



There is no shortage of problems to solve, security technologies to spend money on, or “best practices” to choose from. What is in short supply is practical and meaningful insight into sorting it all out. Enter RMI. We’ve wrestled this beast, and developed a set of frameworks that set us apart and enable our clients to make significant improvements in how they manage risk.

RMI focuses on the key challenges that almost every information security leader faces.

## What We Do

### Prioritization.

Knowing which issues need attention first becomes critical, especially when we have more on our plates than we have money, people, or political good-will. Unfortunately, the prioritization exercise has usually involved locking the security team in a room for a few days where we debate the laundry-list of issues on a white board and then take a vote. And, while we wouldn't want to deprive the security team of that "quality time" together, RMI's risk analysis framework takes the process to an entirely new level of logic and clarity.

Whether you're developing next year's strategy and budget request, or trying to figure out which fire to put out this week, RMI can help. We've been through the drill ourselves and that pain helped us create an innovative approach that stands up under the critical eye of management and the auditor.

### Metrics.

"What gets measured gets done." You've heard the phrase before, but it's taken on new meaning as executive management becomes more interested in the risk they're responsible for and the money they're spending. Unfortunately, the ability to draw meaning from those numbers has remained elusive. Until now.

RMI provides a foundation for understanding the practical value of the data surrounding your risk management program elements. We can help you identify which metrics matter most, where to find them, and how to understand what they mean to the business.

### Program development.

If you've been "blessed" with the opportunity to build a new information security program from scratch or re-engineer an existing program, then you know how difficult it can be. Where to begin can seem like an insurmountable challenge. Added to this challenge is the fact that you're fixing the airplane while it's in flight.

Although there are some obvious issues that have to be dealt with early, no two organizations start from the same point or have the same technology, process, or people issues. Leveraging RMI's Risk Program Management (RPM) framework, we can untangle the mess and help develop the strategy for your program.

### Business case development.

More often than ever, management is insisting that information security compete head-to-head with budget requests from the other business departments. From worn-out FUD to failed efforts at crafting ROI statements, information security organizations have struggled to compete for dollars.

RMI understands and can articulate the value proposition of information security in terms that are meaningful to management. As a result, we're able to identify and communicate the "why" behind your initiatives. No, we can't guarantee that you'll get every penny you're asking for, but we can help level the playing field.

### Solution selection.

Today, information security leadership is not only expected to help manage risk, but do so cost-effectively. The challenge is comparing the effectiveness of the options you have to choose from. And despite the value "best practices" might provide,

they aren't able to help you identify which is the best solution for your unique situation.

The good news is that comparison is predicated on measurement, and RMI's frameworks provide a practical and defensible means of measuring and comparing the effectiveness of dissimilar security solutions.

### Risk Analysis.

There are more "risk analysis" methods out there than you can shake a stick at. Pick your acronym. From methods that are simply vulnerability scans on steroids, to those that revolve almost completely around compliance to some standard, there's plenty to choose from. This isn't to say that those methods can't provide value -- they absolutely can. What matters is whether they provide the value your organization is looking for.

As we see it, the information security profession exists to help our employers manage the probable frequency and probable magnitude of loss (i.e., risk). RMI frameworks are focused on risk. So, whether you have a single difficult risk scenario you need to analyze and find a solution for, need help determining the risk posture of an entire organization, or something in between, RMI can help. Regardless, you'll find our approach to be uniquely effective and meaningful to management.

## How We Do It

RMI is in the business of helping organizations become more effective at managing their information risk. We also believe that an important part of being able to help others is knowledge sharing. More simply put - we'd rather teach you to fish than be your high priced fishermen.

### Consulting

We help you understand your current state and define an attainable desired state for your risk management program using one or more of our six focus areas.

Working with us features a strong focus on knowledge transfer. That knowledge transfer usually includes an aspect of training and the tools you need to accomplish the objectives with as much or as little of RMI's involvement as you see fit.

### Training

Once we've developed a course of action together, the next step is to teach you how to reach those objectives on your own. Our training classes cover key risk management and security topics, and workshops include plenty of practical application for analysts to solidify their new skill sets.

## Why RMI

Like many companies, Risk Management Insight (RMI) started by recognizing a need and then developing solutions that work. RMI features ex-CSOs with decades of experiences in corporate security and risk management. The solutions offered by RMI — from consulting to training to software — reflect our hands-on experience and insight into the real needs of security leaders.

RMI has pioneered revolutionary new advances in the field of information risk management. We offer a unique insight and understanding into the nature of risk management, and a proven methodology that Fortune 500 companies use to build sustainable Information Risk Management practices.

Engaging RMI is easy. Contact us and we can set up a call to discuss how a risk-focused approach based on our breakthrough methodologies can help you redefine the value of risk management and its practitioners.

 For More Information:

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