

The logo for BSD Management, featuring the lowercase letters 'bsd' in a bold, sans-serif font, with the word 'management' in a smaller, lowercase font directly below it.

**bsd**  
management

Business  
Solutions  
Development

# BSD Management Company Presentation

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# SUMMARY

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BSD Management is a services company with expertise in IT/CyberSecurity Audit and Consulting.

Our team consists of internationally certified experts (CISA – Certified Information System Auditor, ISO 27001 Lead Auditor, CISM – Certified Information Security Manager, CEH – Certified Ethical Hacker, CISSP – Certified Information Systems Security Professional, etc.), with extensive experience in IT and information security audit and consulting.

We sincerely believe that our expertise and professional skills bring value to efficient use of information technologies, strengthening information security, rising the quality of information systems, etc.

Our team delivered a significant number of projects in R. Moldova and in the region for clients in the Financial, Telecom, Agricultural, Production, Retail industries.

Sincerely yours,  
Valeriu Cernei, CEO & Partner



**Valeriu Cernei, CISA**

Partner, IT Audit & Advisory  
BSD Management SRL

## ABOUT BSD

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What really makes us different is our knowledge of the field and the skills that ensures that the services we offer are tailored to each individual customer and brings palpabil commercial value.



# BSD STRUCTURE

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[BSD Management](#) is an IT and Security consulting agency which offers a range of consulting services.

[BSD Academy](#) is an affiliated company which has an objective to increase the awareness in the area of IT and Information security. We design programs, tailored on information security as well as information technology.

To prove its competences and focus on information security and quality, BSD had successfully passed the ISO 9001, ISO 27001 Certifications.

# CERTIFICATIONS

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- Certified Information Systems Auditor (CISA)
- Certified Information Systems Security Professional (CISSP)
- CEH – Certified Ethical Hacker
- Certified Information Security Manager (CISM)
- ISO 27001 Lead Auditor
- ISO 27005 Risk Manager
- Certified in IT Infrastructure Library (ITILv3)
- The Open Group Architecture Framework (TOGAF 9)
- Certified in Risk and Information Systems Control (CRISC)



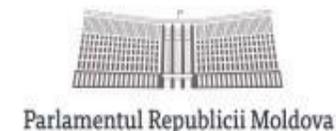
# BSD MANAGEMENT – CLIENTS



MOLDINDCONBANK



Moldtelecom



## BSD KEY SERVICES

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We are dynamic and agile. We re-design and develop new services according to market needs and requirements. The final result, expected by the clients, is our main objective.

# ADDRESSING CIO's CONCERNS



## *Enterprise of the Future*

Achieve competitive edge by leveraging new technologies to evolve the existing business model

## *Corporate IT Governance*

Establish, implement and optimize the IT Governance model

## *IT Assessment*

Evaluate of the as-is status to optimize IT resource utilization and effective business support

## *Information Security Management*

Prioritize business assets and balance information security investments

## *Business Continuity Management*

Preserve delivery predictability throughout major disturbance

## *ERP Quality assurance*

Consolidate all enterprise work streams into a comprehensive platform to better support top-level decisions



# INNOVATION AND STRATEGY

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Staying on top means monitoring and evaluating new technological advancements that might boost company growth and efficiency

## Objectives

- ✓ Adopt innovation as growth enabler
- ✓ Use IT as innovation partner to evolve the existing business model
- ✓ Obtain a clear understanding of business capability perspective
- ✓ Ensure that right technologies are selected to achieve Key Success Factors
- ✓ Establish a viable IT Strategy

Innovation *may* take you  
to the top

# INNOVATION AND STRATEGY

An efficient IT strategy will provide the “AS IS” state, the “TO BE” model and **clear strategic initiatives to achieve the desired future state.**

IT Principles and org. structure

- ✓ How is IT used within the business
- ✓ Providing directions for IT deployment

IT Investments

- ✓ Prepare and approve the IT Budget
- ✓ Prioritizing and monitoring investments

IT Architectures

- ✓ Structure and manage IT assets
- ✓ Establishing the integration approach

Business Applications

- ✓ How to best support business processes
- ✓ Selecting optimal software platforms

Data and Data Security

- ✓ What data is required for analysis
- ✓ Where and how data is processed/stored

IT Infrastructure

- ✓ Enable software and hardware assets
- ✓ Manage IT assets



# IT AUDIT / IT ASSESSMENT

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Current dynamic and competitive environment calls for effective solutions.

## Objectives

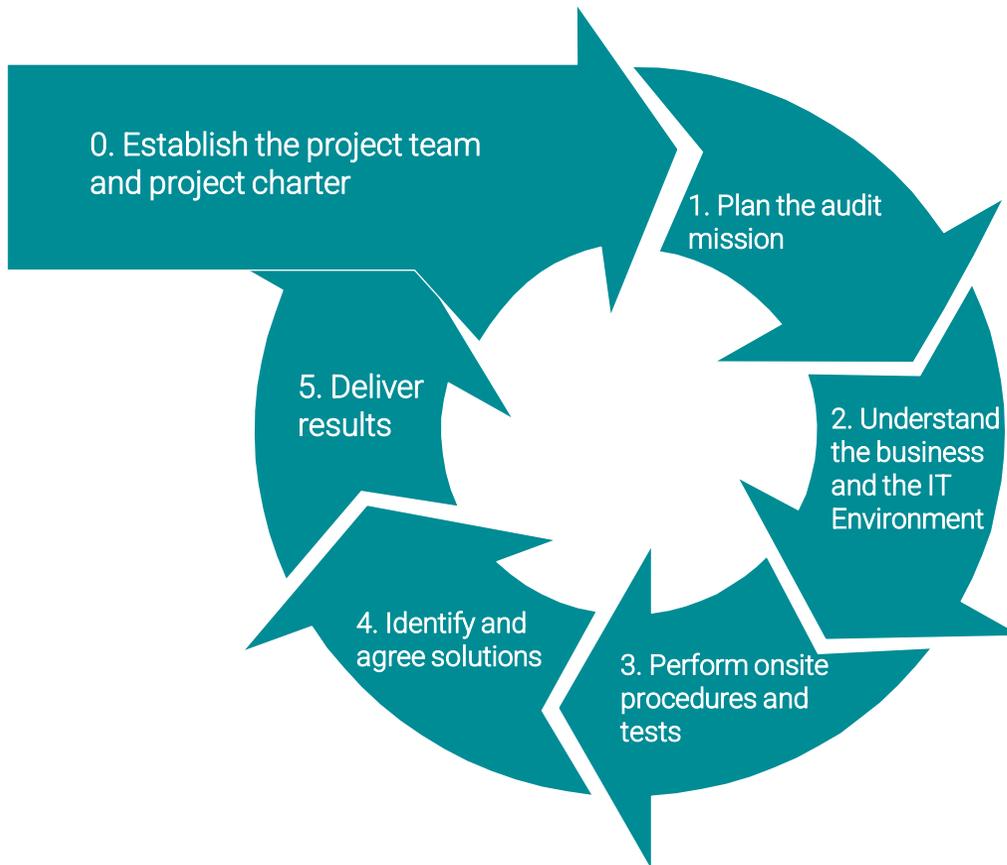
Achieve more flexible and sustainable business through:

- ✓ Efficient resources allocation
- ✓ Easy access to information
- ✓ Improved decision support
- ✓ Better controlled business processes

Is your IT keeping up?

# IT AUDIT / IT ASSESSMENT

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## Focus areas

- ✓ **Ensure** that information-related controls and processes are working properly
- ✓ **Ensure** that your technology initiatives are in line with business goals and best practices
- ✓ **Determine risks** to information assets, prioritize and mitigate
- ✓ **Reveal gaps** in compliance, security...
- ✓ **Save money** by using more efficiently IT resources (people, processes and technology)
- ✓ **Analyse the integrity of your data** and underlying technologies
- ✓ **Evaluate** the capability of **uninterrupted** operation delivery (BCP/DRP)
- ✓ Ensure that your company has **adequate and up-to-date software** licensing in place



# QUALITY ASSURANCE

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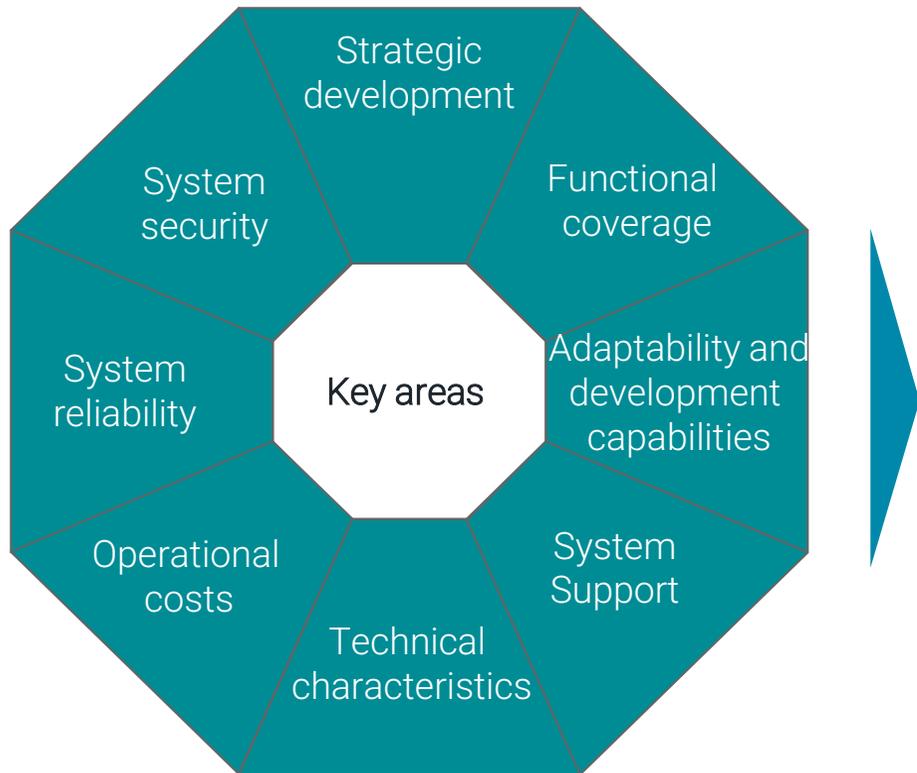
What can we do for you?

- Document the business case
- Support with the business decision
- Functional requirements definition
- Support in solution selection
- Quality assurance during the project (functional, performance, security testing)
- Go-live assistance
- Post implementation reviews

Allow you to focus on your core  
business

# SOLUTION QUALITY ASSURANCE

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## Goals

- ✓ Alignment with business strategic objectives
- ✓ Functionality responds to business requirements
- ✓ Coherence of solution design
- ✓ Effectiveness of the development process
- ✓ Compliance with integration requirements
- ✓ Compliance with security and reliability requirements

## Focus areas

- ✓ Top Management support
- ✓ Functional and technical requirements
- ✓ Data conversion and data migration
- ✓ Integration with other systems
- ✓ Acceptance testing and go live



# BUSINESS CONTINUITY (BCP)

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A **business-owned, business-driven** process

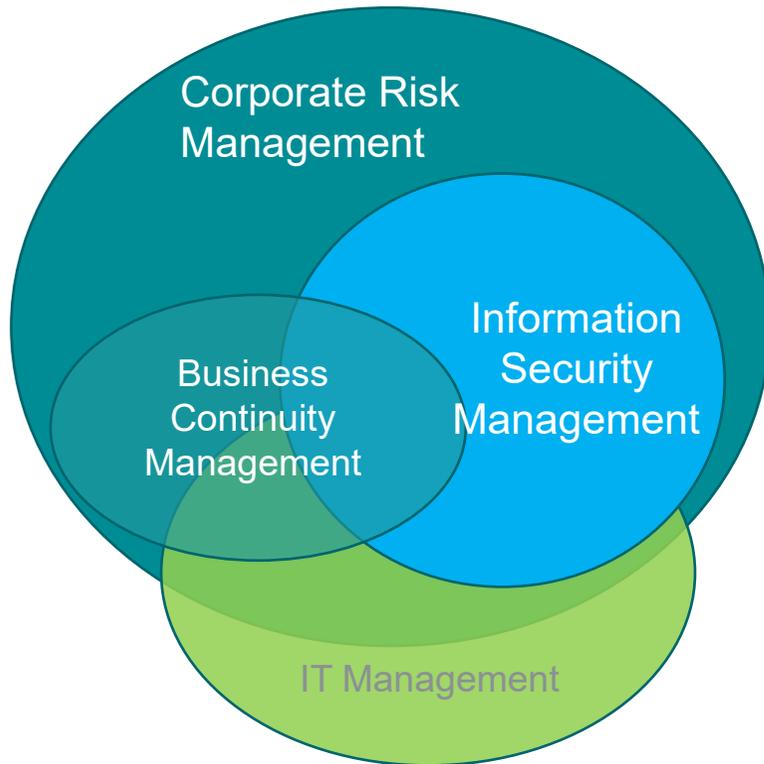
## PURPOSE

- Establish a framework to proactively improve an organization's resilience against major business disturbance
- Deliver a proven capability to protect the organization's reputation and brand

**IT 's only a piece of the puzzle**

# BUSINESS CONTINUITY (BCP)

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## Objectives

- ✓ Ensure safety of organization's employees
- ✓ Ensure continuous service and product delivery
- ✓ Minimize impact and financial loss
- ✓ Minimize impact on organization's public image
- ✓ Preserve competitive edge and market position
- ✓ Minimize inconveniences to the organization's clients and partners
- ✓ Ensure regulatory compliance

## Focus areas

- ✓ Continuity strategies defined as a result of the Business Impact Analysis (BIA)
- ✓ Organization structure established for both normal operations mode and disaster mode
- ✓ Clear communication lines established and exercised
- ✓ Proactive training and awareness programs



# INFORMATION SECURITY MANAGEMENT

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**Expanding gap** between security threats and defenses, because of :

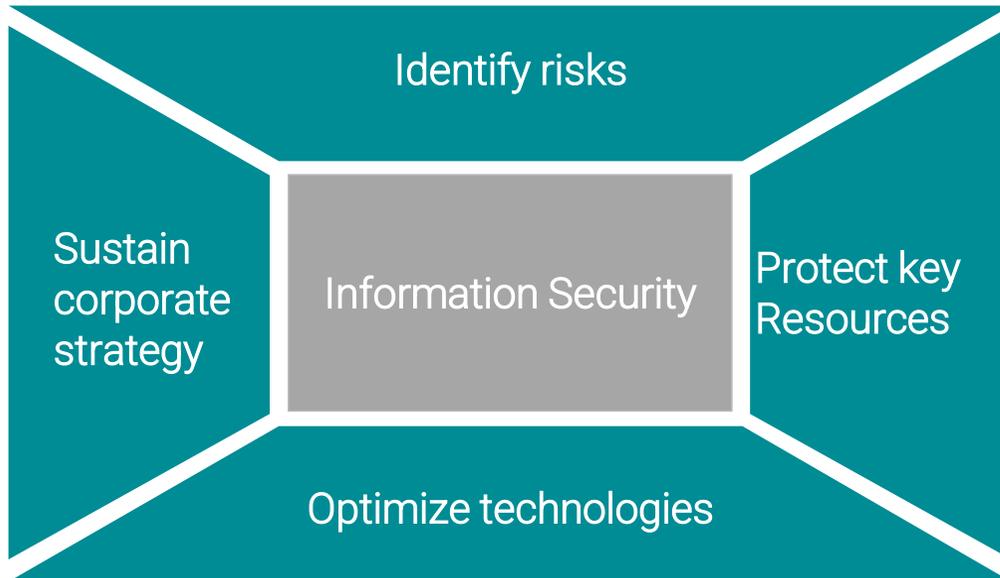
- ✓ New technologies stretch the threat surface
- ✓ Attack vectors gaining in complexity
- ✓ Immature technical architecture and processes
- ✓ Lack of IT alignment with the business
- ✓ Insufficient resources with the right skills and training

**Our security services are designed to support you establish, implement, operate, monitor, review, maintain and improve your security program.**

**Balanced approach to  
Information Security**

# INFORMATION SECURITY MANAGEMENT

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## Security challenges

- ✓ Unaware of the existing threats
- ✓ Ambiguous information related to current state of security, risk and incidents
- ✓ Reactive security
- ✓ Compliance focus only
- ✓ Expenditures are not optimized
- ✓ Strategy not aligned to business objectives or is missing
- ✓ Lack of proper information security skills
- ✓ Low level of awareness

## Focus areas

- ✓ Security risk governance and management
- ✓ People and organization
- ✓ Security methods and processes
- ✓ Security technologies and tools
- ✓ Security testing (penetration testing, manual check)
- ✓ Documentation

# CONTACTUS

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