

Welcome to the Future of IT Security and Risk Management

More commercial organizations are adopting the NIST standards for IT security. Here's why Xacta® is the best-kept secret for helping them do this.

Key Takeaways:

- Federal agencies, the DoD, and the Intelligence Community are required by law to follow the NIST standards for IT security and risk management.
- These security-conscious organizations use the Xacta® family of solutions from Telos® Corporation to streamline and automate the NIST frameworks.
- Commercial organizations are beginning to recognize the value of the NIST standards and adopt them for their own requirements.
- They won't find Xacta or Telos covered in analyst reports because there's no category for solutions that operationalize the NIST controls and frameworks.
- For the inside story on how Xacta speeds the deployment of NIST standards, we invite you to let us arrange a confidential conversation with one of our customers.



Introduction

Telos Corporation is the leading provider of solutions that turn the NIST¹ library of cyber security standards into a powerful engine for assuring the security posture of IT environments.

However, we're something of a secret beyond the federal space, where use of the NIST standards is mandatory. We'd like to explain why we've been flying under the radar, and why — if you're looking into adopting the NIST standards — you owe it to yourself to learn more about Telos and Xacta.

Xacta is the preferred solution for NIST among federal agencies.

Telos introduced the Xacta family of solutions in 2000 and we've been refining and improving it ever since. Xacta has been purpose-built to operationalize the NIST family of IT security controls and to automate and streamline the NIST frameworks for cybersecurity and risk management.



Xacta is the solution of choice across the federal government for enabling NIST standards, which agencies are required by law to follow. Our customers include agencies obsessed with information security, such as the DoD, the Intelligence Community, DHS, the Department of Energy, and the National Archives.

We've worked with these agencies to ensure that Xacta offers the precise capabilities needed to measure, manage, and continuously monitor the status of NIST security controls in keeping with the NIST frameworks.

And, as more federal agencies have begun moving to the cloud, we've also partnered with cloud service providers such as Amazon Web Services (AWS) to optimize Xacta to help our customers accelerate cloud adoption by simplifying complex risk and compliance management processes.

Commercial organizations are beginning to adopt the NIST standards...

Commercial enterprises have started to adopt the NIST standards in view of their effectiveness in the federal space. For example, as of 2016, the NIST Cyber Security Framework was used by 30 percent of U.S. organizations, a number projected to reach 50 percent by 2020. Why are these organizations adopting NIST?

¹ National Institute of Standards and Technology

- NIST offers one of the most complete and respected sets of IT security controls and risk and compliance management processes in the world.
- Security executives retiring from the federal government began taking CISO roles in private industry and found the NIST standards to be helpful in their new roles.
- Adopting the NIST frameworks strengthens their security environment and gives them ongoing visibility into their risk posture.

...and they're looking to the NIST experts for help.

As a result, companies in industries as diverse as healthcare, financial services, telecommunications, insurance, and government contracting have begun to approach Telos for NIST support. They clearly see the value of NIST's robust standards for cyber risk management. They also recognize the value-add that Xacta brings to enabling NIST requirements, including:

- Xacta maps NIST security controls to regulatory standards such as HIPAA, ISO 27001, GDPR, and others. As a result, regulatory compliance can largely be a byproduct of NIST-based cyber risk and compliance management practices — validate once, comply many times.
- Xacta's advanced inheritance capabilities greatly reduce the number of controls that require testing and validation each time a new system or a previously checked system goes through the assessment process for operational approval.
- The data, documents, and other artifacts that Xacta manages serve as a body of evidence that proves the standard of due care that legal departments and insurance providers require for proof of IT security.

However, there's no analyst bucket for "NIST Solutions."

As these companies do their research and due diligence about solutions to help them with NIST, they're discovering how popular Xacta is in the federal world. But they aren't finding us in the usual reports from the leading market research firms.

That's because there isn't an analyst category for something as specialized as operationalizing the NIST standards for IT security. There just isn't. It's a niche field with a limited number of players.

In fact, you could say we're the *only* player. No other vendor of IT security solutions offers the features, the capabilities, and most importantly, the experience and expertise that Telos has in operationalizing NIST controls and frameworks. Here's why this is important. We've invested to make Xacta the best NIST solution possible in order to make our customers more secure and risk-aware. We've included everything needed for successful NIST implementations and left out features that would distract us and our customers from that success.

And it's because of that focus that we typically don't show up in analyst reports for "IT GRC"² and "IT Risk and Compliance Management" — categories that don't truly cover the full range of capabilities and expertise needed to operationalize the NIST standards.

So while you may not read accolades about Xacta in the analyst community, our platform is used by some of the world's most discriminating and security-conscious organizations to manage cyber risk, both on-premises and in the cloud.

Ready to learn more?

We believe this growing commercial interest confirms our decision to focus on making Xacta the premier solution for NIST standards and methods. We think you'll agree once you learn what Xacta can do to get you up and running and keep you in tune with the NIST vision for information security.

If you'd like to learn right from the source how Xacta speeds NIST deployments, we'll set up a time for a confidential reference call with one of our customers. We'd also be happy to give you a one-on-one demonstration to show how Xacta can help you.

Contact us to get started.

If you're ready for the future of IT security and risk management, get in touch with your Telos representative to get things started. Or contact us at **1-800-708-3567** or by email at info@telos.com.

² IT governance, risk management, and compliance