

RECON™ Risk

As more vulnerabilities come to light in the media every day from common business and web applications, companies often respond by implementing vulnerability assessments or penetration testing to evaluate their security maturity. However, vulnerabilities don't necessarily imply a level of risk to an organization unless a threat is also detected. When a threat is detected, it can be difficult to actually quantify the amount of risk facing the business in a way that would make sense to a board room or C-suite.

To address these challenges, Tech Data offers **RECON™** Risk, powered by technology developed by Arx Nimbus. Using **RECON** Risk, customers can load information about their threats, risks, vulnerabilities and capabilities into a quantitative modeling tool which then advises the executive team on how to make business decisions based on the financial impact of mitigating those risks...or not. Rather than simply identifying vulnerabilities in the corporate infrastructure, **RECON** Risk provides "what-if" scenarios which show the financial impact of mitigating the identified exposures.

Benefits to Your Customer:

RECON Risk provides several key benefits which can be used to make better business decisions.

- **Insight** - Whether it's a summary of eight major risk areas or as detailed as 85+ risk "pairings" – **RECON** Risk will help prioritize investments to increase your security posture.
- **Compliance** - The **RECON** Risk solution positions security risks in terms of common compliance frameworks which auditors recognize such as SANS, NIST, FFIEC, FERC, HIPAA and PCI.
- **Cyber Insurance Analysis** - Quantify how much risk exposure you have in financial dollars so you can purchase the appropriate level of cyber insurance to mitigate the cost of a data breach or attack.
- **Litigation Defense** - It's not a matter of if your firm will be breached, it's a matter of when –should the unfortunate occur, **RECON** Risk can be used by the board and executive officers to demonstrate appropriate fiduciary responsibility in anticipating the impact.

Benefits to Tech Data Partners:

- Unlike typical vulnerability assessments to determine risk, **RECON** Risk adds a financial component to the risk analysis allowing you to better formulate an ROI discussion with your customer when selling other security solutions designed to mitigate those risks.
- Offer your customer paid Pen Testing or Vulnerability assessments which are then data feeds into the **RECON** Risk assessment process to calculate a risk
- Gain the trust of your customer's executive team as you advise them on how to quantify the financial impact of their risk.
- **RECON** Risk can be sold as a one-time assessment or as an annual subscription.

How does it Work?

After registering and winning the deal, leverage the **RECON** Risk platform to perform the following steps:

- **Assessment Identification** – identify areas of the business to assess.
- **Data Collection** – interview questions/answers, pen testing or vulnerability assessment outputs, financial data, etc.
- **Data Processing** – performed by the platform.
- **Risk Valuation Analysis Report** – delivery of findings and associated risks in graphical reporting format

How do you sell RECON Risk?

RECON Risk provides a unique perspective on security assessments by positioning the risk to the organization in monetary terms. Key questions to ask the customer to generate a discussion could include:

- How do you calculate the monetary impact of a security breach in terms which help you negotiate the correct amount of cyber insurance?
- When your executive team is deciding how to spend their limited security budget, do you have a way to quantify the financial impact to various types of cyber breaches?
- If the customer is performing vulnerability assessments today, offer to take that assessment to the next level by providing a financial impact analysis to the vulnerabilities identified.

RECON Risk leverages technology from Arx Nimbus called “Thrivaca” and can be sold in one of several tiers of service.

	Thrivaca Baseline	Thrivaca Proactive	Thrivaca Advanced	Thrivaca Ultra 4	Thrivaca Ultra 12
Thrivaca Runs	1	1	4	12	12
Facilitated Data Gathering	✓	✓	✓	✓	✓
Research Function	✓	✓	✓	✓	✓
IP Scan	✓	✓	✓	✓	✓
CVE Analysis	-	1	4	4	12
Secondary Output Lens	-	-	-	✓	✓
Thrico Score	-	-	-	✓	✓
Consulting Days Included	-	-	-	4	6
Published API	-	-	-	✓	✓

To learn more about how you can add **RECON** Risk to your portfolio, contact your Tech Data sales representative or email SecurityServices@techdata.com.