



Nominee Showcase Presentation

ISE[®] Central Executive Forum and Awards 2012

Company Name: Sallie Mae
Project Name: Enterprise-Wide Continuous Monitoring & Vulnerability Management
Presenter: Brian Brush
Presenter Title: Director – Corporate Security





10th Anniversary

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Company Overview



- The nation's No. 1 financial services company specializing in education & helping families save, plan and pay for college
- Over 25 million student and parent customers
- Individual products / services, including college savings, scholarship search, education loans, tuition insurance and online banking
- Financial services to hundreds of college campuses as well as federal and state government agencies





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Overview of Business Challenge

- Regulatory & Contractual Requirements
 - FISMA, SOX, GLBA, PCI and SAS-70's (Sallie Mae)
 - FFIEC and State of Utah (Sallie Mae Bank)
 - SEC, FINRA & FTC (Upromise Rewards and Investments)
- Budgetary & Operational Demands
 - Need to increase monitoring capacity by ~200% within budget
 - No disruptions to business environment (24x7)
- Security Requirements
 - Enhance security by standardizing and expanding coverage for all environments and acquisitions
 - Design processes first, then use nCircle to implement
 - No gaps in coverage
- Risk Management & Compliance
 - Provide compliance information as a by-product of security
 - Ability to respond when requirements change

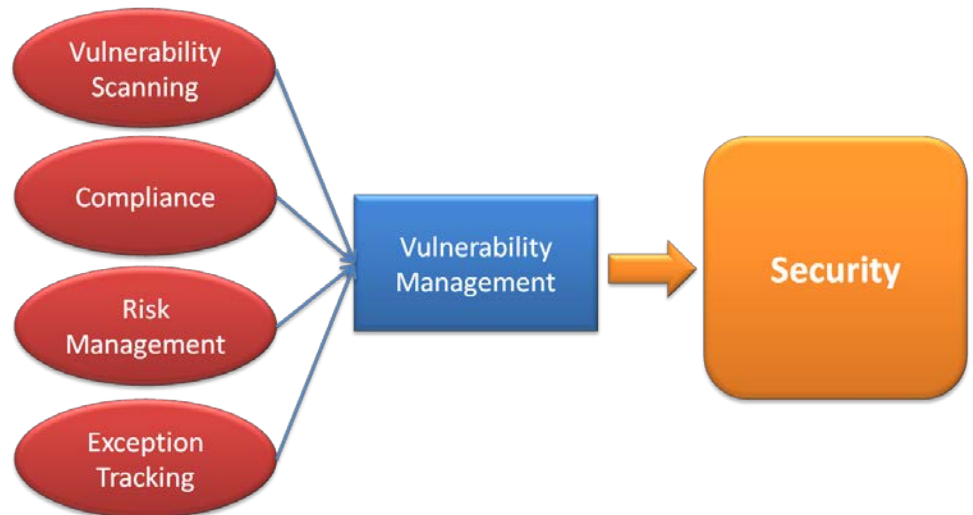


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Project Goals

- Improve **Quality** of security & compliance
- Increase efficiency through **Automation**
- Improve effectiveness through process **Optimization**

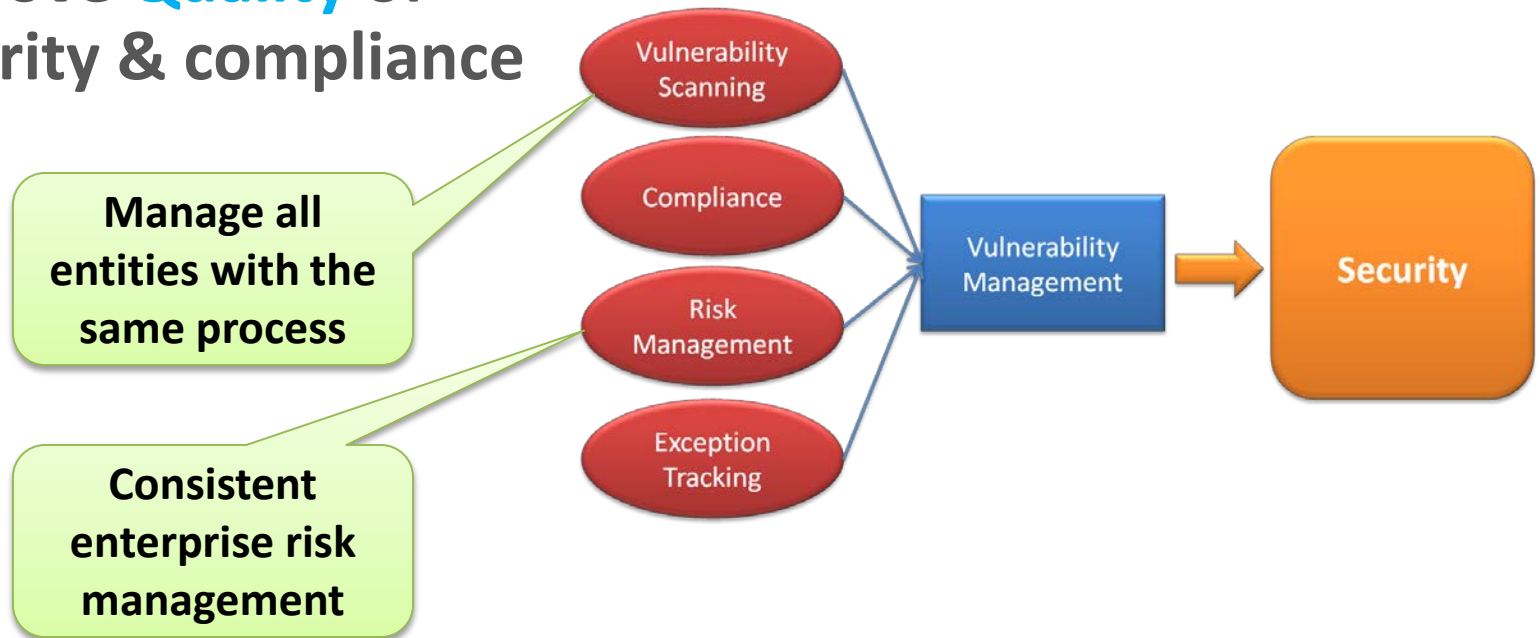




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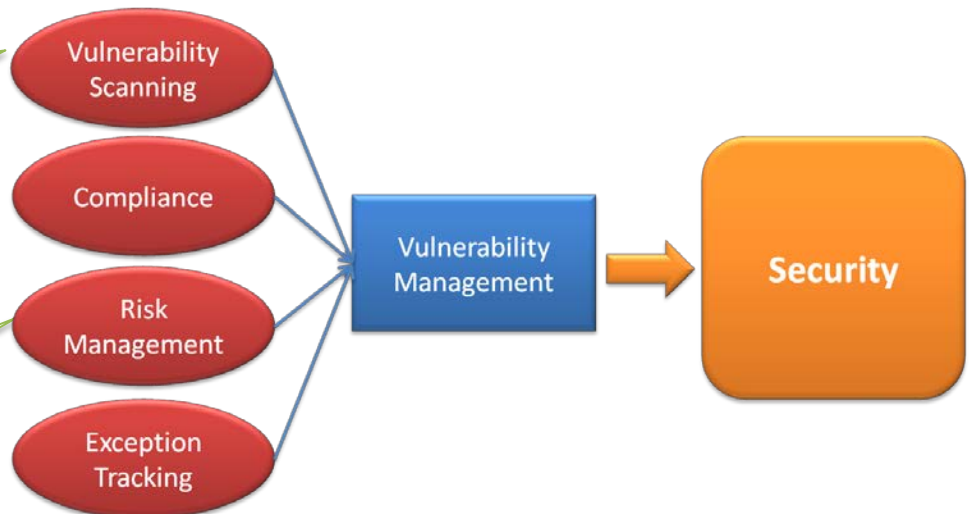
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Project Goals

Automate
discovery &
scanning, no
manual lists

- Increase efficiency through **Automation**

Scan
continuously,
not just for
compliance





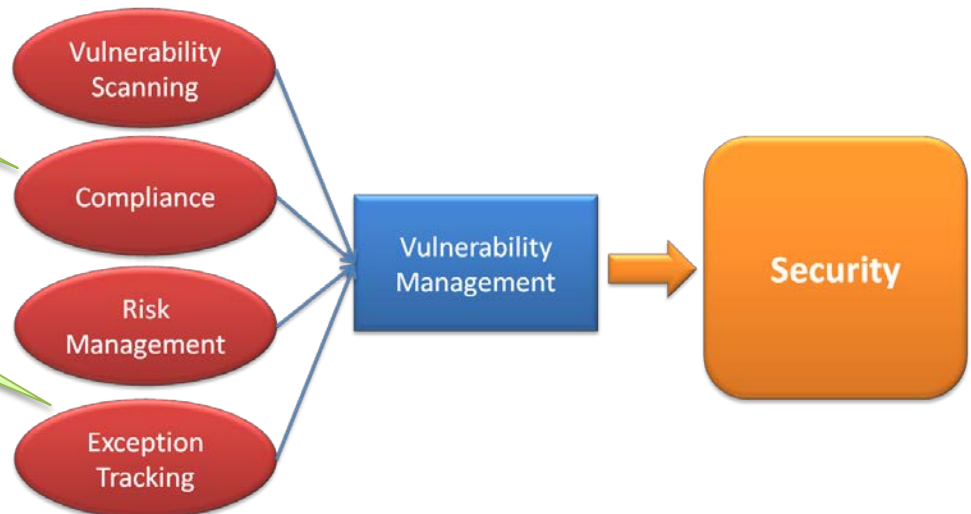
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Project Goals

Scan once,
report many

Design
adaptable
processes

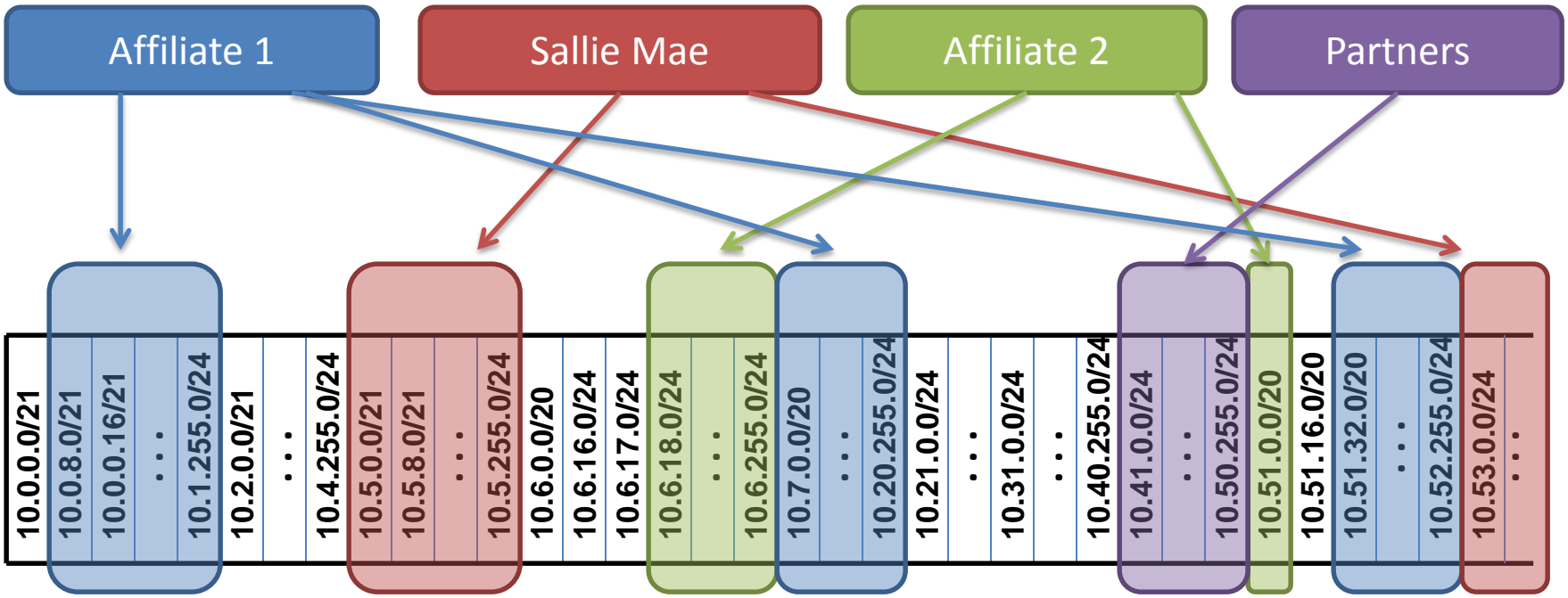
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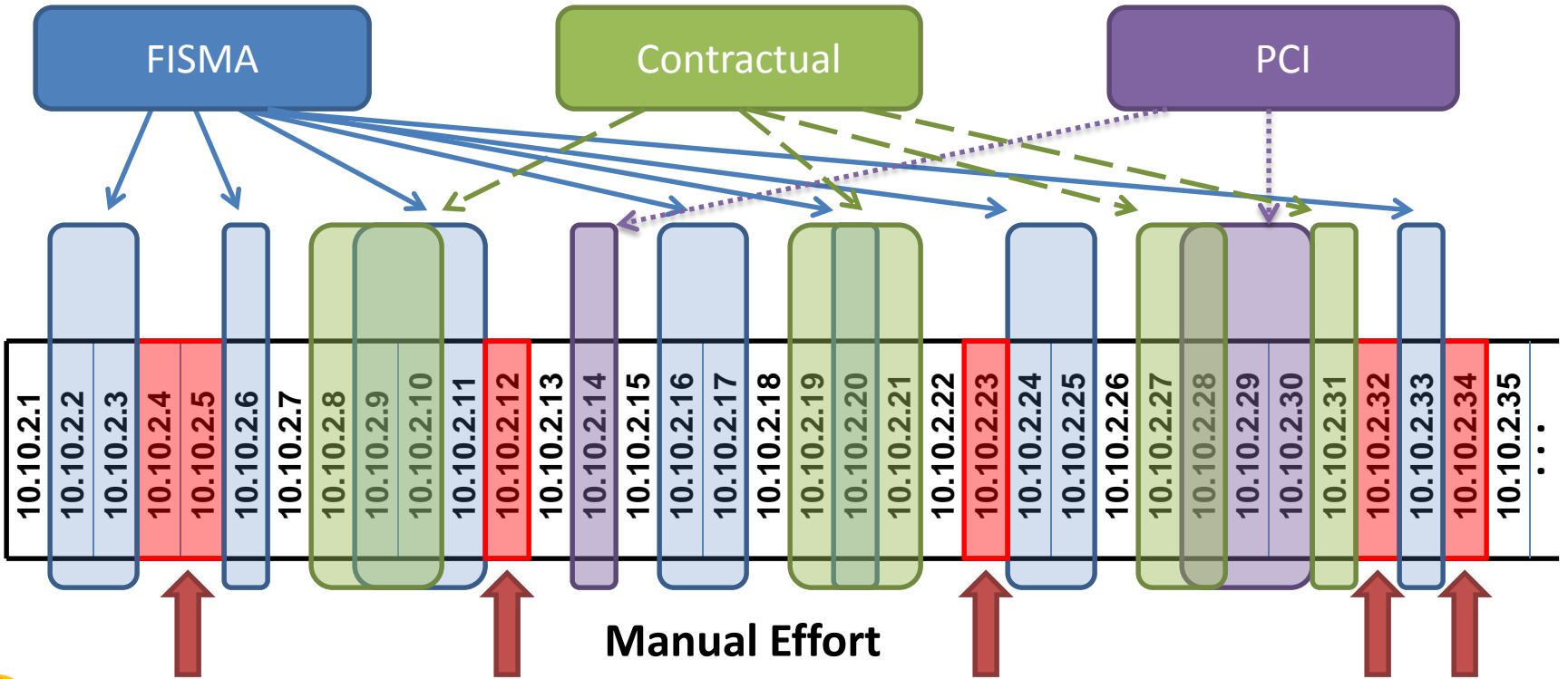
Initial State - Assess by Business





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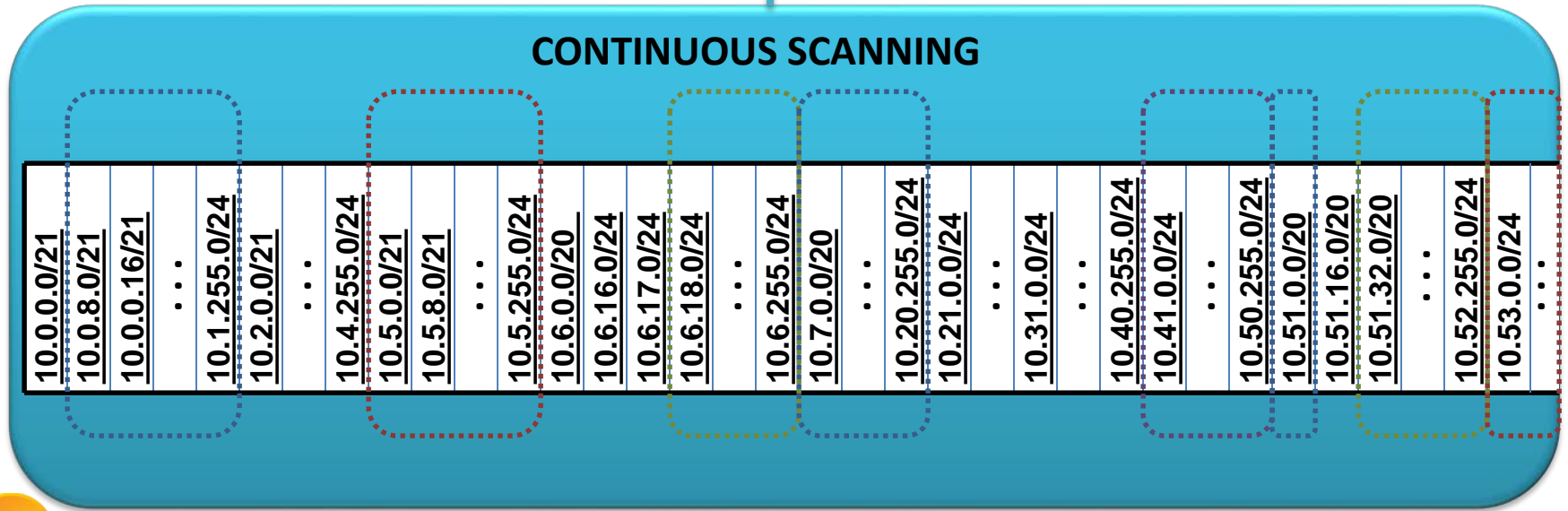
Initial State - Compliance (Re)scan





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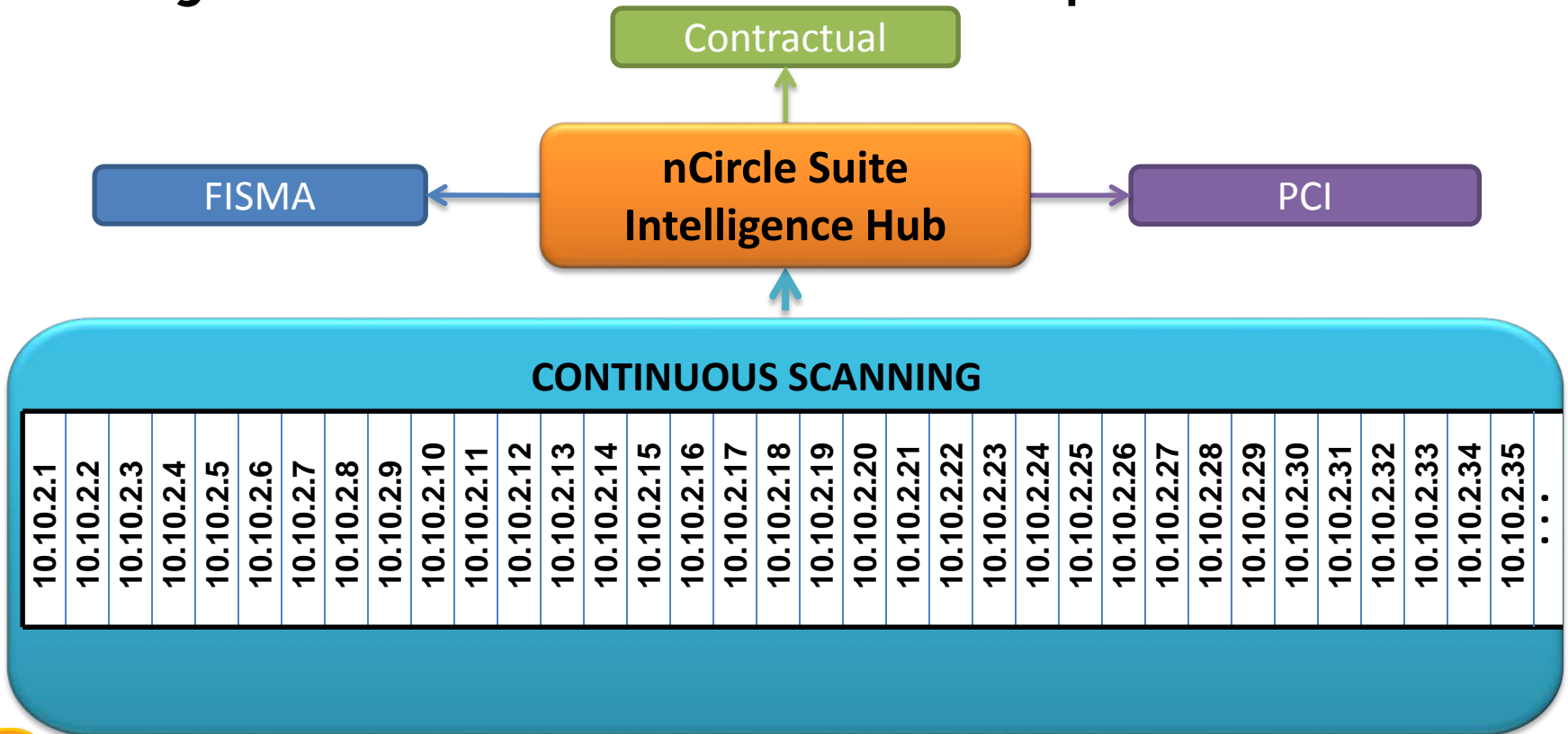
Project Results – Security





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Project Results – Compliance

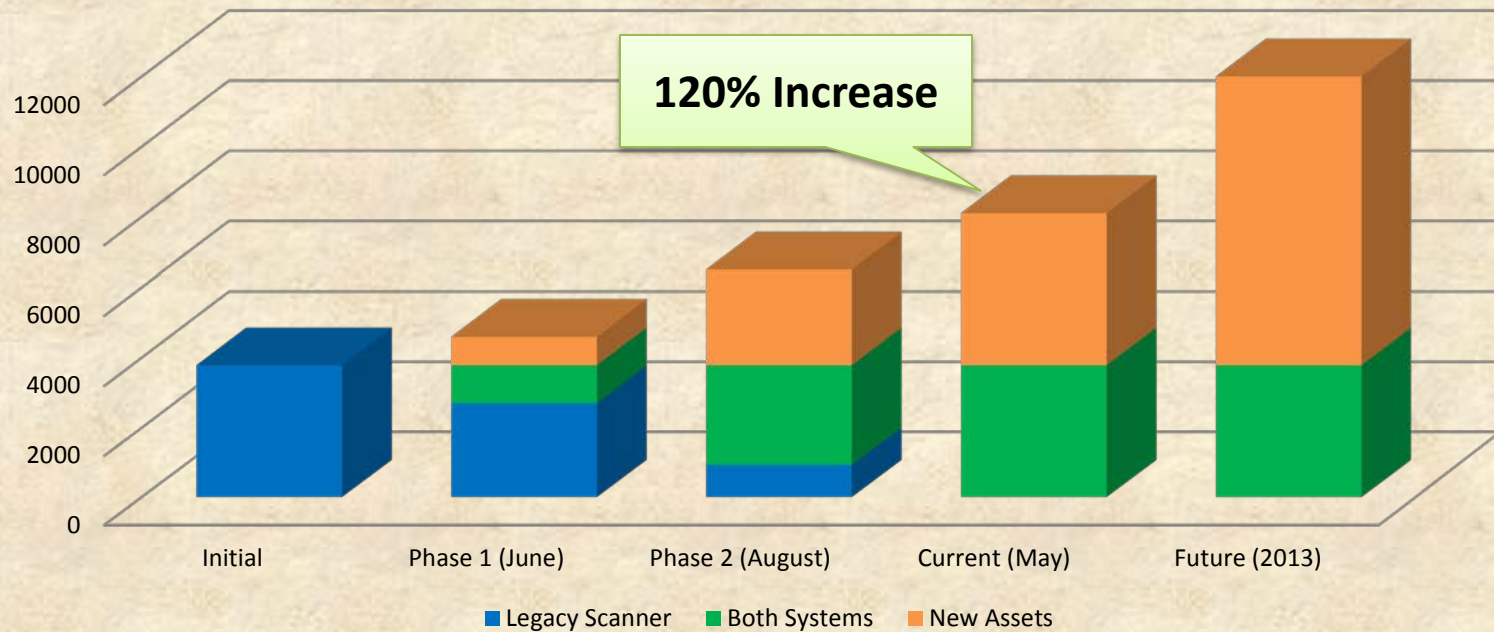




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Project Results – Coverage

Assets Evaluated

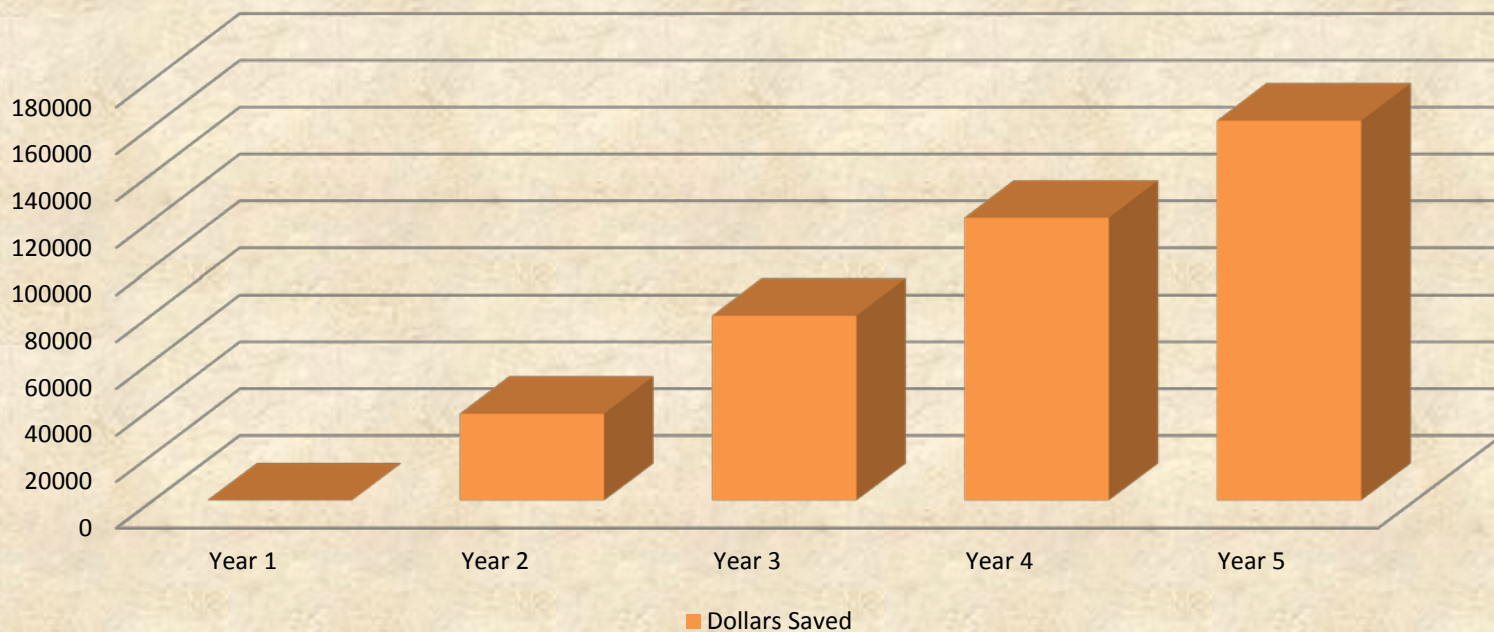




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Project Results – Annual Savings

Savings by Year

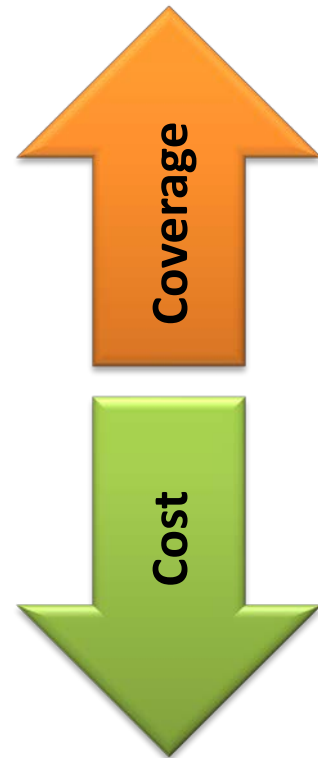




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Summary

- Implementation has already:
 - Expanded coverage by 120%
 - Reduced overall costs by 10%
 - Eased compliance burden for Security team through more effective reporting
 - Improved overall “real” security





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Lessons Learned

- Review All **Assumptions**
 - Don't assume legacy decisions are valid
 - Verify your network architecture
 - Plan for user error
- Benefits of **Continuous Monitoring**
 - Current threat & compliance information
 - Provide intelligence to IT and Business
- Achieve **Quick Wins**
 - Showing results is critical to keep momentum of multi-year program
 - Value beyond Security

