

# Opening the Black Box:

Vendor Management and Security in a Software as a Service World



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## The Vendor Threat

"Third parties are the number one security risk to financial services firms in 2015."

- Booz Allen 2015 Annual Financial  
Services Cyber Security Trends



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## Vendor Originating Threats



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## Contract Goals



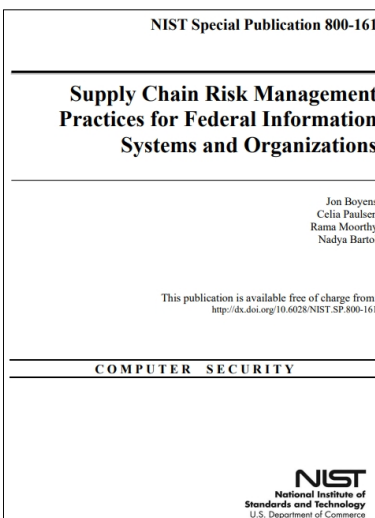
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## Risk Identification and Assessment / Information Security Standard



## Diligence



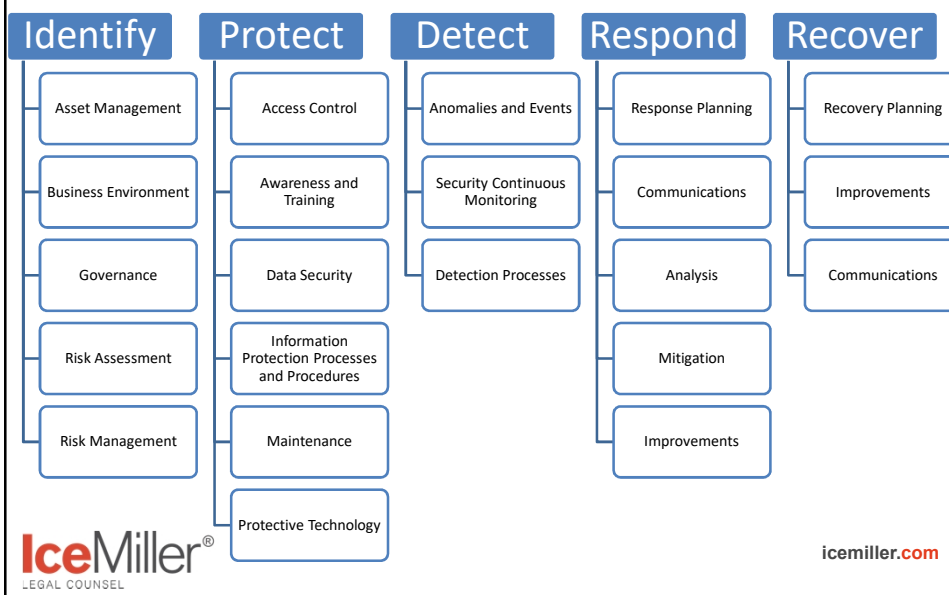
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## Diligence- Areas of Concern

- Base Controls
- Application Controls
- Cloud Security
- Infrastructure Controls
- Physical Security
- Backup & Recovery
- Electronic Transfer
- Privacy Management
- Physical Transfer
- Decommissioning & Destruction
- Physical "Paper" Management
- External Party Management

## Sample RFP Questionnaire (From NIST)



## Data Security

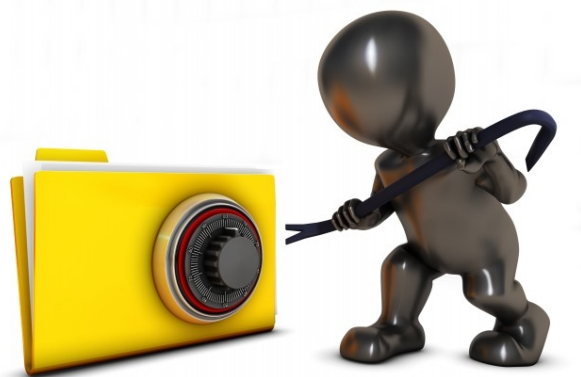


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## Data Breach Response and Notification



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## Downstream Obligations (e.g. subcontractors)



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## Insurance

| First-Party Coverages             |                      |
|-----------------------------------|----------------------|
| Funds Transfer and Computer Fraud | Traditional Coverage |
|                                   | Social Engineering   |
| Network Interruption              | Security Failure     |
|                                   | System Failure       |
|                                   | Contingent BI        |
| Data Restoration                  | Security Failure     |
|                                   | System Failure       |
| Cyber Extortion                   |                      |
| Breach Response                   | Notification         |
|                                   | Investigation        |
|                                   | Remediation          |
|                                   | Public Relations     |



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| Third-Party Coverages         |                         |
|-------------------------------|-------------------------|
| Privacy Liability             | Privacy Claims          |
|                               | Business Records Claims |
|                               | Regulatory Claims       |
| Network Security Liability    |                         |
| Media Liability               |                         |
| Technology Errors & Omissions |                         |

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## Disaster Recovery & Business Continuity



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## Audit



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## Termination and Data Destruction



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## Customer Privacy Concerns



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## Other Contractual Concerns

- Vendor Business and Location
- Personnel Issues
- Data Access and Segregation
- Data Sharing
- Laws and Regulations

## Warranties, Representation, and Indemnity

- Warranties:
  - Enacted, and maintains an info. sec. program
  - Confidentiality obligations
  - Software and/or services are free of security defects
- Limitations:
  - 3x the contract value
  - Liquidated damages
- Indemnification:
  - Data breaches
    - E.g.: Third party damages
  - Breach of confidentiality obligations
  - Breach of warranties

Q/A



Thank You!

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