



Cirrus Cybersecurity Group

SLED CARES Project

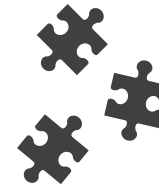
May 2021

Common Implementation Challenges



Lack of Strategic Planning And Communication

- Pressure generated by recent breaches or compliance related activities can cause organizations to rush to the implementation phase, often leading to poor design
- Large organizations typically do not communicate well across functions / geographic regions, leading to inconsistent implementation



Solution Integration is Challenging

- Solution implementation is complex, involving multiple solutions
- Training and skills deficiencies make implementation difficult
- Tailoring solution configuration to client environment often requires subject matter expertise from vendor and partner teams



Buy-in from Executives and Stakeholders

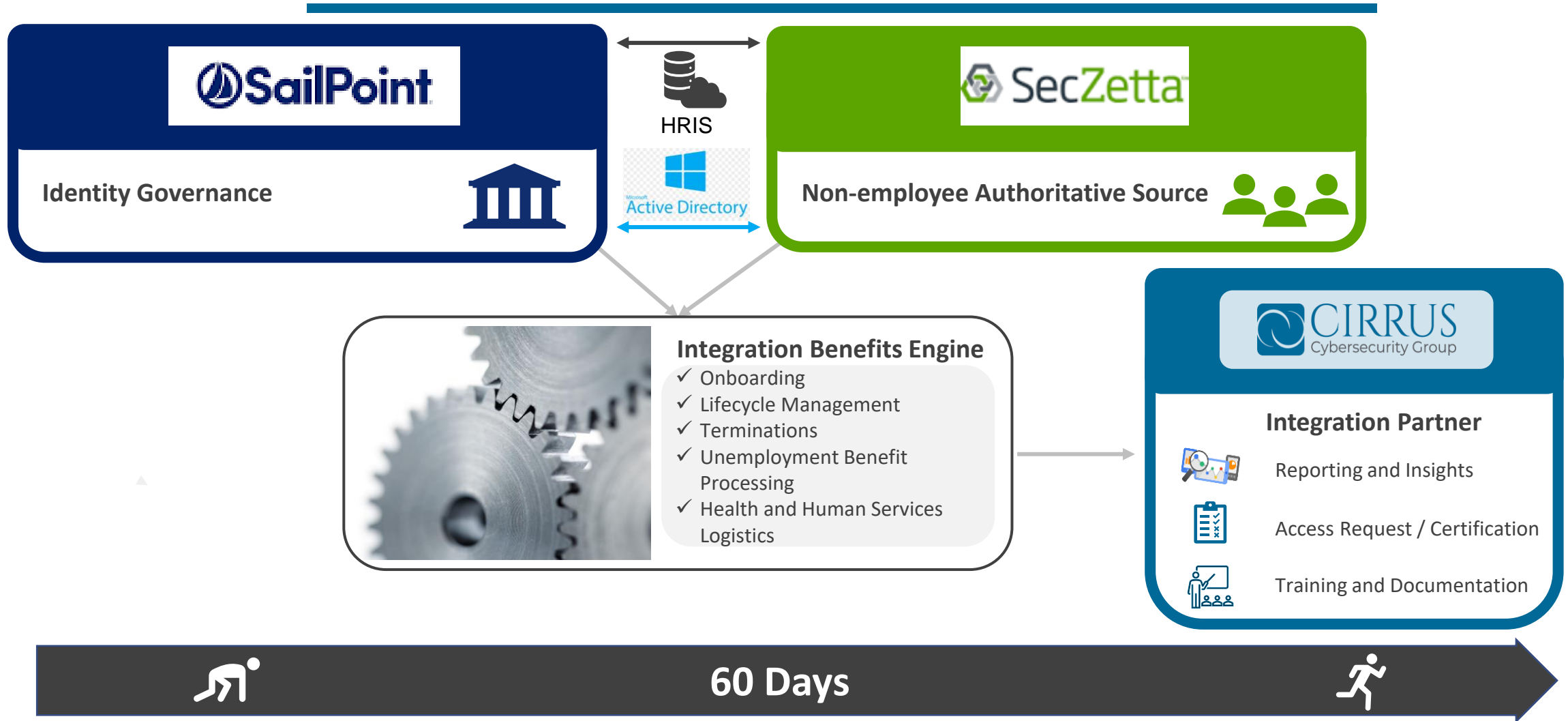
- Solution software and implementation services can be expensive
- Competing priorities make buy-in difficult to obtain
- The investment often isn't realized until after a breach happens



Environment Complexity and Funding

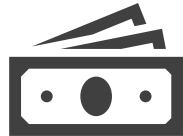
- Solution must be integrated with existing systems
- Adequate business and technical requirements must be established early in the process
- Environment documentation is lacking or out of date
- Funding can be difficult to procure

Solution Overview



Planning Considerations

By adequately implementing a long-term plan, the team is helping ensure major risks are mitigated and program delivery is progressing in the most efficient and cost-effective manner. Development of a long-term plan will ultimately save the client time and money.



Cost

- Solidify CapEx and OpEx Planning
- Consider expansion efforts for new modules



Timing

- Eliminate re-work
- Solidify approach before onboarding



Operational Efficiency

- Work planning
- Internal and external resource alignment

Solution Service Offering

The solution will be deployed out of the box by highly skilled engineers from SailPoint and SecZetta. The initial configuration will be integrated with your HR and Active Directory Solutions, along with other highly critical applications. The Cirrus Cyber team will provide key support with subject matter experts post-initial deployment, allowing for a smooth transition of operations.



- SecZetta – SailPoint connector for non-employees
- Single HR Source of Truth Connector for Employees
- Active Directory Connector
- Connect up to two (2) other applications (for Unemployment Benefit processing)
- Connect up to two (2) other applications (for Health and Human Services like Contact Tracing or Vaccine logistics)

Out of Box Connectivity and Initial Setup



- Lifecycle Management
- Access Request
- Access Certification
- OOB Exception Reports
- Training and Documentation
- Up to 30 Days Post-production Support

Customization and Post-Production Support

Scaled Solution to Fit Your Needs

The small – medium – large licensing model allows the solution to fit client needs of any size and complexity level. Our sales team can help you select the model that best fits your needs. Inquire for more information on pricing and how to to engage our industry experts. An overview of the model is below:

		SMALL	MEDIUM	LARGE
Vendor Overview	SZ Non-employee licenses	2,000	5,000	10,000
	SAIL Internal Licenses	500	1,500	4,000
	Connect IDN for non-employees, to HR data source and AD	Included in Price		
Cirrus Cyber	Post- Production Support	30 Days included in Price		
	Lifecycle Management, Access Request / Certification, Reports, Training, Documentation	Included in Price		

