

IBM Consulting



G-Cloud 15 IBM – Exposure Management Services

Service Definition Document

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IBM – Exposure Management Services

Service Overview

IBM provides a range of Exposure Management Services (EMS) to identify, prioritise, and remediate high-risk vulnerabilities. Increasing early visibility of weaknesses in your IT environment, enabling you to prioritise and resolve these, leading to reduced risk, prevention of data breaches and improving your cybersecurity risk posture. This vendor agnostic service includes tool deployment, management, and consulting. EMS also integrates with leading attack surface management tools, providing valuable insights for vulnerability remediation.

Features

- Modular service ranging from advisory and deployment support to a fully managed service.
- Integrate with native cloud service provider (CSP) tooling and/or your preferred tool(s).
- Automated ranking of vulnerabilities based on asset value and other key risk factors.
- Subject matter expertise to support with remediating vulnerabilities targeting your most important assets.
- Tailored configuration to identify vulnerabilities at the desired depth and frequency.
- Access to experience and expertise across IBM X-Force portfolio.

Benefits

- Prioritise remediation of your most critical vulnerabilities.
- Reduce overall costs to maintain your vulnerability management programme.
- Reduce false positives and free up your team to focus on other critical issues.
- Reduce the overall number of critical vulnerabilities and mean time to resolution (MTTR).
- Understand your attack surface and true exposure to attackers.
- Increased visibility of your IT assets, take control of your shadow IT.

Key Differentiators

- Extensive expertise supporting the most business-critical services for UK government, including Critical National Infrastructure.



- Flexible, tool agnostic services that can be tailored to your preferred solution.
- Programmatic approach to maturing your overall vulnerability programme with IBM as a trusted advisor.

IBM – Exposure Management Services

Addressing Business Needs

IBM – Exposure Management Services

provides enterprise-class scanning solutions, protecting your most important assets.

Our team can help you address key challenges that organisations like yours are facing today:

False Positives

Many automated tools can uncover false positives, causing wasted effort on fixing non-critical vulnerabilities.

Cyber Skills Shortage

Critical shortage of available resources with suitable skills to identify and remediate your critical vulnerabilities.

Asset Inventory

In a world of multicloud and bring-your-own- device (BYOD), existing vulnerability management solutions may not have visibility of all your organisations assets.

Manual Processes

Vulnerability management teams spend most of their time reviewing scan reports, and do not have the resources to prioritise and remediate critical vulnerabilities.

Vulnerability Remediation

Once vulnerabilities are identified, organisations struggle to identify where the asset lives, who owns it and ensure that vulnerabilities are fixed quickly.

Missed Vulnerabilities

Vulnerabilities without CVEs, like weak permissions and misconfigurations may be missed, and yet, are one of the biggest avenues attackers take to compromise an environment.



IBM – Exposure Management Services

Service Definition

We provide a variety of consulting and managed services that can scan, rank and remediate your most critical vulnerabilities.

Exposure Management Services is a modular service, that can be tailored to meet business requirements and align with potentially different levels of internal capability, providing commitment to service and quality levels throughout the engagement.

IBM – Exposure Management Services provides a full range of capabilities including:

Platform Operations

Design, deploy and configure your vulnerability scanning platform and its components. As well as performing tuning, optimisation and integration with enterprise tooling as required.

Scan Management

IBM's vulnerability management experts provide day-to-day management and oversight of scanning activity, with reporting and scheduling tailored to your needs.

Vulnerability Prioritisation

Use X-Force Red Risk Score to prioritise fixing the highest risk vulnerabilities to your organisation.

Remediation Governance

X-Force Consultants will develop remediation plans for critical vulnerabilities and meet with your IT leadership to discuss fixes and provide remediation guidance.

Attack Surface Management

Identify exposures, uncover shadow IT, and reduce your external attack surface.



IBM – Exposure Management Services

IBM Approach

We bring the benefit of having worked with the world's largest organisations, transforming complex, critical services. Our approach is based on robust methods, processes and personalised engagement.

We focus on your business needs and developing trusted long-term relationships, underpinned by industry-leading experience and capabilities. We want you to get the best out of every engagement and to deliver outcomes that matter for your organisation.

Our approach is tailored to your needs and flexible to support all delivery models. We offer established programme and portfolio capabilities that can be aligned with your internal governance and methods, linking to industry recognised standards such as CAF, GovS 007, NIST and ISO27001.

We bring specific skills and attitudes including:

- Proven delivery track record working in complex environments
- Access to specialists who understand the lessons and risks for transformation
- Being able to advise, support and transfer knowledge with your teams
- Implementing strong governance, defined collaboratively within the context of robust methods and processes
- Bringing an integrated and controlled planning approach
- Proactive identification and management of risks and issues based on experience
- Working across complex existing and new platforms
- Experience with the latest technologies, tools and delivery methods

We work to manage the complexity of key business projects, programmes and portfolios, communicating with clarity and helping you make informed decisions.

IBM – Exposure Management Services

Why IBM

IBM provides a unique blend of cybersecurity and business expertise to help organisations through their transformation journey including:

- Extensive expertise supporting the most business-critical services for UK government, including Critical National Infrastructure.
- Access to the latest, dynamic testing methodologies providing up to date insights on any identified vulnerabilities.
- Flexible subscription model to support changes in your testing requirements.
- X-Force Red Portal provides a single pane of glass to schedule tests and review findings.
- Call on a team of >200 X-Force hackers, researchers and thought leaders with experience serving clients and industries worldwide.



IBM – Exposure Management Services

Value and Outcomes

IBM's goal is to uncover high risk vulnerabilities and help you remediate them before attackers can find them.

We focus on your business needs and developing trusted long-term relationships, underpinned by industry-leading experience and capabilities so that you can be confident in the support of your critical services.

Platform Operations

Reduce overall costs to manage and maintain your vulnerability management programme.
Reduce false positives and frees up precious resources to focus on other critical issues.

Scan Management

Identify high risk vulnerabilities within minutes, those with and without CVEs.
Provides actionable insights for prioritisation and remediation teams.

Vulnerability Prioritisation

Reduce mean-time-to-resolution (MTTR) through proper prioritisation and focus.

Remediation Governance

Reduce the number of critical vulnerabilities within months.

Attack Surface Management

Understand your true exposures and take control of your unknown assets.

This is IBM in the UK

We have worked together with organisations in the UK for over 100 years, with a rich history of joint innovation and achievements, built on trusted relationships.



Cloud

Together, IBM and Red Hat are working to deliver the world's only **next-generation hybrid multicloud platform**



Economy

IBM has been **integral to the UK economy for >100 years**, and is one of its largest tech employers



R&D

In the UK alone, IBM invests **£170 million in R&D** each year



Quantum

IBM Q, the world's most advanced quantum computing initiative for commercial use, is being used by CERN



Environment

IBM's focus on sustainability began in 1971 with our first environmental policy



Artificial Intelligence

IBM develops **watsonx based generative AI solution** for the Austrian federal armed forces to provide **fact-based evaluation and classification** for the ability to remain capable of acting in the light of risk scenarios.



Changing the world

IBM was awarded **World Changing Company of the Year 2019** by Fast Company



Royal recognition

29 UK IBMers received honours from the **Queen** for contributions to tech and society



Diversity

IBM won the **Global Diversity Award 2019** and the ENEI's **Gold Standard**



Graduates

IBM is committed to developing future talent – we are **Target Jobs' Graduate Employer of the Year 2019**



Volunteering

IBM dedicates **>20,000 volunteering hours every year** for a better society



Tech talent

IBM runs P-TECH schools in 18 countries, helping **>100,000 students build skills for careers of the future**



Inventors

IBM UK is home to many Master Inventors, with **>250 patents filed last year alone**

IBM