RiskLens

LEARNING INSTITUTION ASSESSES BEST ARCHITECTURE TO SECURE CLOUD APP

EXECUTIVE SUMMARY

ANALYSIS PURPOSE

Prove the value of quantifiable risk analysis in evaluating alternative cloud security architectures.

SCENARIO

Understand how much risk is associated with different security encryption strategies related to cloud data.

RESULTS

- Enables business-driven prioritization of security initiatives
- Facilitates the appropriate allocation of company resources

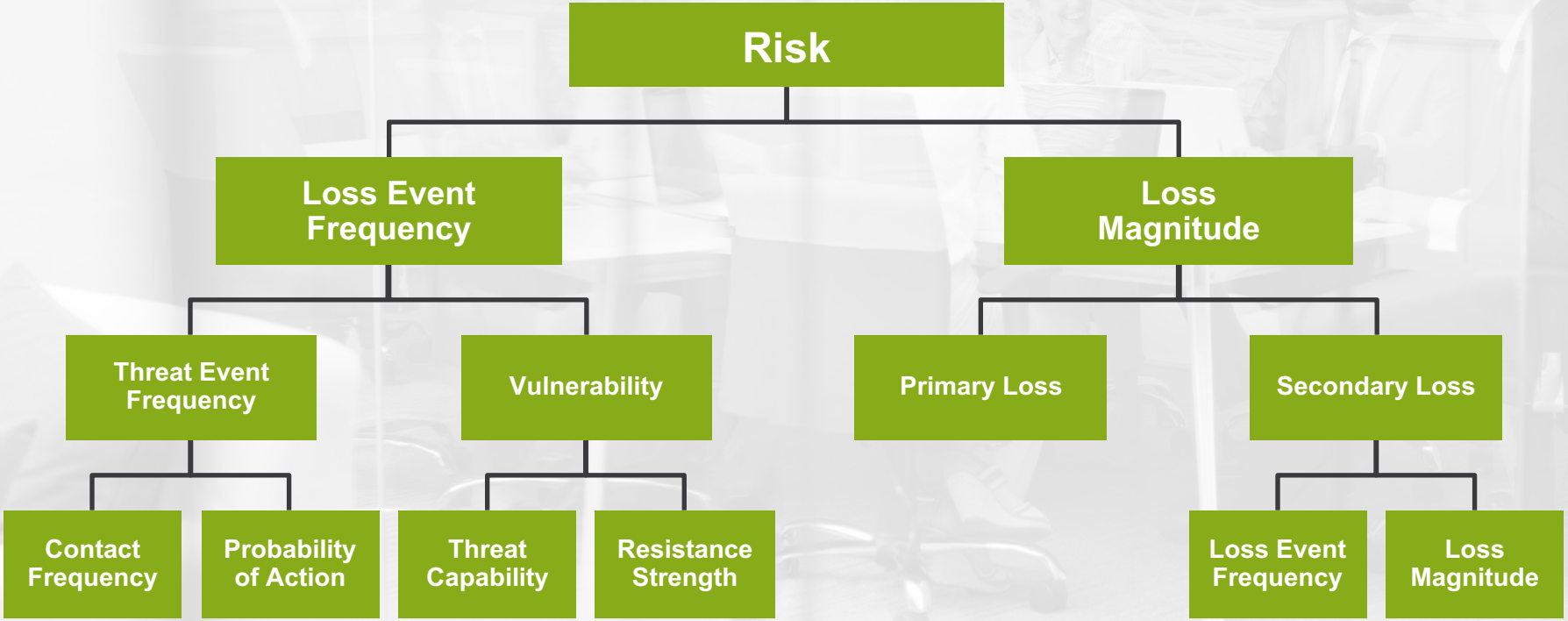
SCENARIOS ANALYZED

PROPOSED SECURITY ARCHITECTURES

- Current State: Salesforce instance with CipherCloud encryption
- Option A: Salesforce instance with Salesforce encryption (database-level)
- Option B: Salesforce instance with no encryption

ANALYSIS LEVERAGED THE FAIR MODEL

RiskLens



ANALYSIS SCOPING

ASSET(S) DESCRIPTION

Sensitive Customer Data (i.e. PII) accessed by and stored on the Salesforce App and internal Salesforce Databases.

LOSS TYPE

Confidentiality

THREAT(S) DESCRIPTION

Cyber Criminals, General Hackers, Nation States, Institution Employees: Malicious, Salesforce Employees: Malicious

ANALYSIS RESULTS

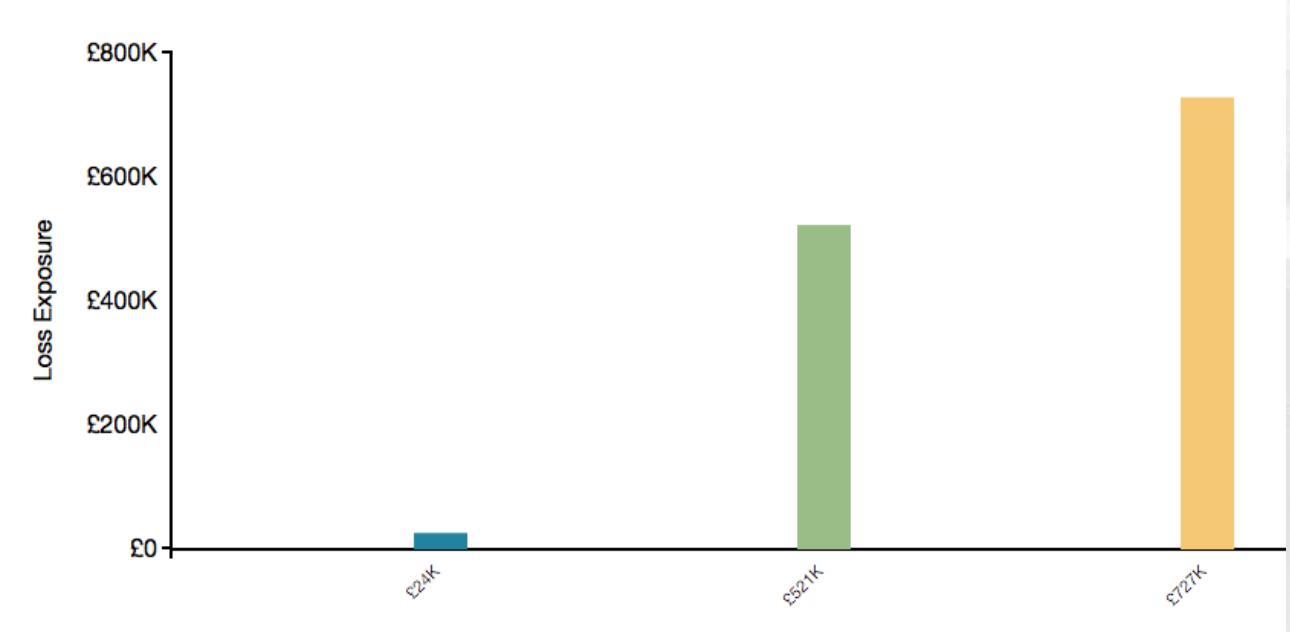
RISK = Frequency x Magnitude of future loss. We express risk in terms of loss exposure

ANNUALIZED LOSS EXPOSURE (RISK)

Analysis	Description	Minimum*	Average	Maximum*
With CipherCloud	*Encryption is performed via CipherCloud locally prior to sending any data to the cloud.*	**£0**	£24k	**£41k**
With Salesforce Encryption	*Encryption is performed at the database level.*	**£0**	£521K	**£2.4M**
Salesforce without encryption	*No encryption at rest in place.*	**£0**	£727K	**£2.8M**

Minimum represents the more probable 10th percentile of simulation results.
Maximum represents the more probable 90th percentile of simulation results.

AVERAGE ANNUAL LOSS EXPOSURE



DECISION SUPPORT / ROI

THROUGH RISK QUANTIFICATION THE CUSTOMER CAN BETTER UNDERSTAND

- How much risk is associated with the various security architectures?
- Is reduced risk associated with CipherCloud worth the performance and reporting limitations?
- How can we best manage the security risk while also supporting business objectives?