



SEISO

Security as Advantage

OVERVIEW



Security and compliance at the speed of DevOps.

Building, implementing, and running the security program that best supports your business goals.

At Seiso, we understand the challenges of growing a cloud-native product company and the need to focus on innovation without neglecting security. No one is better equipped to help you build a custom program that won't slow you down.

We focus on automating your policies and controls using a telemetry-first approach built into your existing workflow so you can focus on continuously delivering value. Imagine not having to worry about security and compliance because it's automatic and event-driven.

Our top priority is the health and success of your business.



Global credentials we help you achieve:

- ISO[®] 27001
- SOC 2[®]
- CMMC



Common elements of security programs we deliver:

- CI/CD Guardrails
- IT Risk Assessments
- AWS and Azure Security Assessments
- Governance Development
- Security Dashboards
- Incident Response Program
- Application Security

If your security isn't opening new markets, it's closing them.

Top 5 reasons why software product companies partner with Seiso:

1. Our risk-based approach prioritizes security that makes business sense.
2. We have unparalleled experience and expertise in cloud-native environments.
3. We take a hands-on approach, working shoulder-to-shoulder with our clients to overcome challenges.
4. Our goal is to position your security ahead of the competition.
5. We pledge to simply do what we say we will do, every time.



Security as Advantage.

What does this mean for software product companies?

You may look at security as a hindrance to getting the product out the door. But together, we can change that. When done right, security has the power to prevent vulnerabilities, quickly open new doors for growth, and give you a leg-up on your competition.

Programs to scale at will, not at wait.

Your roadmap to a frictionless, agile security program that matches the speed and demands of your modern pipelines.

1 Design Custom Security System

- Together we define projects based on the client's desired ROI and outline the plan
- Through collaboration, we create core documentation such as Policies and Standards and an asset inventory
- We perform an IT risk assessment
- Then we feed the outputs into a newly created risk register for analysis

2 Implement System

- Take a hands-on approach to putting your program in place
- Ensure that projects see continual, incremental progress that reduces risk
- Develop and implement custom, open-source, or commercial software and systems
- Conduct any necessary training
- Write documentation to keep your key personnel informed

3 Achieve Certification

- Your organization is audit-ready and able to withstand external scrutiny
- Perform a pre-audit evaluation of your security practices and evidence as due diligence
- We make sure your audit goes as planned and there are no surprises, including by providing training to all audit participants, customized to your environment
- Certification should be a formality and your prize for the work we've done together

4 Maintain the Program

- We make sure you are continually improving and stay compliant
 - We design and implement a security system, developing the schedule of activities necessary to ensure it stays on track
 - Continue necessary activities so that your yearly certification re-evaluations are successful
 - Include the care and feeding of your governance
 - Update or review documents, maintain the risk register, and any other requirements necessary to make sure you're audit-ready all the time.
- (Remember, large corporations are more likely to audit you just before or just after signing.)

INSIDER TIP: Ask us about our **\$1M Deal Plan** with a 6-month guarantee.



What do our clients have to say about Seiso?

"The Seiso team is highly collaborative, working shoulder-to-shoulder with us to solve problems. They take the time to understand our challenges and our constraints when they propose a solution, it's made specifically for us. I really appreciate that."

—**Brian Vogel,**
CIO, TeleTracking, Inc.

"Seiso was a lifesaver in getting us audit-ready for ISO 27001 and SOC 2. They kept us on track with development of an information security management system designed to work with our business instead of acting as a burdensome compliance project."

—**James G.,**
Founder and CEO, Software Company

Ready to start a conversation about how to use security as a differentiator, not a delay?

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Security as Advantage: Client Success Story Snapshot

Helping a SaaS healthtech company pass dual audits to close a massive new deal.

Challenge:

When Rimsys called to say they needed to be audit-ready for an ISO 27001 certification and a SOC 2 attestation within nine months, we sprang to action. We were ready for this challenge, having successfully helped many companies through both these processes.

Solution:

Using Seiso's security program implementation process, we took a simple approach that uses the best of ISO 27001's information security management system and NIST's risk management framework.

Result:

We got Rimsys audit-ready ahead of schedule and without disrupting their day-to-day business. They passed the first time with no findings from the external auditor and are now closing bigger and better deals as a result.