


















ROADMAP TO MANAGED SECURITY

Steps	Purpose	Commitment	Deliverables
 <p>Discover</p>	<ul style="list-style-type: none"> Understand your security goals, objectives, and pain points Introduce CNI and Clone Systems Explain the 5 Steps to Managed Security 	<p>Senior IT Manager and Decision Maker</p> <p> 30-60 minute review</p>	 <p>Partner with CNI Infographic and NDA</p>
 <p>Analyze</p>	<ul style="list-style-type: none"> Identify your security strengths, weaknesses, opportunities, and threats Evaluate opportunities to improve your security posture 	<p>Technical resources familiar with your environment and Decision Maker</p> <p> 15-30 minute review  30-60 minute SWOT review</p>	 <p>Security SWOT</p>
 <p>Recommend</p>	<ul style="list-style-type: none"> Develop the Managed Security Solution and value proposition that aligns with your business and technical needs 	<p>Technical resources familiar with your environment with Decision Maker optional</p> <p> 45-60 minute technical review  15-30 minute review solution recommendation</p>	 <p>Solution Recommendation and Budget</p>
 <p>Validate</p>	<ul style="list-style-type: none"> Demonstrate your Managed Security Solution Discuss reporting and process deliverables Address questions and fine tune the solution recommendation 	<p>Senior level IT Manager and Decision Maker</p> <p> 60-120 minute review</p>	 <p>MSA and SOW</p>
 <p>Secure</p>	<ul style="list-style-type: none"> Finalize agreements Coordinate onboarding 	<p>Decision Maker</p> <p> 3 to 5 business days</p>	 <p>Executed MSA and SOW</p>

NEXT STEPS

Engage CNI to begin your journey to properly secure your business network and experience the steps to Managed Security.

Call your friendly CNI partner at
1.610.584.8040