MOTOROLA SOLUTIONS

Acquisition Rationale - *Becoming the Trusted Cyber Partner*

In the last 6 months MSI has made a significant investment in Cybersecurity Managed and Advisory Service offerings through the strategic acquisition of two companies. With the growing number of cyber attacks, ransomware cases, cloud services and associated vulnerabilities, 9-1-1 center TDOS attacks,etc. we felt this was a natural and critical space for MSI to help serve for our State and Local public safety technology customers. We are now well positioned to meet our customer's end-to-end cybersecurity needs and access markets previously unavailable due to lack of capability and scalability.

Recent Cybersecurity Acquisitions - *Company History*

- Founded in 2007 (US Based)
- 72 employees
- 50/50 Government/Commercial mix
- Product and Service Offerings
  - Technical/Non-Technical Assessments
  - Virtual CISO
  - Cyber Exercises and Training
  - Managed Security Services
  - Cloud Security Platform
- Top Secret Facility Clearance
- Security Operations Centers in Texas and Virginia

- Founded in 2004 (US Based)
- 118 employees
- 60/40 Government/Commercial mix
- Product and Service Offerings
  - Technical/Non-Technical Assessments
  - Cloud Architecture Consulting Services
  - Security Automation Solutions
  - Training and Certification (School of Cybersecurity)
  - Managed Security Services
- Top Secret Facility Clearance
- Security Operations Centers in Ohio and Virginia

Locations - *Expanded Security Operations Center Presence*

- San Antonio, TX
- Arlington & Sterling, VA
- Personnel in 5+ states US Wide

- Arlington, VA
- Kettering, OH
- Personnel in 15+ states US Wide

Certifications & Awards - *Strong Cybersecurity Expertise*

- SOC2 Type 2 Certified Security Operations Center
- Top 25 Cybersecurity Company by CIO Applications
- Top 10 Managed Security Service Provider by Enterprise Security magazine
- 30 Most Innovative Companies of 2018 by CIO Bulletin
- Top 50 Managed Security Service Provider by MSSP Alert (2017, 2018, 2019)

- ISO9001:2015 , ISO17020:2012
- NSA, CNSS, DHS Approved
- FedRAMP Accredited 3PAO
- 50 Best Workplaces of the Year by Silicon Review
- 10 Most Prominent Leaders in Cloud Computing
- Top 25 Cybersecurity Company by CIO Applications
- The 20 most Admired Tech Leaders in Business Healthcare

Key Customers & Verticals - *Proven Success in Demanding Environments*

- US Federal (GSA Schedule Approved)
- DHS, DoD
- Financial Sector, Healthcare, Legal, Retail
- Public Sector

- US Federal (GSA Schedule Approved)
- DHS, HGA, DoD
- NASA
- Healthcare, Financial Sector, Retail, Public Sector

Combined Capabilities - *Technology Agnostic beyond LMR*

ADVISORY SERVICES	MANAGED SECURITY SERVICES	RECOVERY SERVICES
RISK ASSESSMENT & CONSULTING	SECURITY PATCHING	INCIDENT RESPONSE
THREAT INTELLIGENCE	24x7 SECURITY MONITORING, THREAT DETECTION	SYSTEM RECOVERY
CYBERSECURITY TRAINING		

SECURED BY MOTOROLA SOLUTIONS: SERVICES FOR CYBER RESILIENCE

Our approach to cybersecurity includes a holistic set of services spanning Risk Assessment and Consulting, Security Patching and Security Monitoring. In addition, we are expanding the portfolio to include Respond and Recover services and Cybersecurity Training. All of our offerings closely follow the National Institute of Standards and Technology (NIST) Cybersecurity Framework, which is aimed at helping organizations manage cyber risk awareness, detection, response and recovery.

INDUSTRY-LEADING NIST CYBERSECURITY FRAMEWORK

IDENTIFY	PROTECT	DETECT	RESPOND	RECOVER
Assess risks Inventory critical assets and systems Provide a thorough risk analysis	**Develop safeguards** Develop policies, procedures; introduce protective tools Implement appropriate access and auditing controls	**Make timely discoveries** Continuous monitoring 24/7/365 Enable auditing capabilities	**Take action** Establish a robust response plan Create, analyze, triage and respond to detected events	**Restore functionality** Institute a recovery plan Create improvements to prevent future attacks

CYBERSECURITY SERVICES

- RISK ASSESSMENT AND CONSULTING
- SECURITY PATCHING
- SECURITY MONITORING
- CYBER RESPOND AND RECOVER
- CYBERSECURITY TRAINING

MOTOROLA SOLUTIONS

CYBERSECURITY SERVICES

PORTFOLIO OVERVIEW

Presenter Name, Motorola Solutions
Date

MOTOROLA SOLUTIONS

CYBERSECURITY SERVICES OFFERING

TRUSTED CYBER PARTNER CAPABILITIES FOR RNI AND BEYOND

FOR LMR	FOR SW ENTERPRISE	FOR ENTERPRISE IT
MANAGED SECURITY SERVICES		
Security Monitoring	Security Monitoring	Security Monitoring
Security Patching (SUS/RSUS)	Security Patching (SUS/RSUS)	Endpoint and Cloud Monitoring
ADVISORY SERVICES		
Risk Assessment (NIST Based)		
Penetration Testing		
Vulnerability Assessment		
Control/Framework Assessment (Gap Assessment)		
CYBERSECURITY TRAINING		

MANAGED SECURITY SERVICES

IDENTIFY & MITIGATE SYSTEM VULNERABILITIES

SECURITY PATCHING FOR LMR & PSAP

- Pre-testing, validation and anti-malware software updates in line with industry standards
- Flexible consumption models include self install, remote install, reboot support service, onsite delivery

SECURITY MONITORING FOR LMR & PSAP

- Assessment of configuration settings against best practices for each environment
- Continuous monitoring of logs to identify management activity and user access
- Enrichment of data streams with threat data and machine learning analytics to identify potential threats

SECURITY MONITORING FOR ENTERPRISE IT

- 24/7 monitoring for enterprise cloud, network and endpoints
- Cloud infrastructure and SaaS monitoring
- Ongoing threat and vulnerability insights for enterprise networks

ADVISORY SERVICES

IDENTIFY & MITIGATE GAPS IN YOUR SECURITY PROGRAM

RISK ASSESSMENTS

Discover vulnerabilities and develop a robust cybersecurity strategy mapped to regulatory frameworks

PENETRATION TESTING

Evaluate the security of IT and communications infrastructure by trying to exploit its vulnerabilities

VULNERABILITY ASSESSMENTS

Identify network, hardware, and operating system vulnerabilities that require patching

FRAMEWORK ASSESSMENTS

Demonstrate adherence to regulatory cybersecurity requirements in line with organizational needs

CYBERSECURITY TRAINING

CREATE A CYBERSECURITY AWARE AND PREPARED WORKFORCE

CYBER ESSENTIALS

This course provides your entire workforce with end-user awareness training. It focuses on the specific threat landscape impacting public safety today and provides best practices to guard against these threats.

CYBER FUNDAMENTALS ONLINE EDITION

This course provides a high-level, broad overview of cybersecurity topics, techniques and tools given our complex, internet-connected environment.

CYBER INCIDENT RESPONSE

This self-directed, self-paced computer based training (cbt) program shows you how to effectively prepare for, defend against and respond to cyber attacks.

RISK MANAGEMENT FRAMEWORK (RMF) FOR DOD SECURITY CONTROLS ASSESSOR (SCA)

Understand how to use various security documents and validate nist sp 800-53 rev 4 security controls to meet the requirements for the assessment and authorization phases of the it system.

COMPREHENSIVE OVERVIEW OF NIST 800-171 UPDATES

This course offers a primer on exactly what constitutes controlled unclassified information (cui), along with a detailed discussion of the 14 domains of compliance implementation and verification.