and spent over a decade with Rocky Mountain Rescue. He currently serves as a responder on a federal disaster medicine and terrorism response team, where he mostly drives a truck and lifts heavy objects. He has a black belt, but does not play golf.

Mike Rothman, Analyst/President

Mike's bold perspectives and irreverent style are invaluable as companies determine effective strategies to grapple with the dynamic security threatscape. Mike specializes in the sexy aspects of security, like protecting networks and endpoints, security management, and compliance. Mike is one of the most sought after speakers and commentators in the security business and brings a deep background in information security. After 20 years in and around security, he's one of the guys who "knows where the bodies are buried" in the space.

Starting his career as a programmer and a networking consultant, Mike joined META Group in 1993 and spearheaded META's initial foray into information security research. Mike left META in 1998 to found SHYM Technology, a pioneer in the PKI software market, and then held VP Marketing roles at CipherTrust and TruSecure -- providing experience in marketing, business development, and channel operations for both product and services companies.

After getting fed up with vendor life, he started Security Incite in 2006 to provide the voice of reason in an over-hyped yet underwhelming security industry. After taking a short detour as Senior VP, Strategy and CMO at eIQnetworks to chase shiny objects in security and compliance management, Mike joins Securosis with a rejuvenated cynicism about the state of security and what it takes to survive as a security professional.

Mike published "The Pragmatic CSO" in 2007 to introduce technically oriented security professionals to the nuances of what is required to be a senior security professional.

Adrian Lane, Analyst/CTO

Adrian is a Security Strategist and brings over 25 years of industry experience to the Securosis team, much of it at the executive level. Adrian specializes in database security, data security, and software development. With experience at Ingres, Oracle, and Unisys, he has extensive experience in the vendor community, but brings a pragmatic perspective to selecting and deploying technologies having worked on "the other side" as CIO in the finance vertical. Prior to joining Securosis, Adrian served as the CTO/VP at companies such as IPLocks, Touchpoint, CPMi and Transactor/Brodia. He has been invited to present at dozens of security conferences, contributed articles to many major publications, and is easily recognizable by his "network hair" and propensity to wear loud colors. Once you get past his windy rants on data security and incessant coffee consumption, he is quite entertaining.

Adrian is a Computer Science graduate of the University of California at Berkeley with post-graduate work in operating systems at Stanford University.

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