ALTOR GRC

Evolution Journey

Data Enclave™ Formulary

Efficient Data Security & Privacy

NAICS: 541512, 541214, 518210, 541519, 541611, 541511

Cage Code 8NPW7 **CMMC scored**

TRL 3 **WOSB Certified**

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Market Drivers

The Altor^{GRC} founder has a long history of innovation efforts from R&D corporate efforts in the early '70s to current day systems. Historically, the associated building of IT systems entailed an innovation process with built-in silos of standards and regulations that were timed concurrently for final market delivery and use from data, infrastructure, software and user. It was just the way innovation was delivered back then and now again at Altor in the Data Enclave™ Formulary solution.

There are now thousands of Standards (ISO, NIST, HIPPA, SOC, CMMC, etc.), Regulations, new Statutory entites and newly added Data Privacy Laws (DPLs) that all came about independent of the systems. Today software (SW) is built in agile high velocity shops and is more agnostic and plentiful. Standards and DPLs are not native to the system designs and in most cases the software may not have had these requirements for their new environments; how could there be an integrated system? The evolution of computing systems goes back to the 1940s with structures that are now very mature, surrounded by new business processes, that must leverage non-integrated requirements with silos. While functional technical rules were built-into computing affording operations, the laws, standards, regulations and new agnostic software vendors were not. Now after 80 years Altor provides an approach to Standards, DPLs, SW Third Party Risk Management (TPRM), remedy removing all those layers of system evolution reducing integration debt and insuring Supply Chain Cyber Resiliency.

A few years back, just as edge cloud technology was expressing an array of technical configuration options, the founder was approached in 2017 by a group with a global mobility business automation request. Having had previous delivery success with the group, research was conducted, and the first automated/integrated services/products were defined leveraging all those emerging components, architecture, configurations, some just emerging out of the vendor labs.

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The challenge was to take the entirely manual international statutory payroll process and create an automated software product; could that be delivered? The research yielded the reason that this had never been accomplished was due to large statutory penalty liabilities if the payroll tax calculations were incorrect. Corporate filers were absorbing this as the "cost of doing business" for overseas workers; ~3000 overseas workers had an associated $40m in penalty per year on top of the statutory corporate tax and individual tax payments.

There were two parts to be delivered. The first was the automated international payroll tax software product. The second was the reduction or shifting of liability to find remedy of the related penalties. Yet looming on the horizon was the 2018 EU GDPR with additive liability impact that could be much greater. Good news, there was a blank sheet of paper with technology changes afoot.

The complicated automated product software was developed, to become a SaaS offering. The second part was the real challenge, to operate in the global Enterprise Client arena with five certifications required; ISO (2), EU GDPR, SOC (2). The cost to the startup was $8m with a delivery timeframe of 18mos per PwC quote. Neither were acceptable options to address Client onboarding or due diligence for the Certino.com engagement.

The resulting PaaS/IaaS was cloud-centric with concurrently built-in/integrated DPLs, standards, Regulations, TPRM and business processes leveraging some old and new technologies; microservices, picoservices, edge technologies, containers, extreme vendor selection management (TPRM/procurement) based on stated criteria, a concurrent delivery model for efficiency exceeding Hyperconvergence providing organized and Cyber Resilient data. This afforded delivery in four (4) months expending less than $1m minimizing cybersecurity gaps and shifting liabilities to be subrogated.

The Proof of Concept (POC) is up and running at TRL8 and generating revenue from industry titans; Siemens, Suez Water, Amazon, etc. at Certino.com. Certino has successfully negotiated whitelisting with PwC of their clients.

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The Altor^{GRC} Data Enclave™ Formulary

The next step to a mature industry offering was to optimize the Certino.com POC automated software and afford various revenue streams via an industry SaaS/PaaS matured offering. While designing that build, there were additional DPL regulations implemented resulting in today's fines and government agency breaches; the liability situation could be easily addressed from the root of the blank page build as these data sets were integrated into the architecture.

The question became could you do the same IaaS/PaaS offering and reduce liability for existing Enterprise businesses addressing the root cause of the DPL topics, standards, Regulations, Remedies, TPRM, Cyber Resiliency with proactive cybersecurity?

Over the last year(s), the development that resulted is now Altor^{GRC} with the Data Enclave™ Formulary. Difficult to understand yet simplistic in delivery, leveraging many of current industry Commercial off the Shelf (COTS) vendors in a new, fully integrated, collaborative way with DMAIC in place.

The risk is now greater to stay the current course of IT existing systems rather than to adopt the Data Enclave™ Formulary.

Industry Definition of Altor: Basic concepts of the Altor solution can be found in recently published articles and books that review the issues and consequences where AltorGRC's Data Enclave™ Formulary provides the solution
- Bain Traceability and Supply Chain update 210930
- Bain Traceability Presentation to the WEF: Digital update 210930
- **Third Party Article the "Single Pane of Glass Cybersecurity Myth**
- Gartner 2022 Predicts Consolidated Security Platforms are the Future 211201
- **Book:** *"Data-Centric Revolution: Restoring Sanity to Enterprise Information Systems"* - Dave McComb ISBN 9781634625401
- **Book:** *"Software Wasteland: How the Application-Centric Mindset is Hobbling the Enterprise"* -Dave McComb, ISBN 9781634623162

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Thank You

Seeking Funding and Early Clients; join our journey

ALTOR-GRC, Inc.

Additional Detailed Information: https://Altor-grc.com/downloads/

Information and Proforma Requests: info@altor-grc.com

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Case Study: certino

The Challenge for Certino

The Global Mobility Industry required automation to address the increasing costs and compliance risks associated with employment taxes for employees working internationally. Automation could not be delivered without a shift in liability.
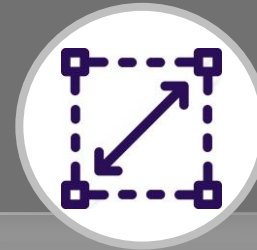
Background

- ❑ Movement of employees across international borders is a huge part of global business
- ❑ Each country has unique tax laws and regulations which require real time compliance, where real time calculation did not exist
- ❑ The traditional approach involved high cost, high error, and time-consuming manual processes
- ❑ Companies paid huge fines for non-compliance yearly as the cost of doing business

Solution & Benefits

- ❑ Certino automates the calculation of taxes for all countries on their **SaaS** solution running on a structured **PaaS** environment … resulting in …
  - ❑ Accurate tax calculations and reporting for multiple countries in real time … enabling clients to …
  - ❑ Reduce costs; minimize compliance risks; and save time
  - ❑ DPL Compliance, Standards and TPRM Reductions

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The Emergence of Altor

The same PaaS environment and approach built for Certino to (a) secure certifications and (b) shift liability in relation to Cyber Resiliency can now be applied to any Global Enterprise.

Background

- To engage client business Certino required 5 Certifications
  - Traditional delivery options would take 18mos where the costs were nearly $8m
  - Expert alternative delivery paths were utilized
- Data Privacy Law (DPL) add liabilities and continue to emerge
 - PII data masking
  - Data Sovereignty Laws

Solution & Benefits

- Reduction in Certification Cost of 87% and Time of 73%
  - Leveraging Secure Consolidation Framework Org's data resulted in 2018 attainment of…..
  - ISO-9001, ISO-27001, EU GDPR, CMMC, SOC
- Application configurations with controlled Roles and Responsibilities eliminate
  - PII exposure to anyone but the client or approved roles
  - Containers provide Sovereignty compliance without statutory negotiations
  - TPRM affording >40% reductions

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The Solution

Deployed Altor^GRC Data Enclave™ Formulary on the Scalable, Secure and Repeatable IaaS/PaaS;
ALL Certino or Altor clients can focus on their core business and their Customer's Challenge(s)
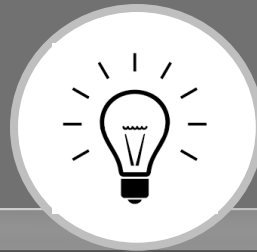
Features

- ❑ Underlying PaaS offering is the same for Certino and Partner clients
- ❑ Solution Configuration affords
  - ❑ End to End gapless compliance coverage
  - ❑ >90% Reduction in the number of vendors
  - ❑ Integrated continuous change proactive management
  - ❑ Expert auditors by topic NOT accounting advisors
  - ❑ IT Modernization

Benefits

- ❑ Root cause implementation resulting in year after year cost reductions that provide:
  - ❑ Increased enterprise data integrity and efficiencies
  - ❑ Greater client focus on business efforts
  - ❑ Business Driven Enhanced road mapping for future efforts
  - ❑ DPL compliance with proactive correction thru continuous improvement with flexibility to add standards and changes as required Proactively
- ❑ Profit expansion focus moving forward
  - ❑ Easily integrate Edge Technologies; Machine learning, AI, IoT
  - ❑ Reductions in; head count, vendors, cost of BI
    - ❑ Elimination of data lakes, marts, warehouses
  - ❑ Migration path for other on-premises services

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Benefits

Within 8 months, if you could, would you?

- Fully integrates, end to end, **ALL** Security, GRC Topics from; EndPoint, Network, Data, Application, Asset Mgt, Certifications, SEIM, SOAR, MSG, MSSP, PIR, SCF, ITAM, etc.
  - Adopt Automated Cyber Resiliency
- Reduce Data Breach and Reputation Impact to ~ nearly zero
  - Know that if this did happen experts and their reputations would be at your side and accountable
  - Could address data privacy laws as they emerge and any other updates to stds. Regulations, litigation, statutory changes, etc.
- Reduce your audit costs by >40%
  - Plus the team gave you solutions to findings
  - Used industry experts in each audit area; process, security, IT
- Reduce your total IT budget by >40%
  - Reduce the complexity of business-driven change
  - Business would drive all change moving forward
- Reduce the number of security applications by >90%
  - Yet reduce GRC gaps to almost zero
  - Prevent and Respond to security events if they occur not afterward
- Increase business analytics processing integrity by removing data marts, lakes, warehouses
  - Increase data reporting accuracy, data integrity/governance
  - Focus on business automation and process
- Know that you are data and **industry agnostic**
- Where systems are made ready for AI, Machine Learning, Hyperautomation, IT Modernization

The Burden of Business Data Security Today

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Glossary

AI	Artificial Intelligence	Artificial intelligence (AI), sometimes called machine intelligence, is intelligence demonstrated by machines, unlike the natural intelligence displayed by humans and animals. Leading AI textbooks define the field as the study of "intelligent agents": any device that perceives its environment and takes actions that maximize its chance of successfully achieving its goals.[1] Colloquially, the term "artificial intelligence" is often used to describe machines (or computers) that mimic "cognitive" functions that humans associate with the human mind, such as "learning" and "problem solving".[2]
BI	Business Intelligence	Business intelligence (BI) comprises the strategies and technologies used by enterprises for the data analysis of business information. … BI technologies can handle large amounts of structured and sometimes unstructured data to help identify, develop, and otherwise create new strategic business opportunities.
CSF	Consolidated Security Framework	Tooling or application that affords build/configure once for many stds and certifications to be filed and obtained vs single build approach. HITRUST is an example but only one of many. Some have additional automations or focused deliveries; process, business, tech, etc. Based on SCF.org (security consolidated framework)
DMAIC	Define, Measure, Analyze, Improve, Control	Define, measure, analyze, improve, and control (DMAIC) is a data-driven quality strategy used to improve processes. The letters in the acronym represent the five phases that make up the process, including the tools to use to complete those phases. It is an integral part of a **Six Sigma initiative**, but in general can be implemented as a standalone quality improvement procedure or as part of other process improvement initiatives such as lean.

DPL	Data Privacy Laws	Laws that result in fines from data miss handling to a specific standard; EU DGPR, CCPA, etc. Industry Acronym for a group of laws by country, state, other statutory jurisdiction.
DR	Disaster Recovery	Disaster recovery is the process of resuming normal operations following a disaster by regaining access to data, hardware, software, networking equipment, power and connectivity.
ET	Edge Technologies	Edge computing is a distributed, open IT architecture that features decentralized processing power, enabling mobile computing and Internet of Things (IoT) technologies. In edge computing, data is processed by the device itself or by a local computer or server, rather than being transmitted to a data center.
EDR	End-point Detection and Response	Endpoint Detection & Response solutions are designed to detect and respond to endpoint anomalies. EDR solutions are not designed to replace IDPS solutions or firewalls but extend their functionality by providing in-depth endpoint visibility and analysis. EDR uses different datasets, which facilitates advanced correlations and detection.
ED	End Point	An endpoint is a remote computing device that communicates back and forth with a network to which it is connected. Examples of endpoints include: Desktops, cell phones and other access devices.
ERM	Enterprise Risk Management	Enterprise risk management (ERM) is a plan-based business strategy that aims to identify, assess, and prepare for any dangers, hazards, and other potentials for disaster—both physical and figurative—that may interfere with an organization's operations and objectives. … Companies have been managing risk for years.
GRC	Governance, Risk Management, & Compliance	GRC is the industry terminology - Governance, risk and compliance (GRC) refers to a strategy for managing an organization's overall governance, enterprise risk management and compliance with regulations.

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Abbr.	Term	Definition
IoT	Internet of Things	The Internet of things (IoT) is a system of interrelated computing devices, mechanical and digital machines provided with unique identifiers (UIDs) and the ability to transfer data over a network without requiring human-to-human or human-to-computer interaction.
IPM	Integrated Performance monitoring	IPM. Integrated Performance Monitoring (computing) IPM. Impressions Per Minute. At Altor in conjunction with R&R, SCF, SOAR in the control of systems and end points.
ITAM	Information Technology Asset Management	IT asset management (ITAM) comprises practices and strategies for overseeing, managing and optimizing company-owned IT systems, hardware, processes and data. In the case of Altor includes Roles and Responsibilities.
ITSM	Information Technology Service Management	IT service management (ITSM) is a concept that enables an organization to maximize business value from the use of information technology.
MSSP	Managed Security Services Provider	Provides outsourced monitoring and management of security devices and systems. Common services include managed firewall, intrusion detection, virtual private network, vulnerability scanning and anti-viral services.
NSG	Network Services Group	Meaning. NSG. Network Services Group (various locations) NSG. Network Services Gateway (various companies)
PIR	Privacy Incident Response	Incident response is a term used to describe the process by which an organization handles a data breach or cyberattack, including the way the organization attempts to manage the consequences of the attack or breach (the "incident").
on-prem	On-premises	On-premises software (commonly misstated as on-premise, and alternatively abbreviated "on-prem") is installed and runs on computers on the premises of the person or organization using the software, rather than at a remote facility such as a server farm or cloud.
R&R	Roles and Responsibilities	Roles refer to one's position on a team. Responsibilities refer to the tasks and duties of their particular role or job description. Employees are held accountable for completing a number of tasks in the workplace. At Altor this includes Permissions, Access, Security. Informational Rights Management **(IRM),** Digital Rights Management **(DRM)**
SIEM	Security Incident & Event Management	In the field of computer security, security information and event management (SIEM), software products and services combine security information management (SIM) and security event management (SEM). They provide real-time analysis of security alerts generated by applications and network hardware.
SOAR	Security Orchestration, Automation and Response	SOAR is a solution stack of compatible software programs that allow an organization to collect data about security threats from multiple sources and respond to low-level security events without human assistance. The goal of using a SOAR stack is to improve the efficiency of physical and digital security operations. The term, which was coined by the research firm Gartner, can be applied to compatible products and services that help define, prioritize, standardize and automate incident response functions.
TPRM	Third Party Risk Management	The long standing TPRM framework is NOT sufficient to address today's current cyber and privacy risks. Altor cross references standards, data privacy laws, all cyber risks along with vendor history to fully vet any 3rd party vendors before engagement. Additionally, solution architecture is reviewed to insure fully integrated end to end coverage so that gaps do NOT exist in the final solution.

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Leadership

Cynthia Hennig, President, Founder

Cynthia Hennig has delivered a diverse array of technologies to many industries over the past 30 years. Starting in tool and die in the Mid-West, she progressed into R&D, transitioned with computing calculations to 3D modeling, focused on the creation and integration of emerging technologies, later partnered to facilitate transformation in information technologies.

Demonstrating the application of technology to industry, she has been awarded patents in the US, and European markets for imaging on textiles. Industries of additional technological application are; compressed gas, air transportation, fiber optics, telecom, automotive, manufacturing, semiconductor, IT, logistics, strategic delivery, education, and biochemical.

Cynthia Hennig has served as adjunct professor for the School of Engineering and Applied Sciences at Southern Methodist University delivering master level courses in the knowledge areas of Program/Project Management. Additionally, Ms. Hennig has served the world's largest PMI Chapter in Dallas, TX in the role of VP Education.

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