EMA Vendor to Watch: Telos

Corporate Information

Serving commercial enterprises, regulated industries, and government customers around the world, Telos empowers and protects the world's most security-conscious organizations. Telos' offerings include cybersecurity solutions for IT risk management and information security, cloud security continuous compliance solutions, and enterprise solutions for identity and access management, secure mobility, organizational messaging, and network management and defense.

Value Proposition

Without continuous monitoring of security posture changes and security control compliance, an enterprise faces unknown risks that may not be properly mitigated. Many vendors offer cyber risk management and compliance solutions, but these solutions are often complex and difficult to use, especially for large enterprises, which typically contain layered or segmented environments with multiple control inheritances.

Telos' solution, Xacta, is different. Not only does Xacta allow for the inheritance of security controls to simplify the compliance process, it also provides automated risk and compliance monitoring, helping commercial organizations with their regulatory audit needs, or getting a government-required Authority to Operate (ATO).

The following features provide Xacta's powerful ability to be utilized for risk management and compliance:

- Control inheritance, significantly reducing overall workload in analyzing the compliance status of your organization

- Predictive Mapping, utilizing imported security scan and sensor results to bridge the gap between tests and control compliance

- Controls crosswalk, working with Predictive Mapping to identify similar controls and map them accordingly

- Integration into complex environments (on-prem, cloud, hybrid, multi-cloud), which is becoming increasingly important in today's modern, distributed enterprise

- Essential Data Exchange, which utilizes NIST's Open Security Controls Assessment Language (OSCAL) and Xacta Data Exchange (XDE) standards, providing portability for compliance data and compatibility for FedRAMP and the intelligence community

By combining control inheritance, Predictive Mapping, and asset inventory, companies can achieve an accurate view of their risk posture beyond normal regulatory compliance requirements. Serving hybrid and multi-cloud deployment analysis, Xacta helps organizations see their potential attack surface from every angle. By simplifying the process, organizations can save as much as 90% of the man-hours traditionally required for regulatory compliance.

EMA Perspective

One of the biggest problems with risk management is that you don't know the risk for what you don't know about your environment. Many solutions are designed to reduce risk or address compliance controls. However, without an efficient tracking system or the complete picture of your risk posture, how will you know if your organization is truly secure?

While risk management and compliance are important, many organizations simply can't afford to have dedicated staff continuously documenting compliance efforts every day. Through implementing Telos Xacta and reducing the man-hours needed for regulatory compliance efforts, the IT and security departments can focus more on keeping the organization secure and running smoothly, while the business leaders can appreciate the ROI on a solution that brings demonstratable value to the enterprise.

Organizations look at security as an expense, not an investment. Telos clearly demonstrates through Xacta that security is an investment, especially when such significant man-hour reduction can be realized through their Predictive Mapping and automation. That is why EMA considers Telos a vendor to watch.