MIEL e-Security Private Limited

Information Brief

Disclaimer

The sole purpose of this memorandum is to provide information on MIEL e-Security Pvt. Ltd. ("The Company") to those parties who have expressed an interest in the business carried on by MIEL and to assist them in assessing whether they wish to make an investment in the Company.

This document is strictly private and confidential and is intended solely for the information of the addressee of the accompanying letter /recipient. It is not an invitation for public subscription and should not be reproduced or circulated or used for any purpose other than assisting with the assessment of the Company by the persons to whom this memorandum is delivered. This document is made available to you strictly on the basis of the confidentiality agreement that has already been signed and returned by you and constitutes Confidential Information for the purposes of that agreement, and accordingly this document, and all Confidential Information provided, are returnable to MIEL in accordance with the terms of the confidentiality agreement. Any person in possession of this memorandum should familiarize themselves with the terms of the confidentiality agreement before reading, circulating or using this memorandum.

Notice is given that:

1. The information relating to the Company contained herein has been provided by the Company. This information has not been independently verified.

2. In no circumstances will the Shareholders, the Directors, the Company, or any of their respective subsidiaries, affiliates, representatives, directors, officers, employees, advisers or agents (collectively "the Relevant Parties") be responsible for any of the information in this memorandum, including the forecasts and details on the market. These are supplied as a guide only and do not purport to contain all the information that an interested party may require. By accepting this memorandum the recipient acknowledges that it will be solely responsible for making its own investigations, including the costs and expenses incurred, and forming its own view as to the condition and prospects of the Company and the accuracy and completeness of the statements contained herein.

3. This memorandum includes certain statements, estimates, forecasts and projections provided by the Company with respect to the anticipated future performance of the Company. Such statements, estimates and projections reflect various assumptions concerning anticipated results and are subject to significant business, economic and competitive uncertainties and contingencies, many of which are or may be beyond the control of the Company. Accordingly, there can be no assurance that such statements, estimates, forecasts and projections will be realized. The actual results may vary from those projected, and those variations may be material. No representations are or will be made by any party as to the accuracy or completeness of such statements, estimates, forecasts and projections or that any projection will be achieved.

4. None of the Relevant parties has any authority to make or give any representation or warranty whatsoever in relation to the business or prospects of the Company and makes no such representation or warranty.

5. The information continued herein and any further information (whether written, electronic or oral) relating to the Company supplied by any of the Relevant Parties is, and will be, supplied on the condition that none of the Relevant Parties or any other person whatsoever is liable for any error, omission, or inaccuracy therein nor for any loss or damage sustained by a purchaser of the business placing reliance on such information, including any error or omission or inaccuracy resulting from any negligent act or omission of any of the Relevant Parties or any information, including any error or omission or inaccuracy resulting from any negligent act or omission of any of the Relevant Parties or any other person. No party accepts any responsibility or gives any undertaking to provide further information, including any information required to correct any earlier inaccuracy or error.

Disclaimer

4. The information contained herein does not, and will not, form any part of a contract or offer for sale. Furthermore it does not constitute an offer capable of acceptance and no binding commitment may be entered into on the basis of the information contained herein.

5. None of the Relevant Parties undertake to accept the highest, or any, offer and they reserve the right to accept or reject any offer for any reason. They reserve the right to negotiate with one or more potential parties at any time and to enter into a definitive agreement for a transaction involving the Company without prior notice to the recipient of this memorandum or other potential investors. They also reserve the right to terminate, at any time, further participation in the investigation and proposed process by any party, to modify any of the rules or procedures set forth herein or any other procedures without prior notice or assigning any reason therefore or to terminate the process contemplated hereby. They reserve the right to take any action, whether in or out of the conduct of the Company's business, or the process contemplated by this memorandum.

6. Neither the receipt of this memorandum nor any information (whether written, electronic or oral) made available in connection with the proposed transaction constitutes, or is to be taken as constituting, the giving of investment advice by any of the Relevant Parties.

7. Any proposal to make an investment in the Company made in due course must be in accordance with the procedure described separately in the letter from MIEL addressed to each recipient.

10. Only those particular representations and warranties which may be made in a share agreement (which will not contain any representations or warranties as to this memorandum) when and if it is finally executed, and subject to such limitations and restrictions as may be agreed, shall have any legal effect. Accordingly no representations or warranties are given in, or in respect of, this memorandum or any further information supplied.

11. This memorandum should not be considered as a recommendation by any of the Relevant parties to make an investment in the Company, and recipients interested in making such an investment in the Company are recommended to seek their own independent financial, legal and other advice from persons authorized and specializing, as necessary, in investment of the kind in question. Recipients should be aware that any investment activity may expose them to a risk of losing the property invested.

12. Recipients of this memorandum in jurisdictions or outside India should inform themselves about and observe all applicable legal requirements in their jurisdictions. In particular, the distribution of this memorandum in certain jurisdictions may be restricted by law and, accordingly, recipients represent that they are able to receive this memorandum without contravention of any unfulfilled registration requirements or other legal restrictions in the jurisdiction in which they reside or conduct business.

Table of Contents

Executive Summary

Strong Growth Momentum in Information Security (IS) Industry	• Heightened risks to organizational IT assets and data; and rising costs of non-compliance are spurring companies to increase there IS budgets • Going forward, increasing sensitization towards benefits of IS adoption will result in market demand for IS further Shooting up
MIEL is a 360^0 Solution Provider in the IS Industry	• A pioneering, pure-play IS organization, clearly differentiated from the competition in terms of solution profile, IS expertise and Scale • Proven track record of Large-scale roll-outs of IS solution for a reputed client-base across industry verticals, supplemented by quality resource pool and state-of-the-art organizational
Financials	• Registered a CAGR of 11.57% over the 3 years (FY10-FY12); Slow down in FY13 due to working capital constraints . Appropriate level of capital infusion can catalyze exponential business growth accompanied by sharp improvement in EBIDTA margins to 31% in 5 years.
Proposed Transaction	The Company intends to raise equity capital & debt, which will be used for: • Expansion of current platform ; selective geographical expansion • Monetizing and scaling up its Intellectual Property • Marketing and Branding • Client mining to increase share of IS Spend of existing clients • Hiring of best-in-class talent • Working capital to support accelerated growth & Debt re-structuring

Overview of Information Security

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Introduction to Information Security

Information security (IS) refers to protecting information and information systems from unauthorized access, use, disclosure, disruption, modification or destruction.

Three Objectives of Information Security

Ensuring that information is accessible only to those authorized to have access

Confidentiality

IS

Integrity

Availability

Safeguarding the accuracy and completeness of Information and processing methods

Ensuring that authorized users have access to information and associated assets when required

IS Application Stretches Across Multiple Layers : MIEL's Comprehensive Approach

Info

Hardware

OS

Database

Application

Network

Physical

Personal

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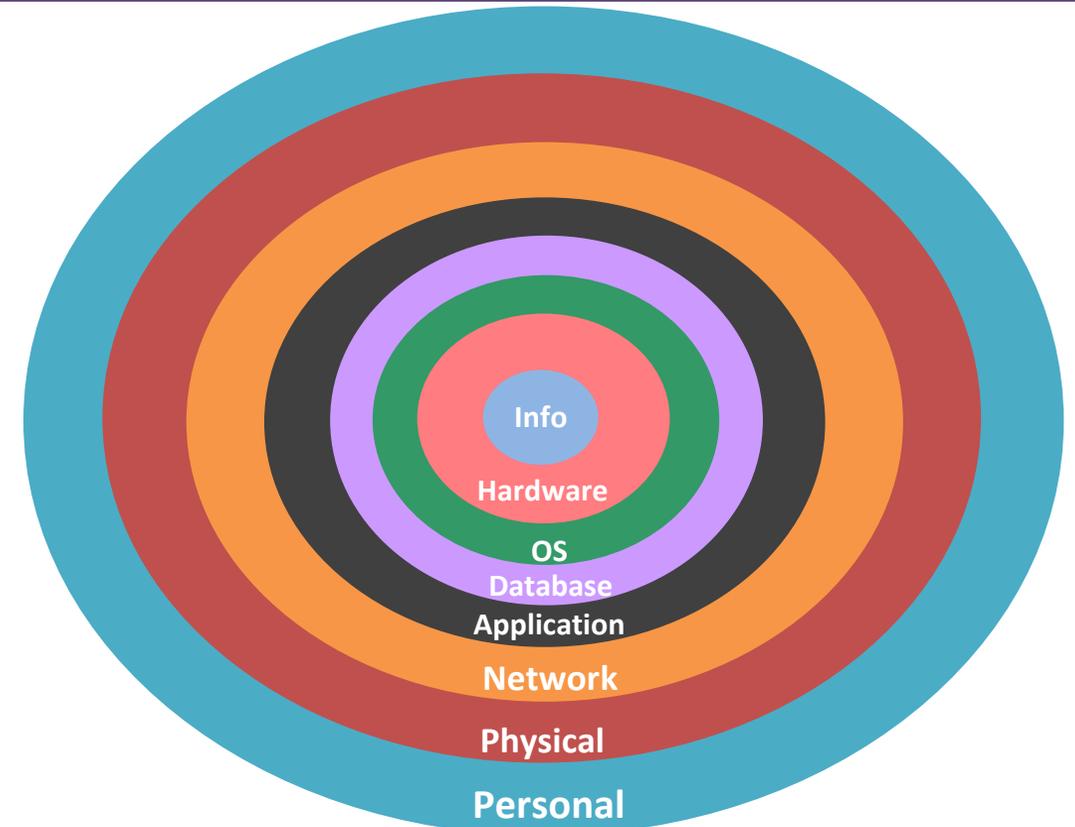
Scope of Information Security

Multiplicity of Information assets, locations and threats compounds the IS application Canvas

Information Assets

- Printed or written on paper
- Stored electronically
- Transmitted by mail or electronic means
- Shown on corporate videos
- Spoken in conversations
- Classified Information like IP, business plans, customer details

Information Locations

- Hard disks of servers, desktops
- In back up media (tapes, CDs etc.)
- Documents (reports, forms)
- Internet Web Servers
- E- mail boxes
- In trash cans : physical and logical
- Employees
- Contractors
- Service providers & custom

Information Security Threats

- Physical theft (theft of devices, media)
- Logical theft (illegal copying, stealing password)
- Social Engineering
- Data Corruption (virus attack, forgery, sabotage, fraud)
- Data Denial (denial of service, business continuity risk)

Information Security: The Opportunity

Rising Business Cost & Regulatory Needs

Sharp Rise in Cost of IS Breach

Chart: Average Cost Per Security Incident in USD (Cost in USD, y-axis 0–700) by Respondents: All Respondents (~530), Front-runners (~635), Firefighters (~660), Leaders (~420)

Chart: Average Number of Security Incidents (No. of Security Incidents, y-axis 0–4000) by Year: 2011 (~2550), 2012 (~3000), 2013 (~3750)
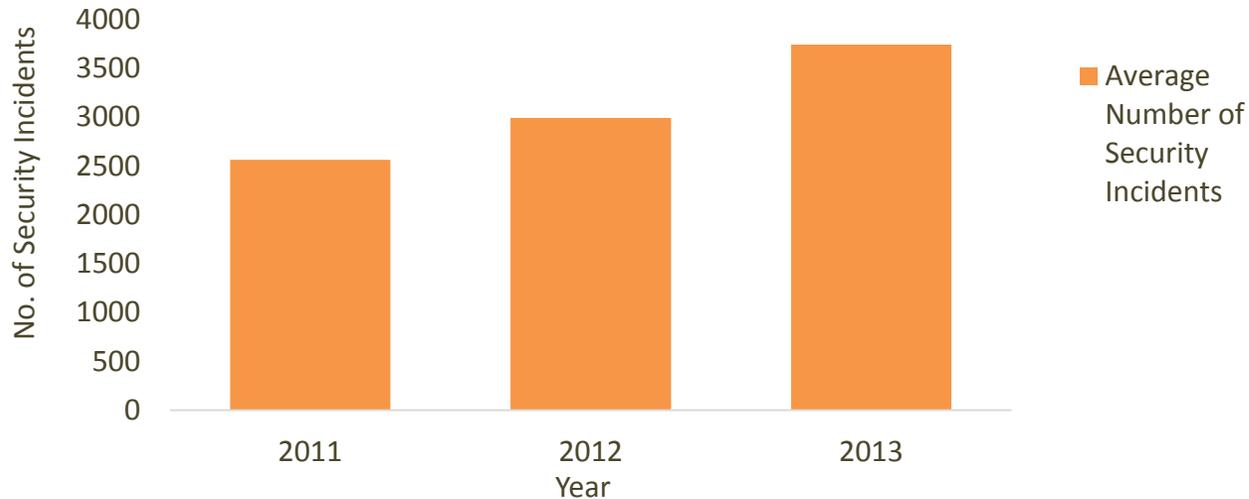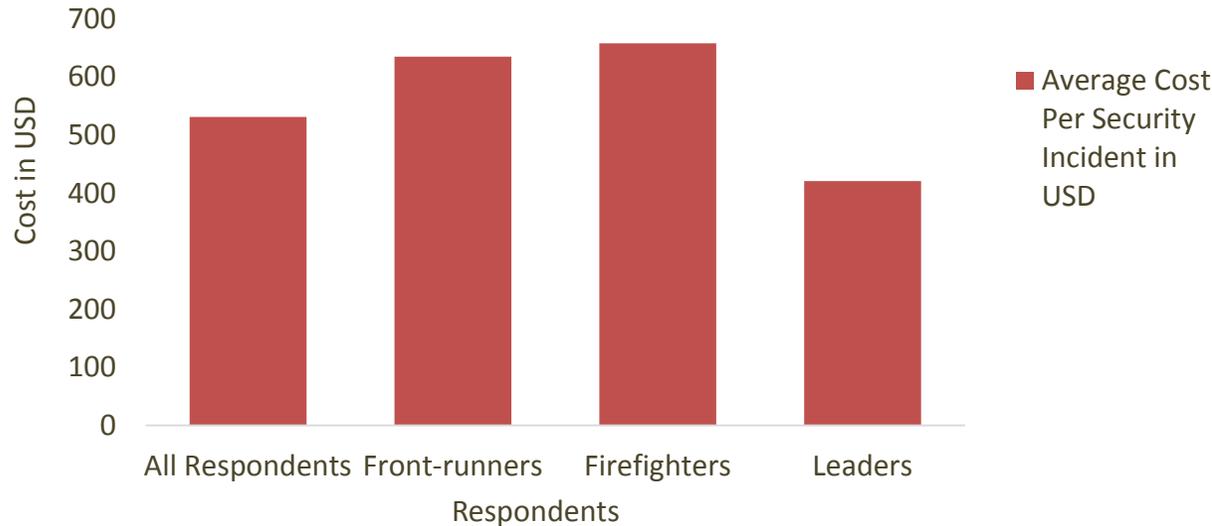
Increased Regulatory Compliance

Logos: PCI DSS Compliant, HIPAA, CoBIT (Governance, Control and Assurance for Information and Related Technology), ISO, U.S. Department of Homeland Security, The Sarbanes Oxley Act, Data Protection Act 1998

51% increase in incidents that reported losses of **$10 Million-plus since 2011**

IT Security Incidents are increasing, compounded by their **high business impact** and **increasing regulatory requirements**, is resulting in enterprises resorting to pro-active Information Security Management

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Sources of Security Incidents
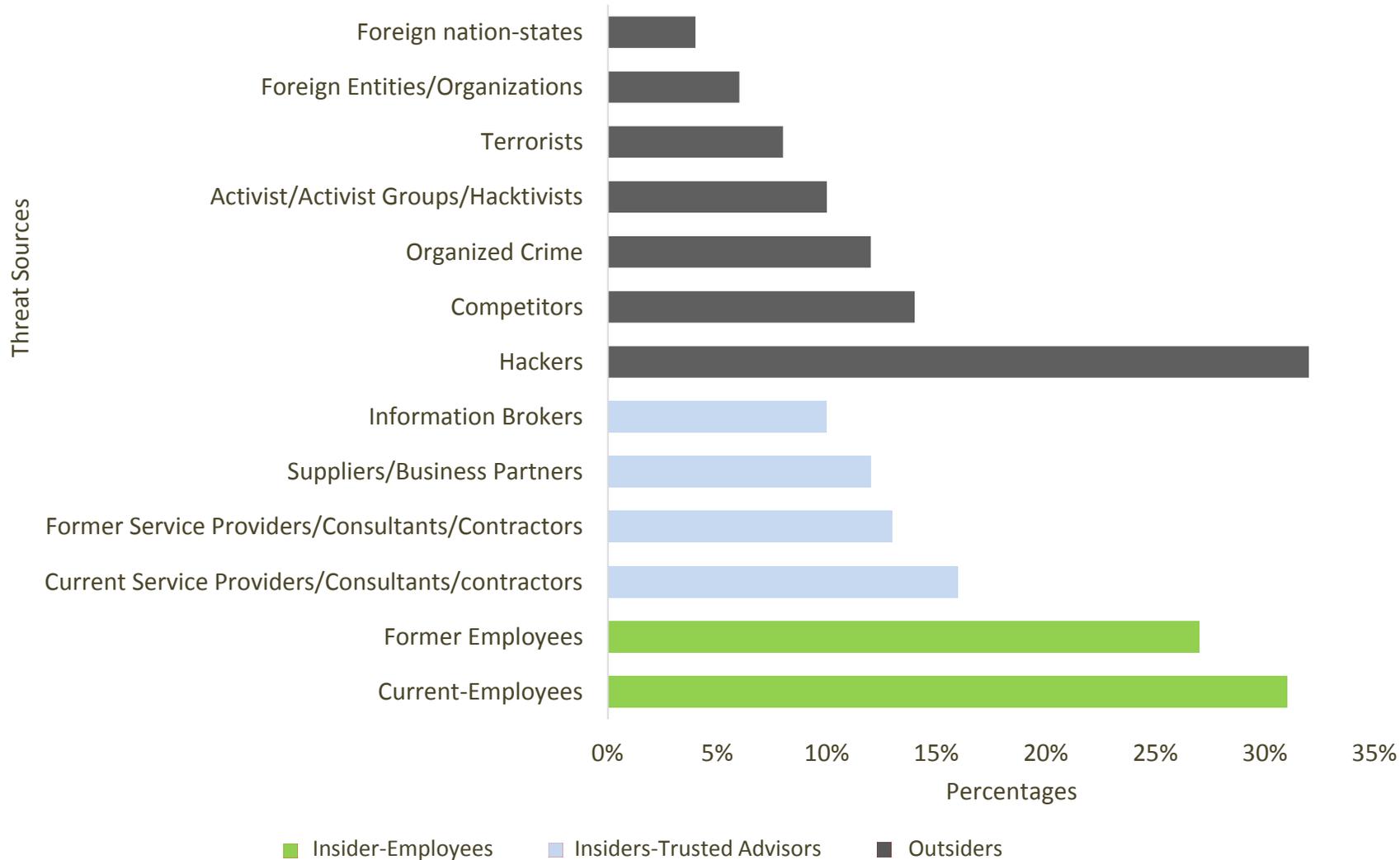
Insider threats are looming larger than in the past. **1/3rd** of US respondent do not have an incident response plan for dealing with insider security incidents

External Risk Factors – High Profile Threat Actors particularly "**Hackers**": **32%** Respondents attributed security incidents to hackers, an **increase of 27% over last year**

Sources of Security Incidents
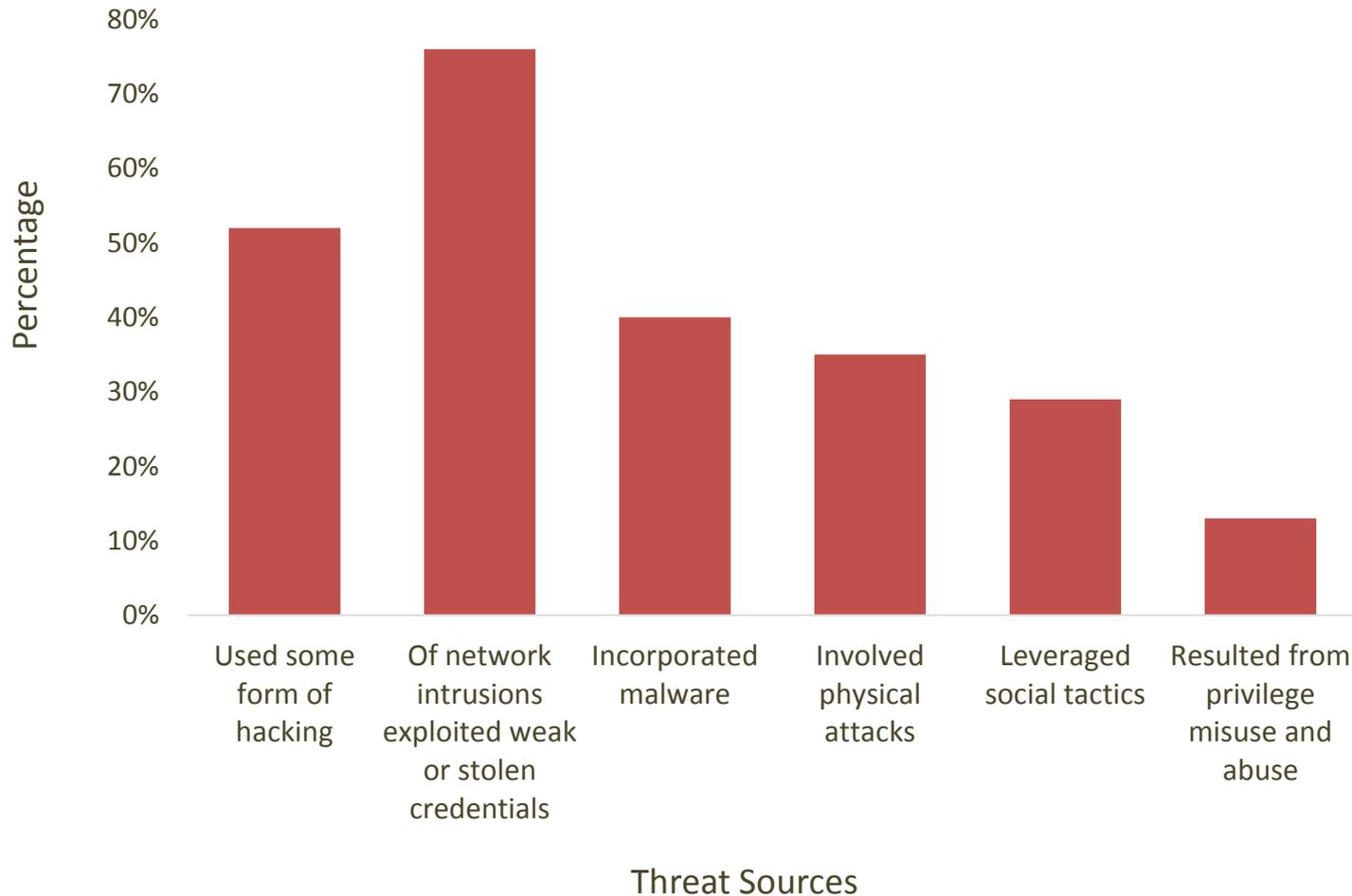
ROOT CAUSE OF DATA BREACH
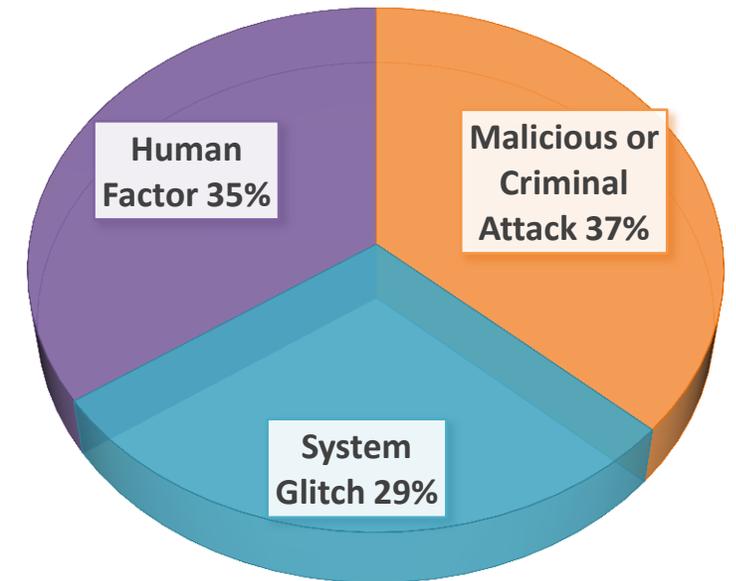
Insider Actions ranged from simple card skimming to far more complicated plots to **smuggle corporate IP** to competitors

Lack of Safeguards & Impact…

Security Policies & Safeguards currently in place

Chart — Percentage (0%–100%) for Security Practices, comparing All Respondents (blue) and Leaders (green):
- Security strategy aligned with business needs
- Standards for external partners, customers, suppliers, vendors
- A centralized security information management process
- A senior executive who communicates the importance of security
- Cross-functional team coordinates/ communicates security issues

Impact of Security Incidents

Chart — Percentage (0%–40%), Impact of Security Incidents (red):
- Employee Records Compromised
- Customer Records Compromised or Unavailable
- Loss or Damage of Internal Records
- Identity Theft (Client or Employee Data Stolen)

Employee and **Customer data** are the most likely types of information to be siphoned off

Current **data protection** efforts are **not effective** or **focused** on the right risks

24% of respondents reported **loss of data** as a result of security incidents, a **hike of 16%** over 2012

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Lack of Safeguards & Impact

Timeline of Data Breaches
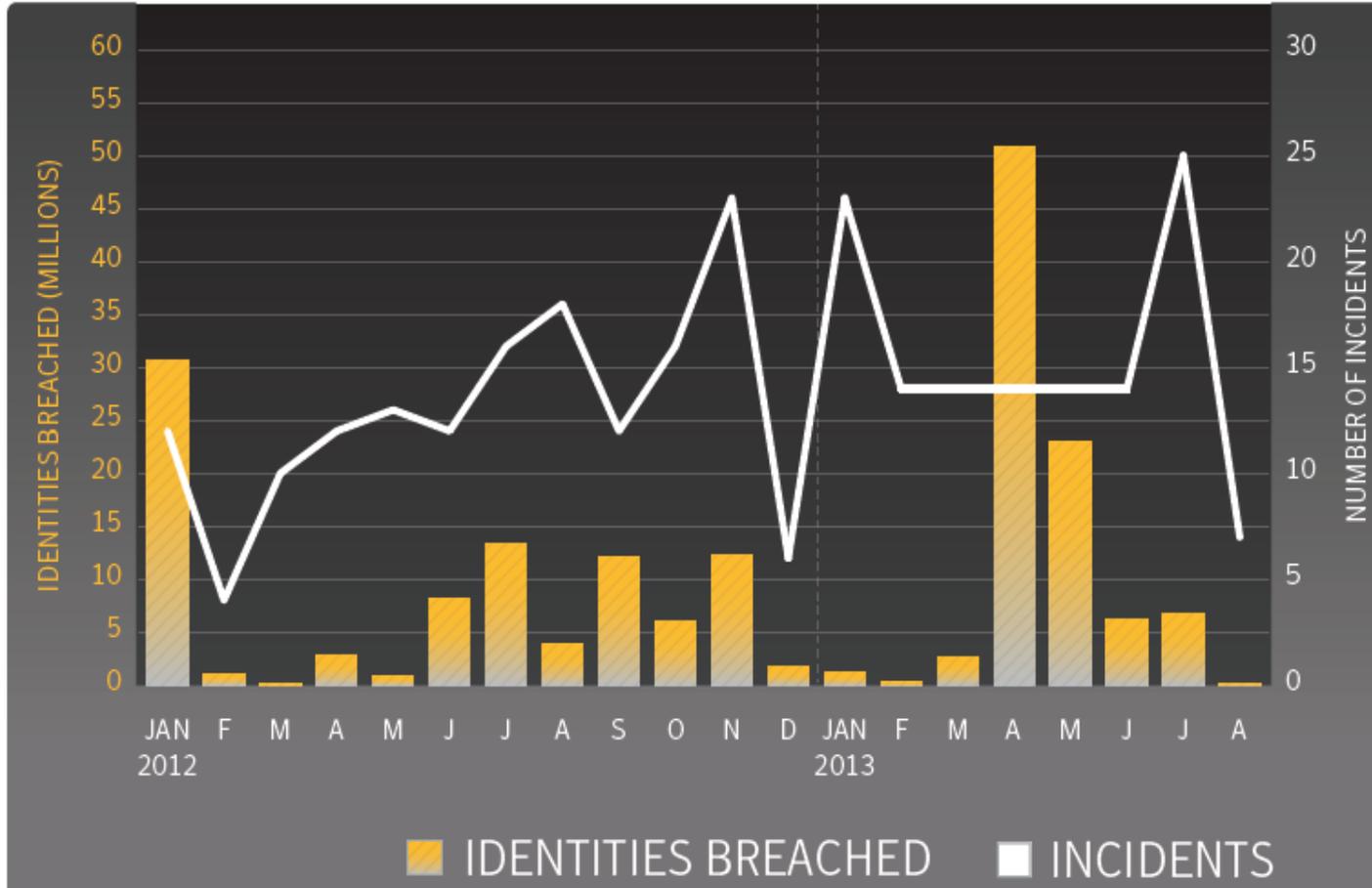
Top 5 Data Breaches by Type of Information Exposed

Information Exposed in Breaches

% OF ALL BREACHES

Real Names — 53%

Birth Dates — 38%

Gov ID numbers (Soc Sec) — 33%

Medical Records — 27%

Home Address — 25%

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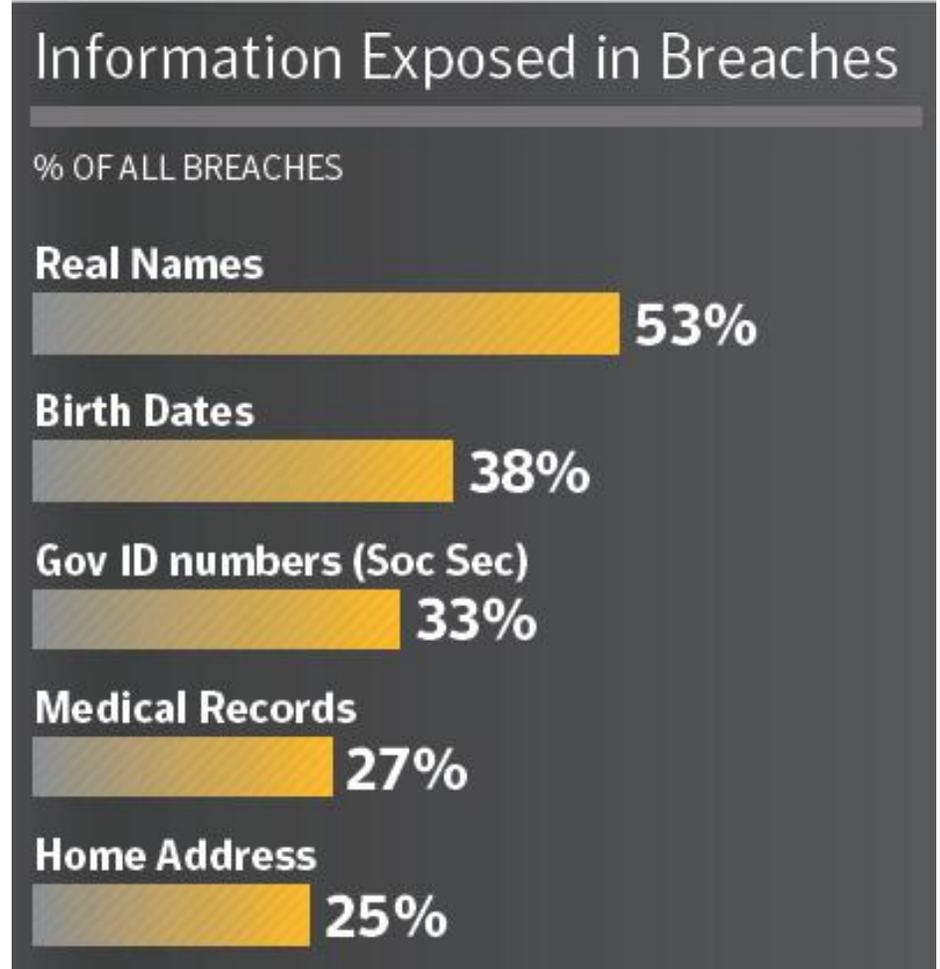
Security Incident Victims

Organizations Spoofed in Phishing Attacks:

- **Financial** 66.8%
- **Information Services** 27.0%
- **Retail** 4.2%
- **Computer Software** 1.8%
- **Communications** 0.6%

A bar chart with Percentage on the y-axis (0% to 40%) and Types of Incidents on the x-axis:

- Breaches affected financial organizations: ~37%
- Breaches aoccurred in retail environments and restaurants: ~24%
- Network intrusions involved manufacturing, transportation, and utilities: ~20%
- Network intrusions hit informatino and professional services firms: ~20%
- Breaches impacted larger organizations: ~38%

A Definite **relationship** exists between **Industry** and **Attack Motive** which is most likely a byproduct of the **Data Targeted**

Ex: **Stealing Payment Cards** from **retailers** and **Intellectual Property** (IP) from **Manufacturers**

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Major IS Breaches: 2013

Data mined

Timeline of cyber attacks on the ABS

Aug 3, 2010
- Attacks against main servers on day before house price data released

Sep 23
- 2 low-risk attacks on Ausstats data, day before credit data released
- Traced to Croatia

Sep 8, 2011
- 66 attacks, traced to Chinese university on morning on unemployment data release

Sep 15
- Several attacks on servers of unknown severity
- ABS redcated some information about attack

Sep 21
- 11 attacks against web servers of unknown severity the day before inflation data released

Jun 12-13, 2012
- 37 attempts to access servers and guess password over 24 hours
- Attacked day before detailed labour force data

Jun 21
- On day of major census data release, ABS is attacked more than 6000 times (22 successful) to find vulnerabilities in website servers

Jul 10-11
- Nearly 10,500 attacks (229 successful) on day before unemployment data released

Oct 3
- 35 attack attempts on web servers to guess passwords on day before retail trade data release

Oct 5
- Attack attempt on web servers

Oct 10
- Attack attempt on web servers on day before price-sensitive labour data released

Oct 20-27
- Week-long attack on web servers involving 131 attempts to access sensitive data

- Same week as release of consumer price index

Nov 9
- 53 attempts on web servers, linked to a China mobile account
- Day before housing finance data released

Dec 6
- Unknown access attempt

Dec 26
- Attack attempts from a range of Chinese sources

This is a low volume attack by a couple of external address [sic] and so is unlikely to be automated in nature. ABS

SOURCE: ABS

Evernote hacked, forces millions of users to reset their passwords

BUSINESS / 04 MARCH 13 / by PHILIPPA WARR

LivingSocial security notice

LivingSocial recently experienced a cyber-attack on our computer systems that resulted in unauthorized access to some customer data from our servers. We are actively working with law enforcement to investigate this issue.

The information accessed includes names, email addresses, date of birth for some users, and encrypted passwords -- technically 'hashed' and 'salted' passwords. We never store passwords in plain text.

The database that stores customer credit card information was not affected or accessed.

Although your LivingSocial password would be difficult to decode, we want to take every precaution to ensure that your account is secure, so we are expiring your old password and requesting that you create a new one.

For your security, please create a new password by clicking the button below.

change your password now

Drupal™

Drupal Homepage | Log in / Register

Community

Community Home   Getting Involved   Chat   Mailing Lists   Member Direct

General » News and announcements

Important Security Update: Reset Your Drupal.

THE TODAY FILE

Your guide to the latest news from around the Northwest

MORNING MEMO | THE BLOTTER | TRAFFIC & TRANSIT | WEATHER BEAT

May 9, 2013 at 11:14 AM

State courts office hacked; Social Security, driver-license numbers may have been accessed

Posted by John de Leon

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Comments
Print

The Associated Press

OLYMPIA – The Washington state Administrative Office of the Courts was hacked in February, and up to 160,000 Social Security numbers and 1 million driver license numbers may have been accessed during the data breach of its public website.

Officials with the courts announced Thursday that so far, it has been confirmed that 94 Social Security numbers were obtained. Initially, authorities didn't think confidential information was obtained, but following an investigation by the Multi-State Information Sharing and Analysis Center, the broader breach was confirmed in April, said courts spokeswoman Wendy Ferrell.

Frequency of IS attacks have increased exponentially over the last year

About MIEL

MIEL Summary

Key Facts

Incorporated in 1999, MIEL is a leading end-to-end provider of Information Security solutions

- Head-quartered in Mumbai, with footprints across 19 countries

- A CERT-IN empanelled company

- A strong team servicing over 800 reputed clients across most verticals/industry segments

- Blend of Domestic and International Customers

- IT/ITeS and BFSI are major verticals

- Many firsts in the field of IS Education & Training

- Trained over 12,000 professionals from over 1,000 companies

- Majority ownership with the founder and the management team

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The Group

MIEL
Information Security Services, Training and Solutions Company
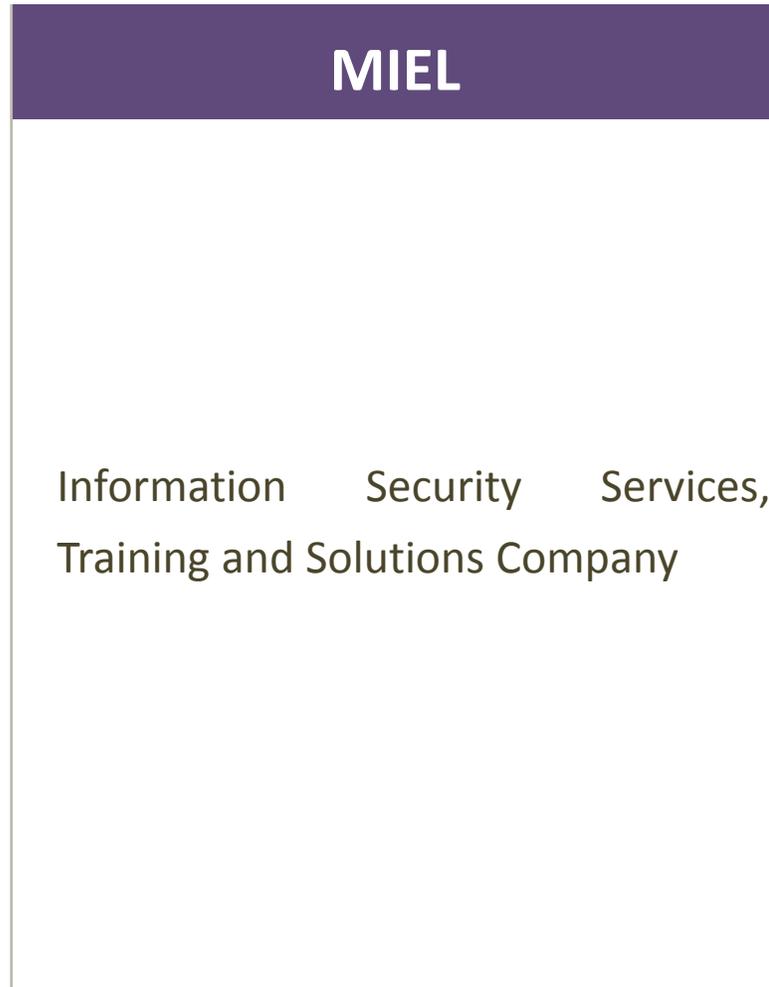
Organization Structure

Top Management Team

Name	Experience
Kutty Nair *Chairman & Managing Director*	• Has prior experience with ALCAN, Canada, spanning over 35 years globally • Irish National Award Winner for Management Services • Investor in companies in Ireland and India • Founder / Past Chairman of the Ireland- India Business & Economic Association
V. L. Mehta *Director*	• Handles technology related issues, planning & functioning of proof-of-concept centres • Over 30 years of IT experience which includes stints with IBM. Presently also heads Information Technology at Mukand group • Past Chairman of the Mumbai Chapter of Computer Society of India (CSI) • Conferred as fellow of Computer Society of India
Sanjay Bhutada *Director*	• Leads Services, international operations and strategic planning with over 22 years of experience • Ex - Merchant Banker with 10 years in corporate finance, consulting and investment banking • Instrumental in setting up global alliances at MIEL
Anuj Gupta *Director*	• Leads the Services & Emerging Technology division, with over 10 years of experience • Founder-CEO of Trident Infotech Services; which, before its takeover by MIEL, was recognized as a leader in security and storage products & solutions

Senior Management Team

Name	Experience
Kishore Deshpande *President – Services Division*	• Heads MIEL's Services Division, which includes Consulting & Education Services. • Has over 23 years of experience in Sales, Business Development & Operations and has earlier worked in companies like Microland, Datacraft, Ramco Systems etc. • He is a B.E (Electrical) from VRCE, Nagpur and is also certified on ITIL 2011 Foundation & CoBIT 5 Foundation. He has good exposure in handling Large accounts, high value deals, teams and geographies and also good knowledge on the Information security and Enterprise Computing market.
Rajesh Acharya *Head – Human Resources*	• Currently heads the Human Resources Unit at MIEL e-Security Private Limited. • Holds a Bachelor of Engineering degree in Mechanical Engineering from Mangalore University and a MBA in Human Resources from Sydenham Institute of Management Studies. He is currently pursuing the Diploma in Training & Development from the Indian Society for Training and Development (ISTD). • His professional experience spans over 16 years and has worked in the past with companies like Mukand Limited, Godrej & Boyce Mfg. Co. Pvt. Ltd., Atco Technologies.
Rajendran C *Delivery Head – Process & Technical Consulting*	• Heads delivery of our Process and Technical Services division. • He is a highly accomplished and well respected Information Security Professional with over 30 years of relevant experience including significant International exposure. • Has earlier worked in companies like EDS (MPhasis), Wipro etc. As he is directly involved in most of our major projects, there is a significant amount of value add which goes as our deliverables.

Senior Management Team

Name	Experience
Pushpa Redkar *Head – Business Development, Education Services*	• Has over 13 years of experience in IT Education out of which 9 years purely in IS Domain. • Responsible for Domestic and International markets, she is skilled in hands-on management of Sales and Business Development. • Specialized in Global Alliances, Collaborations and Client Relationship Management, she is mainly accountable for consistent growth in sales Revenue and overall smooth functioning of MIEL Education Division in line with Senior Management's Strategies.
Ajit Zanjad *Head – Emerging Technologies Group*	• Heads MIEL's Emerging Technology Group. • Has over 10 years experience in leading IT initiatives that supported the organisation's growth and operations in multiple countries. • He is a Hands-on leader, able to effectively bridge the gap between technology and operations. Having completed his BA, he is currently pursuing his MBA. • Has Professional certifications from Websense, Checkpoint, Cisco, Juniper, Arcsight, Symantec, RSA, Radware, TrendMicro etc.

Resource Base – Consulting Services

CERTIFICATIONS

- BS7799 3%
- BS25999 3%
- ITIL 6%
- COBIT 3%
- PMP 3%
- CISM 3%
- CEH 3%
- CHFI 3%
- CCNA 10%
- CISA 3%
- CISSP 7%
- ISO 27001 53%

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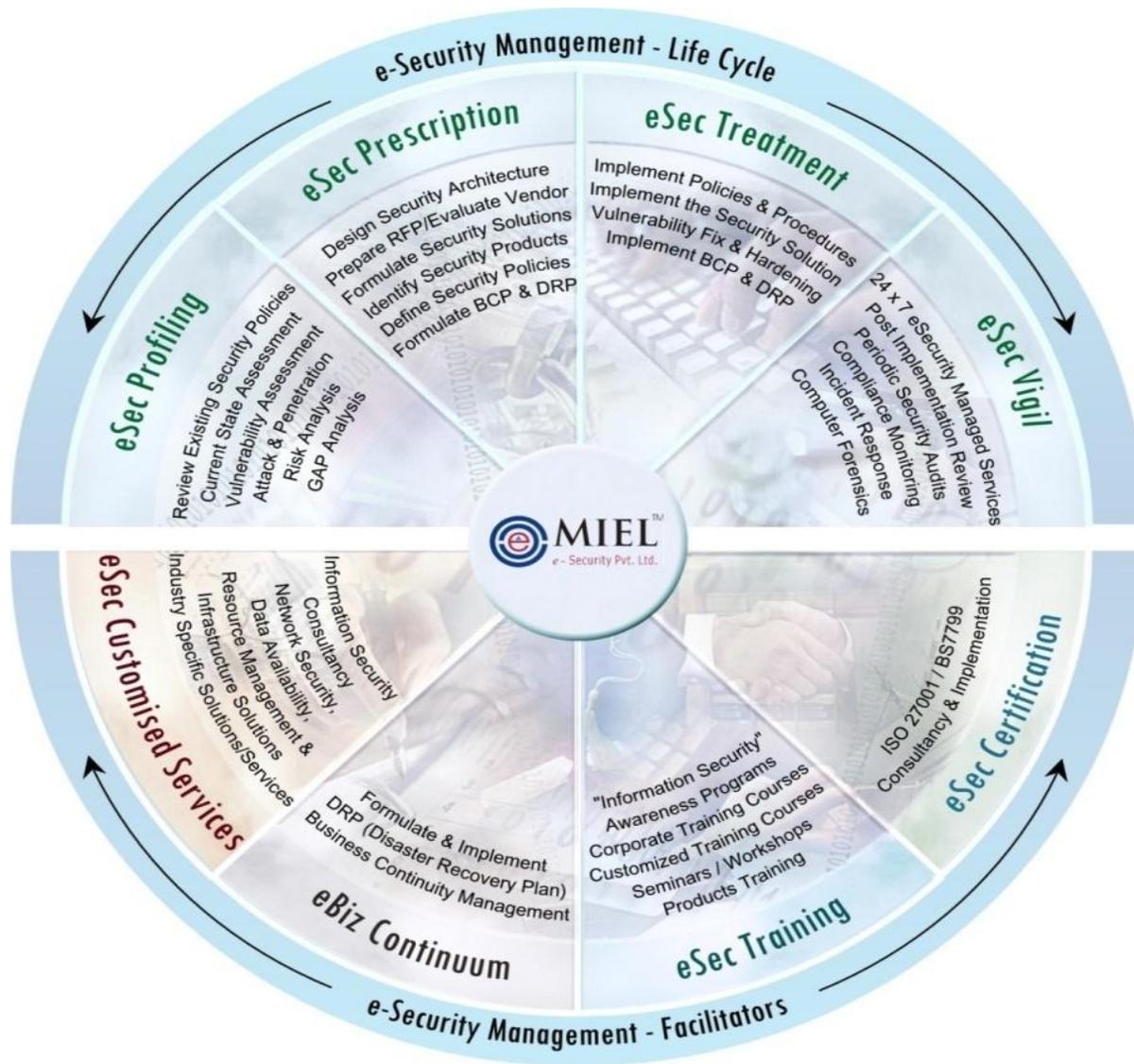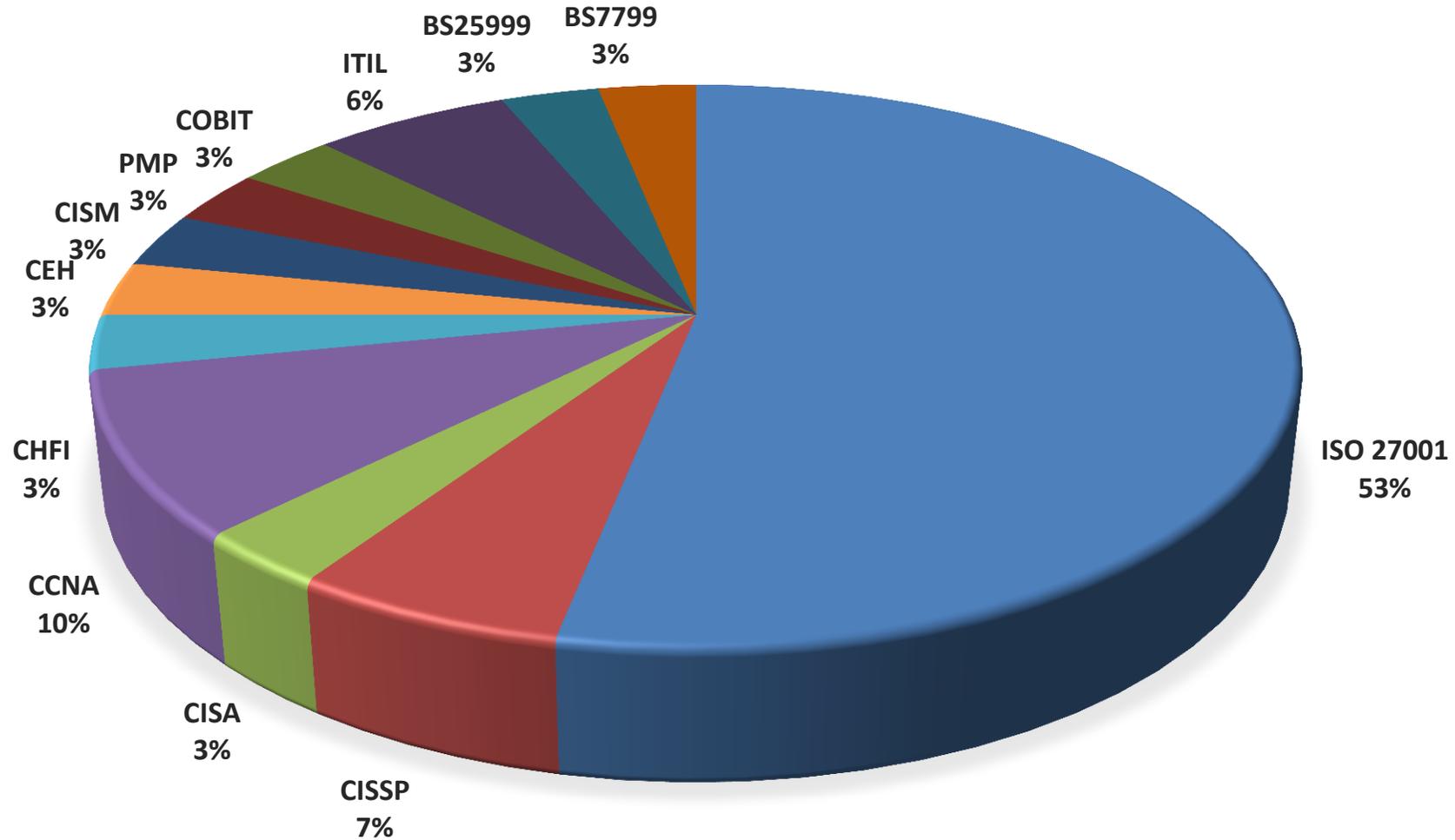
Resource Base – Consulting Services
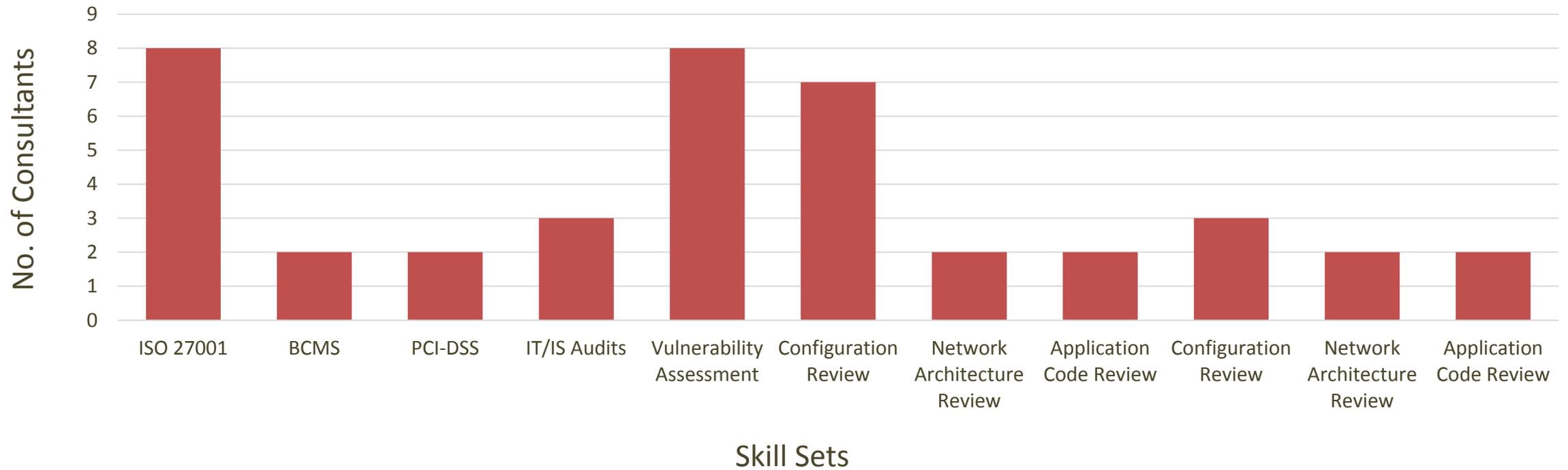
Resource Base – Emerging Technology Services

WEBSENSE CERTIFICATIONS

Legend:
- ESGA 101
- WSGA 101
- WSGA 201
- DSS 101
- DSS 201
- Triton Web Olympian
- Triton DLP Olympian
- DSS 7.7 101
- V10K-201
- WWS 101

Values: 16%, 23%, 9%, 30%, 7%, 2%, 2%, 4%, 2%, 5%
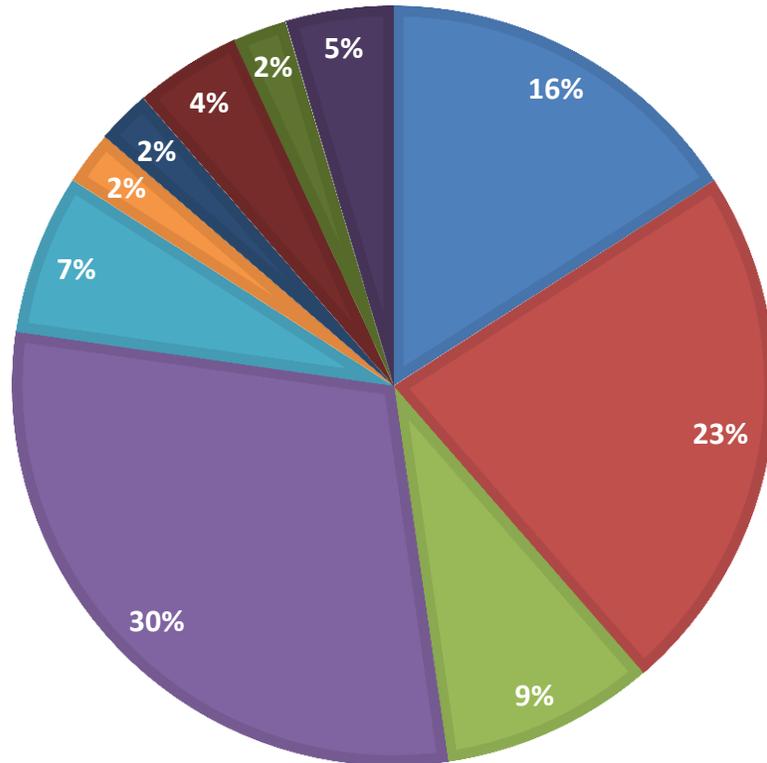
OTHER CERTIFICATIONS

Legend:
- PMP
- CEH
- ISS Technical V1
- ITIL V3
- EC Council
- ISO 27001
- CCNA

Values: 23%, 7%, 8%, 31%, 8%, 8%, 15%

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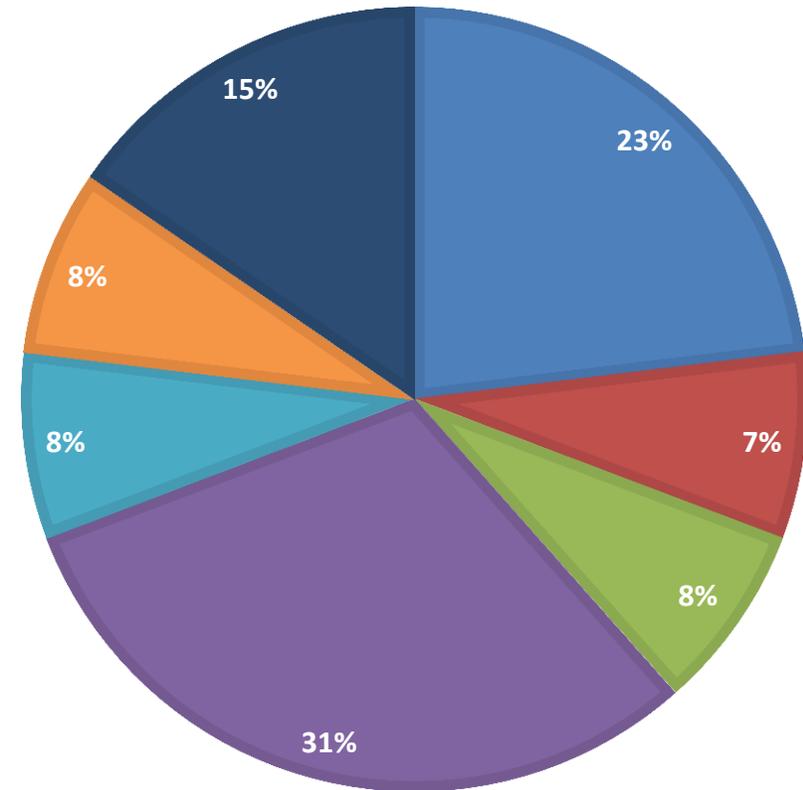
Resource Base – Emerging Technology Services
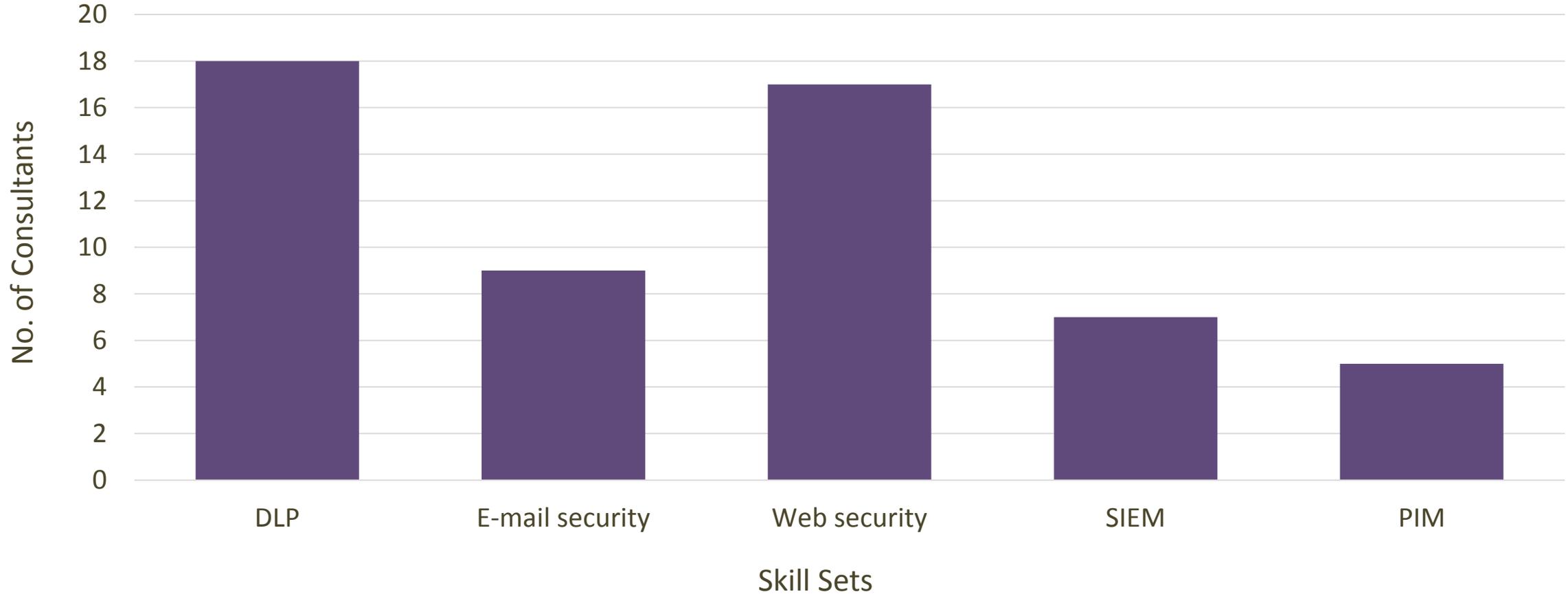
Skill Sets – MIEL Empanelled Consultants

PROCESS CONSULTING SERVICES
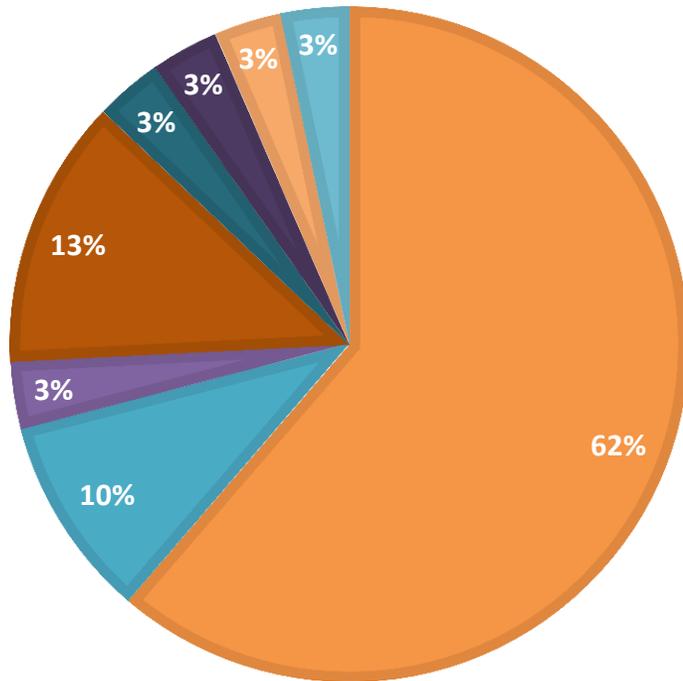
- ISO 27001
- IT Strategy
- ISO 20000
- BCMS
- SOX
- PCI - DSS
- SAS 70

TECHNICAL CONSULTING
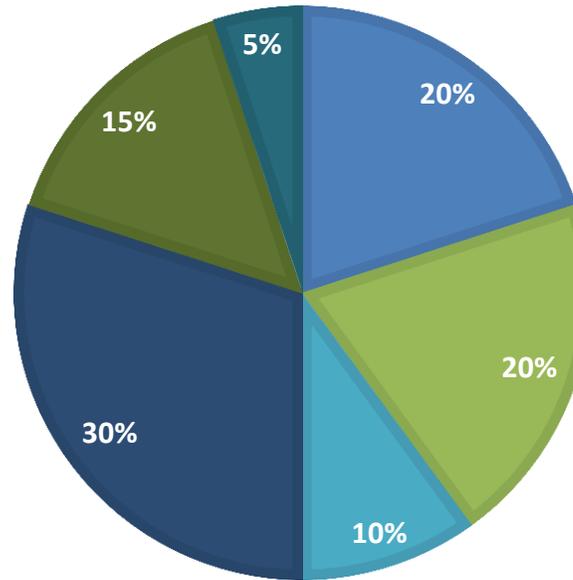
- Vulnerability Assessment
- Penetration Testing
- Application Security
- Configuration Review
- Network Security Architecture Review
- Application Source Code Review

TRAINING
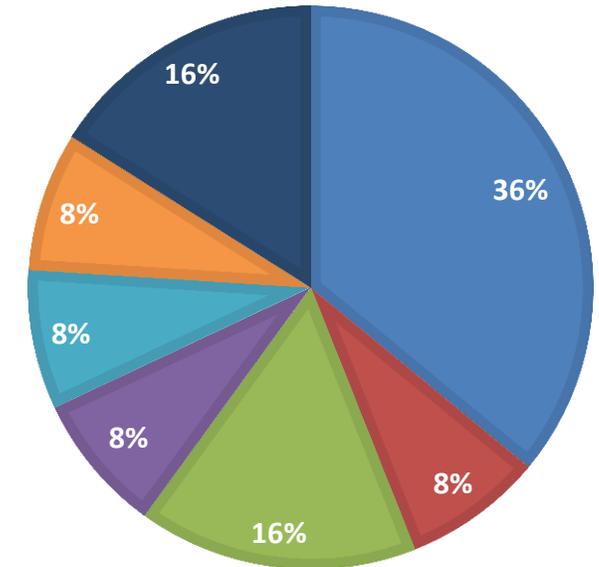
- ISMS
- BCP/DR
- CEH
- CHFI
- Application Security
- Application Code Review
- ECSA/LPT

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Overview of Business Verticals

Consulting Services	Education Services (MIEL Academy)	Emerging Technologies Group

Process Consultancy Services
 	
Consulting services for organizational compliance with IS standards like ISO 27001, ISO 22301, PCI DSS, HIPAA
 	
Technical Services
 	
IS services like penetration testing, vulnerability assessment, application security, network security architecture and forensics
 	
MIEL IPs
 	
MIEL End point Diagnostic Service (MEDS)
 	
Sentinel, Risk Metrics & 3nigma
 	
Product Professional Services
 	
MIEL has partnered with Best of Breed Technology Vendors to implement IS Solutions
	• **Long-Term Courses : Program in Information Security (PRISM)**
	
	1-year job-ready Post Graduate program for specialization in IS Management
	
	• **Short-Term Courses :Information Security Training Institute – (ISTI)**
	
	Classroom training (for both - certification programs of partners (like CISSP) and its own courses) as well as training for corporate teams
	
	• **Public Awareness Programs**
	
	New high-growth initiatives to address the largely untapped non-enterprise, mass market segments like schools, corporates, government, healthcare etc.
	
	• **E-Learning:** End-user Information security awareness program for audience of all groups
		• Delivering Awareness Training and its process, Provide Implementation and Onsite Services for day to day Operation and Troubleshooting for
		
		  • Data Leakage Prevention
		
		  • Security Information and Event Management (SIEM)
		
		  • Privileged Identity Management (PIM)
		
		  • Information Rights Management (IRM)
		
		  • Embedded Security
		
		  • Application Control
		
		  • Integrated on premise/cloud Identity Management & SSO

Client Profile & Stickiness

FY 12 - 13 Clients Revenue

- 0-1 yr: 35%
- 1-2 yr: 18%
- 2-3 yr: 31%
- 3-4 yr: 3%
- 4-5 yr: 11%
- 5-6 yr: 2%

FY 12 - 13 Clients Count

- 0-1 yr: 34%
- 1-2 yr: 14%
- 2-3 yr: 17%
- 3-4 yr: 6%
- 4-5 yr: 27%
- 5-6 yr: 2%
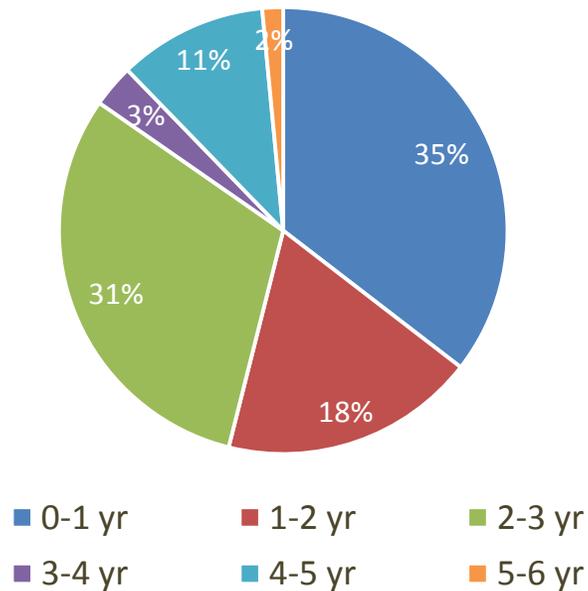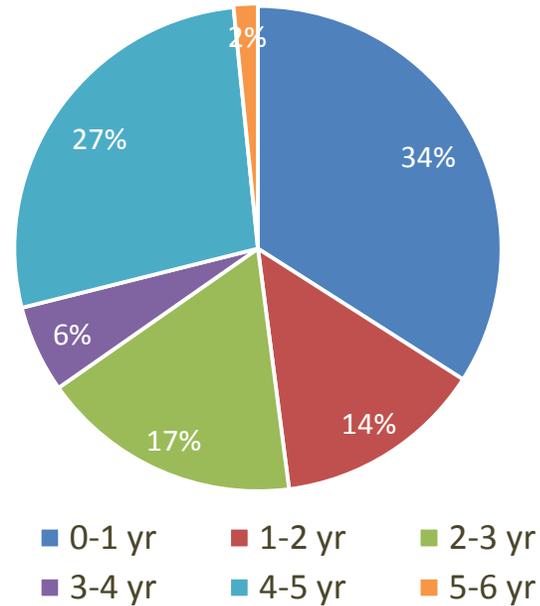
- **Top 10 clients accounted for 62.4% of the overall business in FY12-13**

- **Average tenure of relationship with Top 10 clients is 3 years**

- **Overall 57% of the clients have been with MIEL for last 2 years and more, and account for 67% of the total business**

- **Being a high quality service provider in the niche space, the company is the first name to be recalled for security projects for its clients**

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Overview of Consulting Services

Consulting Spectrum

Information Security Governance

| Enterprise Security Framework and Audit Strategy | CoBIT Advisory and Risk Management Framework | Information Security Policies and Procedure Formulation | Information Security Effectiveness Measurement Metrics Program | Information Security Awareness and Training Program |

Information Security Risk Assessment and Management

| IT Security Architecture Review and Assessment | Vulnerability Assessment and Penetration Testing | Application Security Assessment | Source Code Review | Information Systems Audit |

Information Security Compliance

| ISO 27001 Advisory and Audit | ISO 22301 Advisory and Audit | PCI DSS Advisory and Assessment | HIPAA Advisory and Assessment | Software License Compliance Audit |

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Process Consulting Services

ISO 27001	ISO 27001 formally specifies a management system that is intended to bring information security under explicit management control
ISMS **(Information Security Management System)**	An organization should design, implement and maintain a coherent set of policies, processes and systems to manage risks to its information assets
BCMS **(Business Continuity Management System)**	Based on ISO 22301, BCMS provides a management framework that gives organization the necessary controls to address risks and monitor and measure their ability to manage, and recover from, disruptions
PCI DSS **(Payment Card Industry Data Security Standard)**	Information security standard for organizations that handle cardholder information for the major debit, credit, prepaid, e-purse, ATM, and POS cards
CoBIT **(Control Objectives for Information and Related Technologies)**	Framework created by ISACA for IT management and IT Governance Allows managers to bridge the gap between control requirements, technical issues and business risks

Health Insurance Portability and Accountability Act (HIPAA) + Other Security Audits – ATM Audits, Branch Audit, Vendor Audits

Select Clientele – Process Consulting

Client	Project
Bank of Baroda	**Bank of Baroda** ISO 27001 Implementation
citibank	**Citibank** ISO 27001 Implementation
BAJAJ | Allianz	**Bajaj Allianz** ISO 27001 Certificate Maintenance
HDFC Life — Sar utha ke jiyo!	**HDFC Life Insurance** ISO 27001 Certificate Maintenance
JET AIRWAYS	**Jet Airways** PCI DSS Consulting & Implementation
SBI Life INSURANCE — With Us, You're Sure	**SBI Life Insurance** ISO 27001 Certificate Maintenance, Branch Audits, Password Review
BAJAJ FINSERV	**Bajaj Finserv** Creation of Information Security Policy & Asset Register
AVIVA Life Insurance	**Aviva Life Insurance** Security Assessment
Numaligarh Refinery Limited NRL	**Numaligarh Refinery Ltd.** ISO 27001 Re-certification

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Select Clientele – Process Consulting

Client	Project
	Melco Crown, Macau ISO 27001 Implementation, ISO 27001 Pre-surveillance audit
	Sudapet, Sudan ISO 27001 implementation
	E-Government Authority, Bahrain ISO 27001 Implementation
	Bank Sohar, Oman ISMS Annuity
	Petrofac, UAE ISMS and BCMS Implementation
	ICPS, Mauritius BCMS Implementation
	Central Bank of Seychelles Preparation of Business Continuity Plan
	Central Finance Company, Sri Lanka BCMS Implementation
	Etisalat UAE Information Risk Assessment for ISO 27001 Certification

Technical Consulting Services

Audit of wireless networks and mobiles for compliance with security requirements

Centralized, End-point Security Compliance solutions for enterprises

Ensures desktops, laptops and servers are compliant with technical checks vis-à-vis different security standards

Comprises audits of security settings of remote systems, that may be spread across multiple locations

- Security is assessed at all the layers:
  - Perimeter: Firewall, VPN, Proxy and Remote Access Servers
  - Network: Router, Switch

Mobile & Wireless

Technical Compliance Audit

Penetration Testing

Technical Security Services

Secure Network Architecture

Vulnerability Assessment

Application Security Testing

Follows the OSSTMM (Open-Source Security Testing Methodology Manual) standards

The OSSTMM is a peer-reviewed methodology for performing security tests and metrics

The Assessment involves testing the security of Information Systems as an internal attacker, also referred to as ethical hacker

- Black-box testing
- Grey-box testing
- White-box testing
- Grey-box testing & selective code-review

Select Clientele – Technical Services

Client	Project
	Banque Saudi Fransi, Riyadh Technical Assessment: Vulnerability Assessment, Penetration Testing, App sec, Mobile security, ATM audit
	Nation Trust Bank, Sri Lanka Network Security audit, Application Security Audit and Server Vulnerability Assessment
	The Benefit Company, Bahrain Vulnerability Assessment, Penetration Testing and Application Security Assessment
	MTN, Ghana Vulnerability Assessment, Penetration Testing and Application Security Assessment
	MTN, Cameroon Data Network Security Assessment
	E-Government Authority, Bahrain Source code review (Annuity)
	Sri Lanka Insurance, Sri Lanka Technical Audit, Penetration Testing, Network Security Architecture Review and Application Security Assessment
	Sampath Bank, Sri Lanka Vulnerability Assessment, Technical Audit, Network Security Architecture Review, Penetration Testing

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Select Clientele – Technical Services

Client	Project
NCDEX	**NCDEX** VA, PT, NSAR, TA, Application Security Assessment
YES BANK	**Yes Bank** VA, PT, NSAR, TA, Application Security Assessment
NBB	**National Bank of Bahrain, Bahrain** Penetration Testing and Application Security Assessment
LARSEN & TOUBRO	**Larsen & Toubro** Vulnerability Assessment, Technical Security Audit
TATA	**Tata Interactive Systems** Desktop Audits
Birla Sun Life	**Birla Sun-Life, India** Internal Vulnerability Assessment, External Penetration Assessment, Patching
vedanta	**Vedanta Aluminium Industries** Internal Vulnerability Assessment, External Penetration Testing
Volkswagen	**Volkswagen India** Vulnerability Assessment, Penetration Testing
TATA MOTORS	**Tata Motors** Vulnerability Assessment, Application Security Testing

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Partners – Services

Mauritius — DCDM CONSULTING go beyond, anglo african

Australia — randtronics

Vietnam — MISOFT We secure IT

Technology Associates International Corporation — **Kenya**

CIS GHANA — **Ghana**

Middle East

intertec Empowering Businesses — **UAE**

ALMOAYYED Computers — **Bahrain**

MANNAI CORPORATION QSC — **Qatar**

PIXEL Digital Systems LLC

Innovative Solutions — **Saudi Arabia**

BAHWAN CYBER TEK evolving your business — **Oman**

Prosoft Ltd.

Rwanda

Africa

In addition to partners MIEL has Direct Sales Model in South Africa, Mauritius, Sri Lanka, Sudan, Cameroon, Etc.

Go To Market Strategy

Projects

Annuity

Sales Channel
(Domestic/International)

Target Segment

- **BFSI**
- **Telecom**
- **Manufacturing**
- **IT / ITeS**
- **Energy & Utilities**
- **Media & Entertainment**
- **Travel & Services**
- **Government**
- **Healthcare**

Indirect

Direct

Regional Partner

Business Partner

Technology Partner

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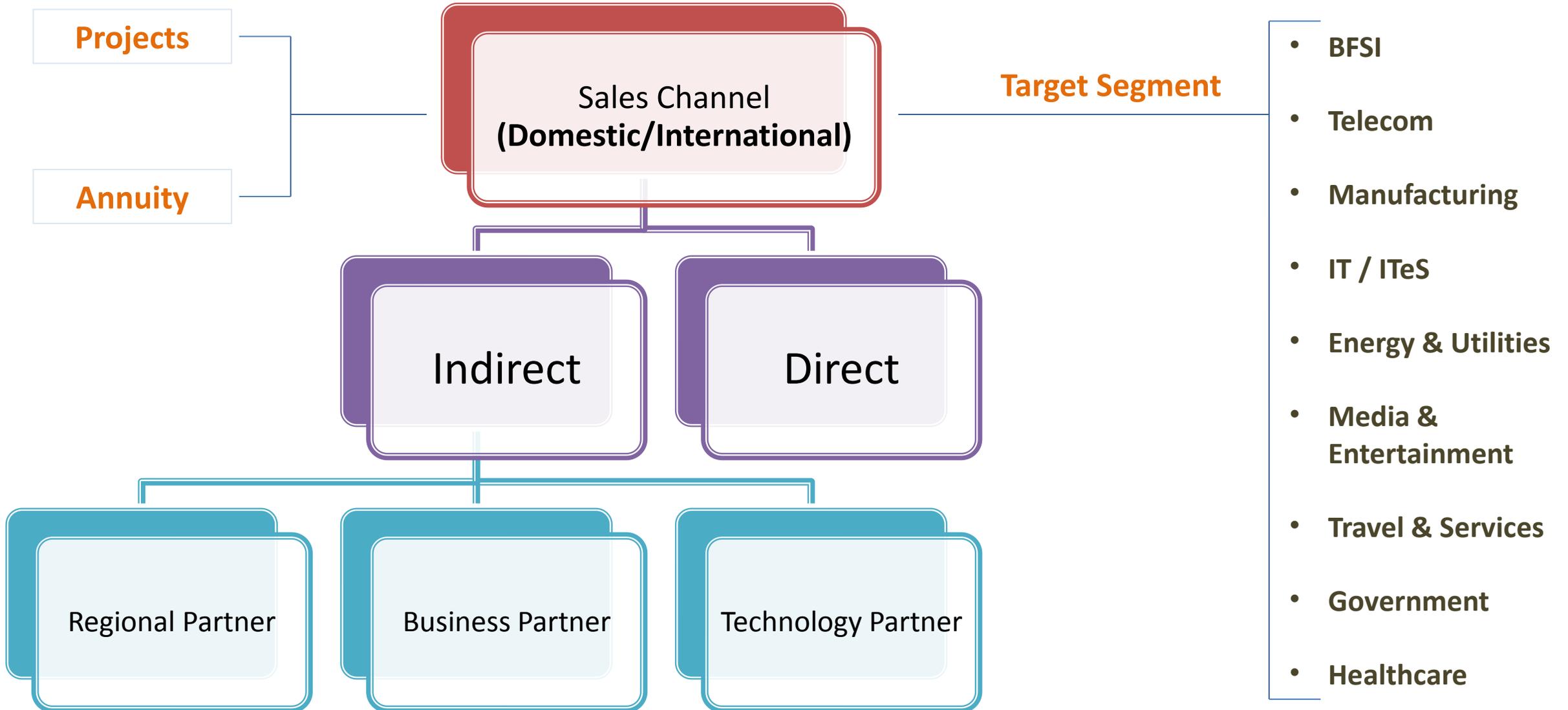
MIEL's presence in the Banking Sector

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Some Key Services Availed by Our Banking Clients

Information Security Governance

Mobile Application Security Solutions

Information Security Operations

MIEL Endpoint Diagnostic Service

MIEL e-Security Pvt. Ltd.

India's premier Information Security Consultancy Provider. MIEL is the preferred partner for many BFSI customers and its clientele includes major banks and insurance companies. We are amongst the most preferred and trusted Security Vendors.

Information Security Risk Assessment and Management

Information Security Trainings

Information Security Compliance

- ISMS
- PCI-DSS
- Security Metrics
- Business Continuity Management
- Security Assessments
- Security Baselining
- Penetration testing
- ATM Audits, Vendor Audits, Branch Audits

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Banking – Layered Approach to Security

Left side:
- ATM Process Audit
- Branch Audit
- Access Control Audit
- Vendor Audit
- Anti-Phishing
- Anti-Pharming

- Physical Asset Protection
- Network Security
- Banking Application Security
- Database Security
- System and Host Security (Hardening & protection)
- ATM Switch Security
- Secure Storage solutions

Center diagram:

Banks Business Strategy

Banking Processes

Application Services: E-Banking | ATM | ... | Treasury | BI

Infrastructure services
Registry services | Security services | Web services | Grid services | ...

Virtualized resources

Virtualization: Sourcing | Sharing | Pooling

Resources: Clients | Printers | Servers | Storage | Network | Content | Environment

Infrastructure

Right columns:
Business Level | Service Level | Resource Level | Manage & control

Demand | Plan | Provision | Inventory | Control | Monitor | Maintain

Right side:
- Security Strategy and Policy
- Security Metrics
- Security Training & Awareness

- Regulatory Compliance: ISO 27001, PCI-DSS, RBI, Privacy Act, etc
- Business Continuity/DR
- Data Leak Prevention
- Mobility
- Virtualization

- Security Policy Management
- Security Event Correlation
- Security Incident Management
- Managed Security (Incident response, secure operations, support, etc)

MIEL Services: Profiling, Prescription, Treatment , Vigil

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Select Clientele – Banking

Clients	Project
	Banque Saudi Fransi, Riyadh Technical Assessment: Vulnerability Assessment, Penetration Testing, App sec, Mobile security, ATM audit
	Bank Sohar, Oman ISMS Annuity
	Bank Dhofar, Oman Vulnerability Assessment, Penetration Testing, Network Security Audit, DR Site Audit
	Reserve Bank of India, India Implementation of ISO 27001, Vulnerability Assessment, Penetration Testing
	HDFC Bank, India Implementation of Security Metrics
	Bank of Baroda, India ISO 27001 Implementation
	Citibank, India ISO 27001 Implementation
	Yes Bank RBI Compliance Audit, Core Banking Application Audit, Configuration Audit

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MIEL's presence in the Telecom sector

Select Clientele – Telecom

Clients	Project
MTN	**MTN, Cameroon** Technical Assessment, Vulnerability Assessment, Penetration Testing, Wireless Network security Assessment, Formulation of Policies & Procedures
MTN	**MTN, Ghana** Web Application Penetration Testing, Mobile Application Security Assessment
Dialog	**Dialog Telecom, Sri Lanka** Gap Analysis, Risk Assessment & Risk Treatment Plan, Statement of Applicability of Controls, Internal Audit
Smile Telecom	**Smile Telecom, South Africa** Vulnerability Assessment, Penetration Testing, Application Security
etisalat	**Etisalat Telecom, UAE** Implementation of ISO 27001, Vulnerability Assessment, Penetration Testing
mobily	**Mobily , Saudi Arabia** Implementation of ISO 27001
vodafone	**Vodafone, Ghana** Network Security Audit

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MIEL's presence in the IT / ITeS sector

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Clients	Project
InfrasoftTech	**Infrasoft Technologies, India** Vulnerability Assessment, Penetration Testing, Risk Assessment & Risk Treatment Plan, Internal Audit, Review & Update Policies & Procedures
L&T	**Larsen & Toubro, India** Web Application Penetration Testing, Network Security Architecture Review
searce	**Searce Logistics, India** Vulnerability Assessment, Penetration Testing, Risk Assessment & Risk Treatment Plan, Internal Audit, Review & Update Policies & Procedures
MPHASIS an EDS company	**Mphasis, India** Vulnerability Assessment, Penetration Testing, Application Security
eClerx	**eClerx, India** Penetration Testing, Application Security Assessment

Overview of Product Professional Services

Product Professional Services

MIEL has partnered with the "Best-of-Breed" technology vendors to implement IS solutions for clients and have built high-end skill sets and track record of large scale implementations

Project Assessment
- Review current environment and examine business and technical issues
- Perform problem definition and document objectives
- Prepare Proof-of-Concept if desired

Planning & Design
- Understand existing architecture and technical direction
- Formulate an integration strategy that leverages existing proven host applications, business rules and data
- Prepare a solution design that is scalable keeping in view future requirement

Training and Support
- Knowledge transfer and training of the client's employees
- Technical support services

Security and Availability

Audit Services
- Enterprise Storage audit
- Backup and Restore software audit
- Data-center audit
- BCP/ DR audit

Project Implementation
- Installation and configuration of the software/hardware
- Perform User Acceptance testing as per the plan
- Operational administration orientation
- Project Sign-off

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Select Clientele – Product Professional Services

Client	Project
NIC NATIONAL INFORMATICS CENTRE	**National Informatics Centre** Installation of McAfee NIPS 4010 appliances along with 6 fail open bypass switches at NIC datacenter.
ICICI PRUDENTIAL LIFE INSURANCE	**ICICI Prudential Life Insurance** Deployment of Network Security Platform at Data Center.
HDFC BANK	**HDFC Bank** Deployment of Symantec End Point Protection Solution.
ICICI Bank	**ICICI Bank** Deployment of Symantec End Point Protection and SSIM Solution and Full Disk Encryption
TATA MOTORS	**TATA Motors** Deployment of McAfee Total Operation Protection Suite at 15000 System / Servers. Implementation of Web & email Security solution across INDIA location.
BLUE DART DHL	**Blue Dart DHL** Solution sizing and deployment of AV for all endpoints, Email and Web Solution, CheckPoint Firewall and IPS solution.
Capgemini CONSULTING.TECHNOLOGY.OUTSOURCING	**Capgemini** Deployment of various Security solution i.e. RSA two Factor Authentication Solution for Network access and remote Users, Full Disk Encryption, Web Security Solution, SIEM Solution and many more solution.
EMERSON	**Emerson** EMC Storage, Symantec Backup Solution and Tandberg Availability Solution Implementation

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Select Clientele – Product Professional Services

Client	Project
Reliance Industries Limited	**Reliance Industries Limited** Nationwide AD implementation project for RIL (135 locations)
KALE Consultants Ltd.	**Kale Consultants Ltd.** NetBackup/EMC/NetApp integration at three locations / DR between Mumbai and Geneva for IATA Project
eClerx	**eClerx** Turnkey Server and Desktop Virtualization Project / Storage Backup and Recovery Implementation, and DR across 3 Locations
BHM	**BHM** SF-HA Implementation for Banking Applications and Database Availability in Bamako Mali
	EXIM Bank Active Directory and Centralized Application Delivery Implementation
Government of Gujarat	**Government of Gujarat online Voting System** Symantec SF-HA, VVR, GCO, NetBackup implementation
KALE Consultants Ltd.	**Kale Consultants Ltd.** NetApp/Vmware/NetBackup / Radware Implementation for SIS Compliance and Interline Billing and Clearing System
KAHRA MAA	**Al Kahramaa Doha** Symantec Backup Implementation and Training

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Overview of Education Services – MIEL Academy

Achievements – Education Services

- **Evangelized Information Security since 1999 when it was a niche concept**

- **Trained over 13,000 people from over 1,000 organizations**

- **First to introduce**

  - **BS 7799 seminar in India –2002**

  - **CISSP exam in India –2002**

  - **CISSP seminars in India – 2003**

  - **Business Continuity seminar in India – 2004**

  - **IRCA-registered ISO 27001 Lead Auditor course in India – 2006**

  - **CSSLP seminar and exam in India – 2009**

  - **CEH V7 in India - 2011 and many more..**

Education Services

Offerings	• MIEL offers a complete suite of high quality information security training programs, which are conducted through its Education Services division
Long-Term Courses: Program in Information Security Management (PRISM)	• Created first-of-its-kind 12-18 months job-ready Post-Graduate program for specialization in IS Management, i.e. Program in Information Security Management (PRISM), • Industry-academy initiative
Short Term Courses: Information Security Training Institute (ISTI)	• Provides classroom training (for both - certification programs of partners (like CISSP) and its own courses) as well as training for corporate teams • Has an In-house team to design and deliver own courses, ranging from focused 1-day programs to extensive training schedules • Successfully trained over 12,000 professionals across 1,000 organizations, e.g., Microsoft, IBM, Accenture, Defense, etc.
E-Learning	• Provide end-user awareness training to corporates, students and public in general. • An easy to use, customizable and interactive tool with content that makes Information Security interesting
High-growth New Initiatives	• Has recently launched initiatives to address the largely untapped non-enterprise, mass market segments like schools, corporates, government, healthcare, law enforcement, judiciary, defense, professionals etc.

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Education Services

MIEL Academy

Short-term Courses (ISTI)

IS Public Awareness Program

Knowledge Process Outsourcing

e-learning

Certification Courses

MIEL Courses

Vendor Courses

Global Course Content Development

End User Awareness Program

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Long Term Course – PRISM

Instructor-Led – 12 to 18 Months
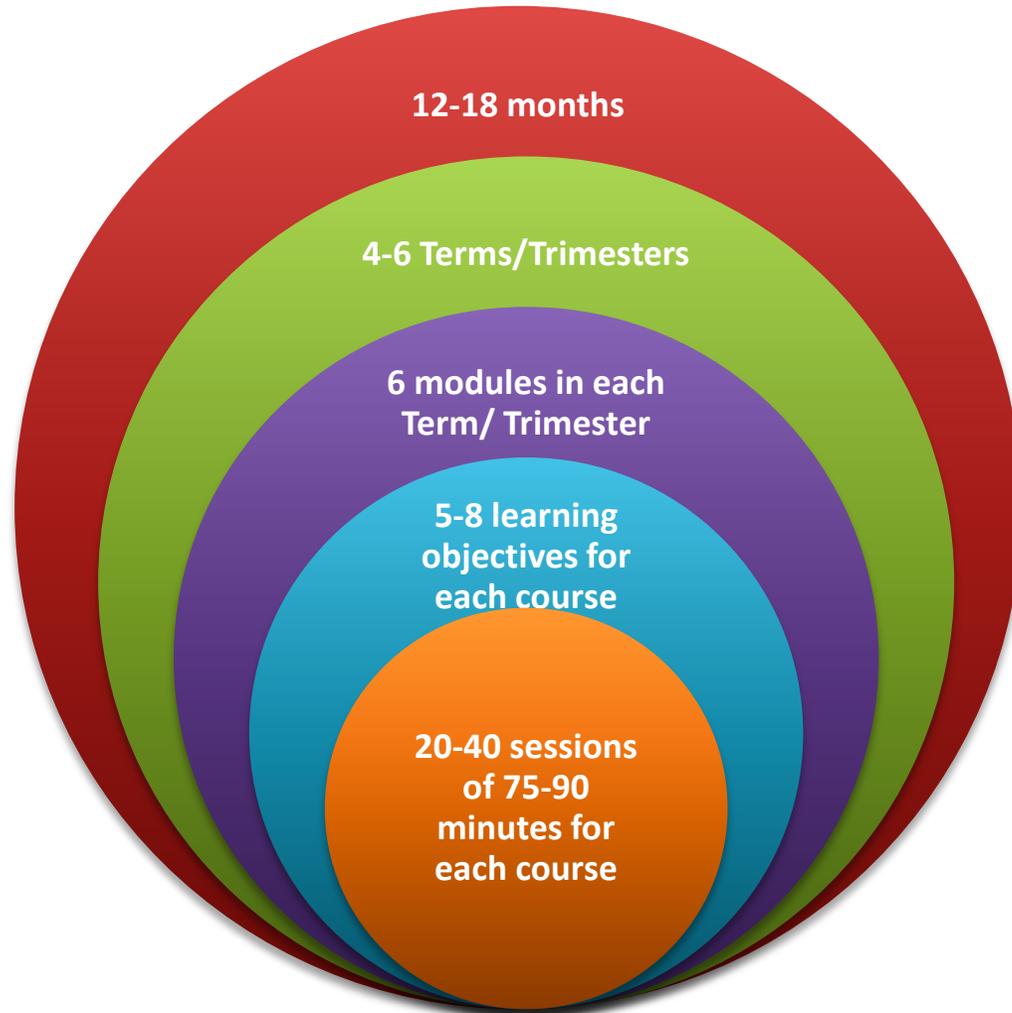
12-18 months

4-6 Terms/Trimesters

6 modules in each Term/ Trimester

5-8 learning objectives for each course

20-40 sessions of 75-90 minutes for each course

- **Whitepapers**
- **Assessments**
- **Snippets**
- **Brainstorming**
- **Examination**
- **Cases**

- **Lessons**
- **Extrapolation**
- **Role Play**
- **Dissertation**
- **Simulation**
- **Lab**

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PRISM Coverage

Orientation	Trimester 1	Trimester 2	Trimester 3	Trimester 4
• Computer Fundamentals • Introduction to Networking • Basics of C • RDBMS Concepts and SQL Basics • Basics of PLSQL Programming • Basics of Java Programming	• Information Security Introduction • Physical and Environmental Security • Access Control • Cryptography Fundamentals • UNIX Architecture • Web Application Security • Network Security	• Operations Security • UNIX and LINUX Security • Windows Architecture • Wireless Communications and Telephony • Applied Cryptography • Computer Audit and Assurance • Cyber Crime Investigations and Forensics	• Database Security • Windows Security • Security Models, Frameworks and Guidelines • Security Certifications • Security Incident Management • Business Continuity & Disaster Recovery	• Cyber Laws & Anti Money Laundering • Enterprise Security Architecture • Cloud Computing & Virtualization • Project Work

| CONSULTING | EDUCATION | ETC

Short Term Courses (ISTI) – Select List

Certification Courses	Duration
A) Implementation Series	
CISA Training Course	5
CISM Training Course	4
PCI DSS v2.0 Awareness Workshop	1
PCI DSS v2.0 Implementation Workshop	2
ISMS Implementation Course	3
Business Continuity Management System	3
Application Security & OWASP Top 10 Training	2
B) Internal Audit Series	
ISO 27001 Internal Auditor Course	2
C) Technical Series	
Web Application Security Training	1
Securing Your Servers: Windows, Linux/ Unix	2
Advanced Exploitation Techniques	1
CWNA	5
CWSP	5
SNORT	3

Certification Courses	Duration
D) Technical Demonstration Series	
Training on Windows Architecture Introduction	1
In- Security Awareness Demonstrations Workshop	1
Intrusion Detection with Snort	3
Training on Intrusion Detection with snort	3
Training on Linux Architecture introduction	1
Network Analysis with WIRESHARK	1
Network Security Introduction Workshop	1
Web application Security Training	1
Wi-Fi Security training	1
Vulnerability Assessment	1
E) Awareness Series	
Top Management	1
End User	1
Children & General Awareness Courses	1

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End-User Security Awareness Training

Hosted Model

MIEL will develop SCORM compliant content for IAF

MIEL will host the content for IAF

In-House Model

MIEL will develop SCORM compliant content for IAF

MIEL will deploy a LMS within the IAF network

Content Model

MIEL will develop SCORM compliant content for IAF

IAF will host the content on their own LMS

All 3 offerings include the following:

- **10 customized interactive information security modules (refer to the module catalogue for list)**

- **Module-wise quiz (each module will have a total of 15 questions out of which 5 random questions will be provided to each user)**

- **3 generic information security games**

- **Interesting facts on information security**

- **General glossary on information security**

End-User Security Awareness Training

Features

- Training Need Analysis
- e-security training Content
- Quiz/Test per module
- Content/Course Management
- Import/Embed files (PDFs, Audio, Video etc.)
- Assignments
- Employee Activity Tracking
- Glossary
- Discussion Forum
- Real-time Chat
- Interactive Games
- Announcements/Alerts
- Result Management
- Reporting
- Look & Feel Customization
- End-to-end Support

Modules

- Password security
- Social Engineering
- Social Network security
- Email security
- Physical security
- Phishing
- Anti-virus and Malware
- Instant Messenger Security
- Wireless security
- Mobile devices security
- Organization's Information Security Policy awareness
- Browser security
- Controls against Hacking
- Insider threat
- Secure computer operations

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Content Developed by MIEL – Statistical overview

Modules/Programs	Course Name	Students Notes	Presentation	Camtasia Audio Recording
		No. of Pages	No. of Slides	No. of Recordings
29	PRISM (MIEL - 1 Year Program)	2134	4217	264
25	ISTI (MIEL Short term Training Programs)	5824	6063	
TOTAL		**7958**	**10280**	**264**

| 11 | MIEL End-User Information Security Awareness e-Learning Program (2-4 Hours) | e-Learning Package in English & Arabic | | |

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Education Services Division - Strategy

Leverage the existing content developed & fine-tuned over the years

- Blended Model – Instructor Led & e-Learning

- Leverage the Brand in India and surrounding regions

- Partner / Joint Venture with a Global Major to :

  - Scale up for geographical reach

  - Localize /Translate the content to enter new geographies

  - Scale up the Instructor-led /Class-room training globally

  - Scale up e-Learning for global reach

  - Address the InfoSec training needs of various segments of the society: Government, Corporates, Citizens, Students, Professionals, Children/Parents etc.

Go To Market Strategy

Delivery Modes

- Tutor-Led
- Non-Tutor-Led
  - Cloud/e-Learning
  - Satellite Beaming

Revenue Streams

- Direct Revenue
- Partnerships
- Sponsorships
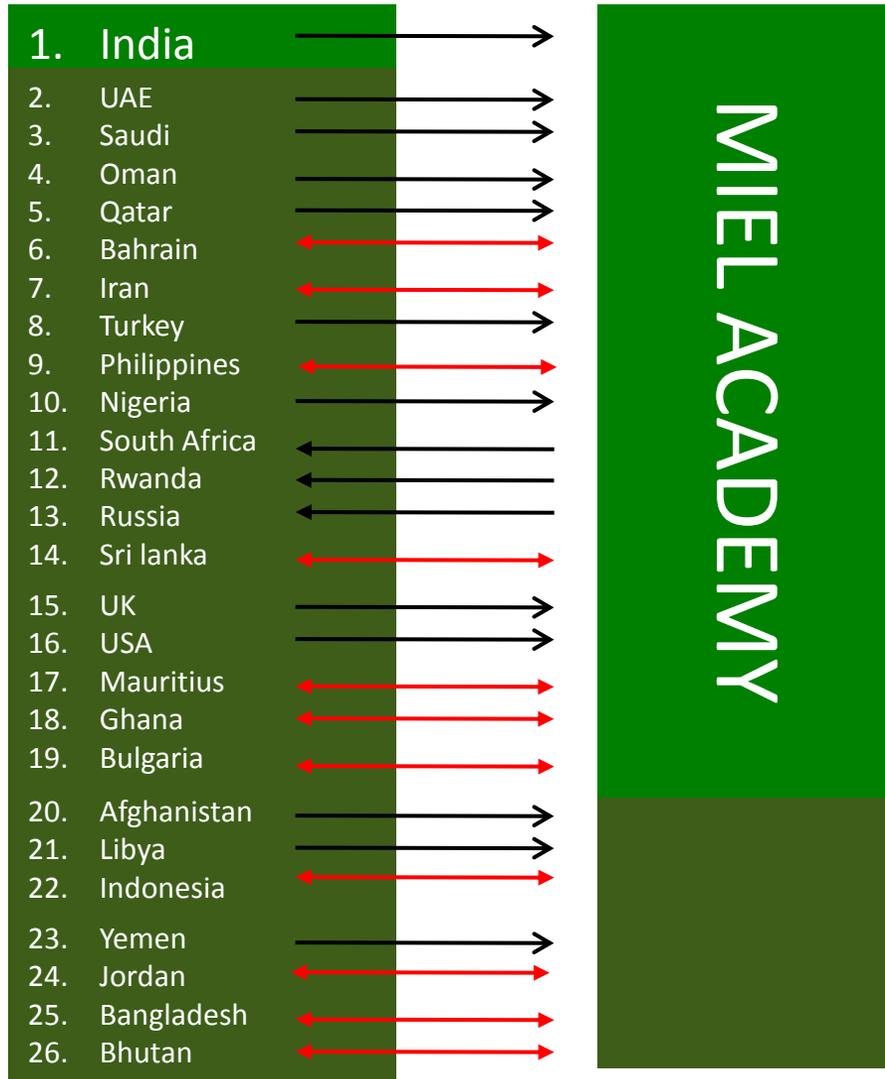- CSR and similar initiatives

National & International
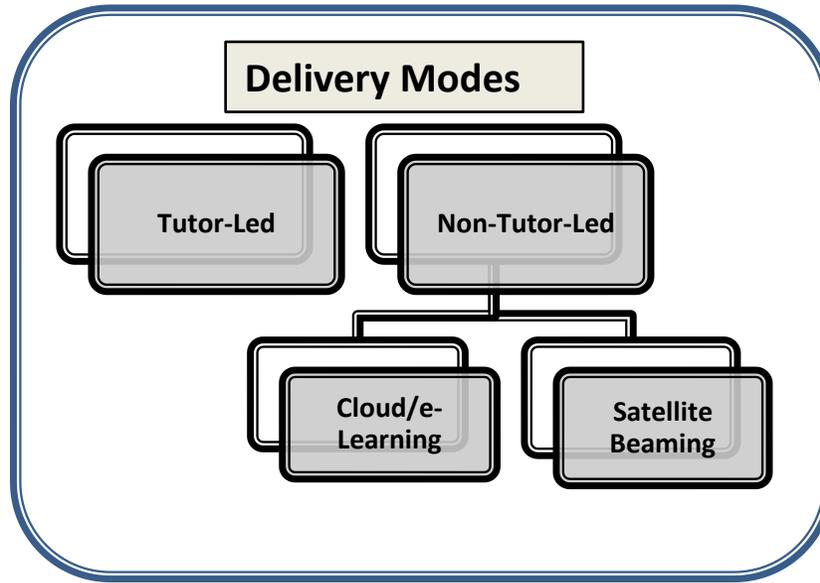
Target Segments

- Corporates
- Schools
- Colleges
- Government
- Healthcare
- Judiciary
- Police
- Defence
- Professionals
- Home Market

Clientele & Global Footprint

	MIEL ACADEMY
1. India	
2. UAE	
3. Saudi	
4. Oman	
5. Qatar	
6. Bahrain	
7. Iran	
8. Turkey	
9. Philippines	
10. Nigeria	
11. South Africa	
12. Rwanda	
13. Russia	
14. Sri lanka	
15. UK	
16. USA	
17. Mauritius	
18. Ghana	
19. Bulgaria	
20. Afghanistan	
21. Libya	
22. Indonesia	
23. Yemen	
24. Jordan	
25. Bangladesh	
26. Bhutan	

Select International Clientele
IBM (Bahrain)
PWC (Russia)
eGov (Bahrain)
Rwanda Development Board
Goldman Sachs (Hong Kong)
Central Bank of Nigeria
Bank Dhofar (Oman)
Indonesian Police
Mauritian Eagle Insurance
PT Telekom Indonesia
ISACA Sophia Chapter (Bulgaria)
Royal Bank of Scotland
State Informatics (Mauritius)

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Select Clientele – Corporate Training Courses

Client	Location	Project
Infosys Technologies	Bangalore	Information Security Management – BS7799
National Police Academy (NPA)	Hyderabad	Course on Information Security & Cyber Crime
Indonesian Telecom	Indonesia	Network Security
Cyber Crime Branch - Mumbai Police	Mumbai	Information Security Risks
Godrej Industries Ltd	Mumbai	Information Security Auditing
Life Insurance Corporation (LIC)	Mumbai	BS 7799, BCP DRP, Network Security
Indian Navy	Vizag	Information Security Management – BS7799
L & T Infotech	Mumbai	BS7799 Training for End Users
Tata Interactive Systems	Mumbai	End User Training
Indian Navy (Ship Building Centre)	Vizag	Security Foundation / Implementation Training Course for IT Staff
Mauritian Eagle Insurance	Mauritius	Information Security Awareness
Wipro Consultancy Service	Bahrain	COBIT Foundation Course
Bank Dhofar	Oman	End User Training
IBM	Gurgaon	CISSP CBK Review Seminar
Symantec	Pune	Ethical Hacking
Shophia Chapter	Bulgeria	CISA Training
Tech – Mahindra	Mumbai	CEH v6 Course
Syntel Ltd	Mumbai	ITIL v3 Foundation Course
Bharti Airtel Ltd	Mumbai/Delhi NCR	CEH v8 Training
Ministry Of Defence (CIRT-Navy)	Delhi	CHFI V8 Training
The Royal Bank of Scotland	Chennai	CISSP CBK Review Semianr

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Select Clientele – Public Training Courses

Client	Client	Client
3 Global Services Pvt. Ltd	DCB(Development Credit Bank Ltd)	GIA Education
3i Infotech Limited	DCM Shriram Consolidated Ltd.	GIA India Laboratries Pvt. Ltd.
A.F.Ferguson & Co	Deecan Infotech Pvt. Ltd.	HDFC Standard Life Insurance
ABB Corporate Research India Ltd.	Delhi Transco Ltd.	Headstrong
Amba Research India Pvt. Ltd.	Deloitte Consulting India Pvt Ltd	Hewitt Association (T) Pvt. Ltd.
Amdocs	Deloitte Touche Tohmatsu India Pvt. Ltd.	ICICI Bank Ltd.
Amicorp Management India Pvt. Ltd.	EMC	ICICI Infotech Services Pvt. Ltd.
ANG Computer Consultant	Emerson Network	JSW Energy Ltd.
B.A. Continuum Solutions Pvt. Ltd.	ENAM Security Pvt Ltd	Juniper Networks
B.S.E.S. Limited	Endurance Technologies Pvt.Ltd	K Raheja Universal Pvt. Ltd.
Bahrain Bay	Enercon India Limited	Kanbay Software
Bahrain Chamber for Dispute Resolution	Engineers India Limited	Lubrizol
Bajaj Allianz Life Insurance Company	Fintree Consultants Pvt. Ltd.	Lupin Ltd.
Blue Dart Express Ltd.	First Bank Nigeria PLC	M.H.Alshaya Co WLL
Blue Star Infotech Ltd	Fiserv Global Services	M.I.T (Ministry of Information Technology)
Cable & Wireless Global	Fiserv India Pvt Ltd.	NuWare
Cadence Design Systems	Flame: Foundation For Liberal And Mgt Education	Nycomed Pharma Pvt. Ltd
CADILA PHARMACEUTICALS LTD.	Genisys Software	Ocwen Financial Solutions
Caliberpoint Business Solutions Ltd	Genpact	Punjab National Bank
Calyan Bank	Geometric	QAD Inc
Convergys IMG (India) Private Limited,	German Swiss INTL. School	Rushwin Infosystems Pvt. Ltd.

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Partners – Education Services

MIEL has a partnership with International Information Systems Security Certification Consortium Inc., US (ISC)2 to facilitate CISSP and other examinations in India. (ISC)2 governs the Systems Security Certified Practitioner (SSCP) and Certified Information Systems Security Professional (CISSP) certifications; considered to be the 'Gold Standard' in the information security industry.
MIEL e-Security Pvt. Ltd. is the Exclusive Education Affiliate of (ISC)² in India.

MIEL is authorized training partner with The International Council of Electronic Commerce Consultants (EC-Council®).MIEL offers the EC-Council's most renowned Certified Ethical Hacker (CEH) Certification in India.

MIEL has partnered with Sentryx. Sentryx is dedicated to helping businesses maintain continuity through their comprehensive business continuity, disaster recovery, and emergency management and preparedness training and consulting services.
Sentryx is an Education Affiliate to BRCCI (Business Resilience Certification Consortium International).
MIEL & Sentryx together are offering Seminar on CBRM, CBRA, CBRITP in India.

MIEL with Quint together are offering most comprehensive portfolio of EXIN accredited ITIL/ITSM training solutions, including exam preparation material for all three levels of certification - ITIL Foundation, ITIL Practitioner and ITIL Service Managers Courses.

MIEL has partnered with Progressive Ventures. Progressive Ventures are Project Management Institute (PMI®) Registered Education Provider (R.E.P.). Together we are offering PMP Preparatory Workshop, CAPM Preparation Workshop, Effective usage of Microsoft Project in Project Management.

Bureau Veritas is an international group specialized in the inspection, analysis, audit, and certification of products, infrastructure (buildings, industrial sites, equipment, ships, etc.) and management systems in relation to regulatory or voluntary standards.

Forecast for Information Security Professionals

	2010	2011	2012	2013	2014	2015	2010-2015 CAGR
Americas	920,845	1,058,972	1,214,641	1,393,193	1,570,128	1,785,236	14.2%
EMEA	617,271	703,689	796,576	897,741	1,014,448	1,148,355	13.2%
APAC	748,348	830,666	924,531	1,038,248	1,168,029	1,310,529	11.9%
Total	2,286,464	2,593,327	2,935,748	3,329,183	3,752,605	4,244,120	13.2%

- Frost & Sullivan, ISC[2] Study

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Overview of Emerging Technologies Group

Emerging Technologies Group - ETG

- Prevent sensitive information from unauthorized access
- Dynamically control data usage

- Provide controlled access to privileged accounts based on security policies
- Provide granular control to the commands super-users can run

- Integrated product platform for collecting, processing and assessing security and risk event info
- Training for SIEM product and process

Information Rights Management

Data Leak Prevention

Embedded Security

ETG

Privileged Identity Management

Application Control

Security Information & Event Management

Identify Management & SSO

- Automated real-time enforcement options across network, endpoint, discovered data repositories
- Centralized monitoring and reporting
- Data Classification, Information Identification, Risk Assessment

- Secure embedded devices
- Automate the enforcement of software change control policies on them

- Protect against zero-day and advanced persistent threats without signature updates
- Enforce controls on connected or disconnected servers, virtual machines, endpoints, fixed devices

- Provide controlled access and user management services for every cloud, web, and VPN resource
- Automatic infrastructure integration on and/or off-premise

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ETG Offerings – Data leak Prevention

Access

Business Requirements

- Internal Stakeholders
- Data Definition
- Success Criteria

Technical Requirements

- Data Stores
  - Access Privileges
  - Communication Channels
  - Network & Security
  - Architecture

Design

Solution Architecture

Pre-requisite Document

Phased Policy Set

Incident Management & Response

Operational Readiness Plan

Implement

Installation & Configuration of DSS Component

Auditing & Reporting

Notifications

Enforcement

Optimize

Policy Tuning & Expansion

Awareness & Training Workshop

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ETG Offerings

SIEM

- Solution to Improves Risk Management. An Integrated Product platform for collecting, Processing and assessing security and risk event information
- Store security-related event logs long term for reporting and forensic analysis
- Regulatory compliance readiness for government and industry audits
- Log retention and retrieval as per best practices /Compliance
- Implement rules, Notifications Reports and real-time dashboards

Privileged Identity Management

- Seamlessly integrate with enterprise systems
- PIM solution supports to Comply with audit and regulatory requirements
- Integrating with the SIEM solutions for real time alerting
- Minimize Security Concerns in the Cloud
- Encryption Key Management for Applications
- Virtualization Security
- Monitoring & Recording Privileged Activity
- Database Activity Monitoring

Information Rights Management

- Protect documents within and outside of the enterprise
- No restrictions on method of document distribution
- Support for most dominant file formats including "offline" usage
- Full audit of authorized activities & unauthorized attempts
- Prevention of screen capture, template-based credentials
- Manual and automated protection of documents
- Integration with enterprise systems
- Easy installation / high availability

| Delivering Awareness Training and its Process **| Provide Implementation | Onsite Service** for day to day Operation & Troubleshooting |

ETG Offerings

Embedded Security

- To secure embedded devices and automate the enforcement of software, change control policies on them.
- Its deployed by major manufacturers of automated teller machines, point-of-sale terminals, medical devices, thin clients, storage appliances and other devices.

Application Control

- It provides complete protection from unwanted applications and code blocking advanced threats without requiring signature updates.
- It lets you consistently enable the known good, block the known and unknown bad, and properly administer new software.

Integrated OnPremise / Cloud Identity Mgmt. & SSO

- It provides access, and user management services for every cloud, web, and VPN resource.
- This unique approach ensures that any organization can easily adhere to security and compliance regulations with a single solution that is configurable to meet the specific security requirements

| Delivering Awareness Training and its Process **| Provide Implementation | Onsite Service** for day to day Operation & Troubleshooting **|**
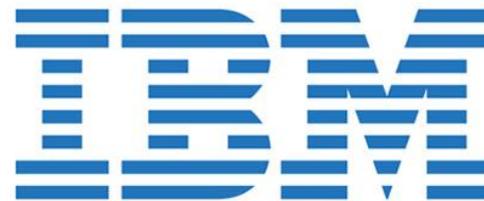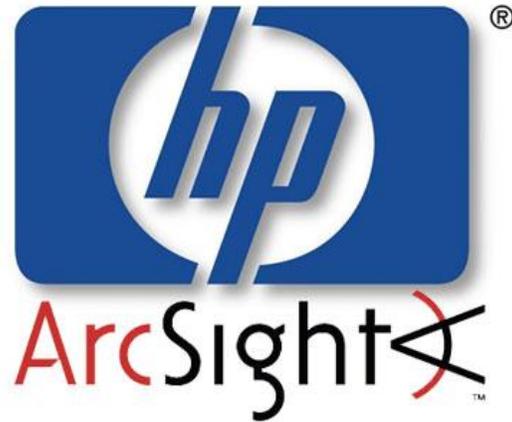
Select Clientele – ETG

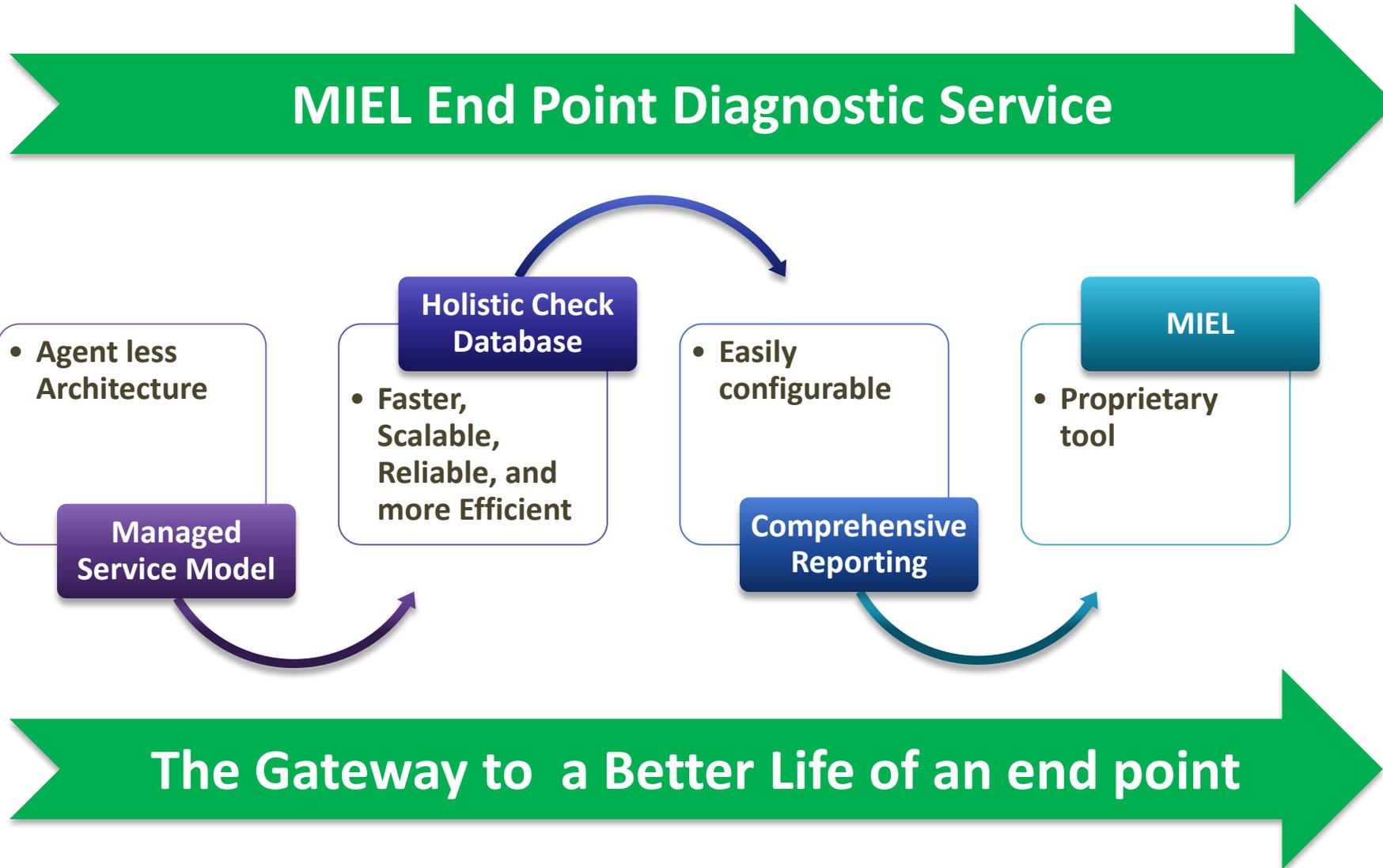| Client	Project
HCL TECHNOLOGY *that touches lives*	**HCL Technology** DLP Implementation and consultancy services at HCL Technologies across India hub location
ESSAR	**Essar** Solution sizing and deployment of Web Security Gateway and Data Leak Prevention solution across Essar group in INDIA
SYNTEL > Consider IT Done®	**Syntel** Solution sizing and deployment of Network IPS solution and full disk encryption solution at Syntel across INDIA location.
TATA COMMUNICATIONS	**TATA Communications** Deployment of SIEM solution at TATA Communication for Event and Incident management Solution.
GENPACT	**Genpact** Enterprise Vault implementation and Mesh DR across 8 locations

Select Clientele – ETG

Client	Project
HDFC BANK	**HDFC Bank** NetBackup Additional products deployment across 110 servers and three locations for HDFC Bank
Volkswagen	**Volkswagen** First of its kind Turnkey Global Metro Cluster Design and Implementation
Chittagong Stock Exchange	**Chittagong Stock Exchange** DR Project involving multiple High Availability Products, SF-HA /DR
INTAS	**INTAS** Designed & Implemented various Information Security Solutions like Checkpoint Firewall, Juniper UTM, McAfee TOPS for 2000 users, Websense, TrendMicro Anti-spam Solution, Cisco Ironport Email and Web Filter, Radware Load Balancers, Symantec Enterprise Vault, Symantec Backup, VMWare
ADANI	**Adani** Installed & Configured Checkpoint Firewalls in HA along with Checkpoint SIEM at Data Center as well as DR location, Trendmicro Endpoint Protection for 3500 users, TrendMicro Anti-spam Solution, Seclore Information Rights Management, Citrix Netscaler, Symantec Netbackup, Enterprise Vault, EMC Storage

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Overview of MIEL's Intellectual Property

MIEL End-point Diagnostic Service – MEDS™

MIEL End Point Diagnostic Service

- **Agent less Architecture**

Managed Service Model

Holistic Check Database

- **Faster, Scalable, Reliable, and more Efficient**

- **Easily configurable**

Comprehensive Reporting

MIEL

- **Proprietary tool**

The Gateway to a Better Life of an end point

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MEDS™ – Key Features

- **Agentless** Diagnostics – No agents required at the endpoint level

- **No** major network **modification** required

- **Fast** And **Reliable**

- **Scalable** – Can scan any number of endpoints spread across various geographies

- Uncover the gap between policy prescribed and the actual implementation of the policies.

- **Audience-driven** and drillable compliance report formats for Management and Technical personnel

- **Centralized** Endpoint Diagnostic **Monitoring** for the Enterprise

- **Built-in templates** for ISO 27001, PCI-DSS, HIPAA, SOX, GLB and NIST-SP80053 guidelines

- **Customizable** and Actionable reporting structure

- Developed using Microsoft's .NET 4.0 using Windows Communication Foundation for secure, **scalable** & **robust** connectivity

- All **communications** are **encrypted** and authenticated by using X.509 digital certificates and PKI (Public Key Infrastructure)

MEDS™ – Benefit

Security Configuration	**Software Scans**
Network Ports Scans	**Service Scanning**
Running Processes	**USB History**
File Name Scans	**Custom Built Checks**

MEDS is an **End-point Diagnostic Service**, that allows you to **centrally manage security processes** on the desktops and servers in your organization

The core of **Helios** is its **enterprise communications architecture** which enables you to **manage thousands of systems** in multiple locations from **one single dashboard**

MEDS™ – Sample Checks

Is the firewall enabled?

Is the antivirus updated?

Are USB drives disabled?

Which software is installed?

Are audit logs being saved?

Is the user an administrator?

Is the password policy strong?

Are logon messages displayed?

What are the installed services?

Who are the users on the system?

Is the registry remotely accessible

MIEL's Endpoint Diagnostic Service (MEDS™) will enable you to check and answer around **200 similar questions** out of the box

Are other desktop agents operating correctly?

Does the screensaver lock the system?

Are unauthorized files being shared?

What programs are running?

What patches are installed?

Are guest accounts disabled?

Is network data digitally signed?

Who can shut-down the system?

Are all drives using NTFS securely?

What is the account lockout duration?

Are passwords being saved in web-forms?

MIEL Sentinel | Risk Metrics | 3nigma

Sentinel

Online asset identification and risk management application

Learning from all projects built into the application

Risk Metrics

Online application to measure security implementation

The first version built for one of the largest private sector banks in India

3nigma

Segregate the list of installed software into proper categories

Built with a database of 8000 software entries and increasing with every project

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Select Clientele

MIEL Clientele – Industry Wise

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MIEL Awards

2006 – '07 **2007 – '08** **2008 – '09** **2009 – '10** **2010 – '11** **2011 – '12**

- Sonicwall – Top Value-added Reseller in India
- Symantec Platinum Partner
- Microsoft Gold Partner
- Trend Micro Gold Partner

- Channel Premier100 Award
- CRN Excellence Award -Best Security Solutions Provider (India)
- Websense - Most Valued Partner (National)
- Best New Technology 2008 – [Data-Leak Protection (DLP) Solutions] (Asia-Pacific)

- Channel Premier 100 Award
- CRN Excellence Award- Best Solution Provider – Security - West Zone
- NetApp: Best Service Partner of the Year
- Citrix: Emerging Partner of the Year
- McAfee: Partner Excellence Award
- EMC : Mid – Tier Blaster Award

- CRN Excellence Award – Best Security Solutions Provider
- Websense- Best Partner (India) -*Best Enterprise Solution
- McAfee Partner in India
- Symantec Best Enterprise Partner in India
- Sonicwall Best Channel Partner in India

- Channel Premier 100 Award
- Websense Most Valuable Partner
- EMC Award for Fastest Growing Partner

- Vmware - Outstanding Contribution - Technical West Region
- NetApp : Most Valuable Partner Engineer
- Symantec Champions Club Awarded Mumbai Sales Person as a Best Sales Person & Best Technical Person
- Symantec Champions Club Awarded as Best Availability Partner for the year 2011-12. Awarded in TOP 100 Channel across India by Channel Premier 100 Award
- TOP 5 Storage Partner in India by Channel Premier 100
- Best Solution Provided – Security – West region Awarded by CRN Excellence Award
- Awarded by Fortinet for Best Project Implementation, Outstanding Performance

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Testimonials

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TO WHOMSOEVER IT MAY CONCERN

CERTIFICATE OF MERIT

We at Bank Sohar has achieved the coveted ISO 27001 certification. We had hired the services of MIEL e-Security Pvt. Ltd, India as consultants to this project.

We are pleased to put on record that MIEL e-Security Pvt Ltd, India as a consultant has been highly professional in their approach. They have demonstrated adequate competence, flexibility and commitment to execute the information security management system implementation, technical services like vulnerability assessment and penetration testing.

We wish more prospects in their endeavor.

Mujahid Al Zadjali

Assistant General Manager – Information Technology

P.O.Box: 44, Hai Al Mina, Postal Code: 114, Sultanate Of Oman, Tel: +968 24730000, Fax +968 24793972, C.R no: 1014333
www.banksohar.net

Dear MIEL Team,

eGovernment Authority (eGA) of Kingdom of Bahrain is the central body of Bahrain who is focused on ensuring effective delivery of government services to citizens, residents, businesses and visitors. As the Head of Quality and Security at eGA our prime focus was to ensuring the security of the portal and implementing the best quality and security standards in the organization.

Our first engagement with MIEL involved the securing of our portal which runs more than 100 services. We chose MIEL e-Security Pvt. Ltd, based on our strict evaluation criteria and also due to their vast experience in dealing with similar projects and high quality deliverables. We were proved right of our decision by choosing MIEL, when they delivered the project on schedule and above our expectations.

We followed this up with a comprehensive project to implement an international information security standard in eGA (i.e. ISO 27001 standard). Differentiating themselves with other vendors, MIEL came up with a customized phase wise approach for eGA. MIEL conducted a holistic business process based risk assessment (based on ISO 2001:2005) and treatment plan as opposed to a standard IT based risk assessment. MIEL conducted the following activities as part of their project:

1. Information Security Management System (ISMS) training for eGA stakeholders;
2. Gap Analysis based on ISO 27001 standard;
3. Risk assessment and treatment for all business processes based on ISO 27001:2005 Risk Management standard; and
4. Framing the information security policies and procedures bas ISMS Standard.

We have no reservations in stating that MIEL has delivered these services in a professional and timely manner. We wish them luck and look forward working with them again in our future initiative.

Best Regards
Abbas S Kudrati
CISM| CISA| CGEIT| CEH |CEA| PRINCE2 | ISO 27001LA
Head – Quality & Security Standard

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www.bahrain.bh

Kingdom of Bahrain
eGovernment Authority

Bank of Bahrain and Kuwait

April 04, 2012

A letter of recommendation

To Whom It May Concern.

This is to certify that MIEL e-Security Pvt. Ltd. was the company chosen by MTN Cameroon for Data Network Security Assessment. The project was splitted into two principal parts:

Part A: Network Security assessment and recommendations

Part B: Network Security policies and procedures setup

We have been very satisfied by their approach and the overall work done during the execution of the project. They have demonstrated adequate competence as well as commitment in the project deliverables and time frame. Their report and outputs therefore; met our expectations.

We however; appreciate their professionalism and encourage them to keep the trend.

Christian Gilbert Ngono
Chief Technical Officer
MTN Cameroon

Sampath Bank, Colombo

25 years
ahead of our time

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சம்பத் வங்கி
SampathBank

Sampath Bank PLC - Company No. PQ144
No. 110, Sir James Peiris Mawatha, Colombo 02, Sri Lanka. Tel: 011 4730 630, 2300 260
E-mail: oper.mgr@sampath.lk Web: www.sampath.lk

14th September 2012

To whom it may concern

Monitoring compliances of desktops in a multi-location environment like ours is a time consuming and a daunting task requiring high cost in manpower.

MIEL Endpoint Diagnostic Service is a tremendous boost to our security and IT compliance efforts and to estimate our overall position in a nutshell.

MEDS was selected for its agentless non-invasive architecture for scanning and detecting gaps at endpoints within our multi-location environment. Even though we faced some setup configuration issues, the effort was well worth considering the options available with MEDS. MIEL technical expert was very flexible to adjust according to our requirements and policies and in fact served beyond the scope of the deliverables agreed.

The MIEL Endpoint Diagnostic Service (MEDS) is not only comprehensive in detailing the state of compliance at endpoint level, it has added features to provide actionable reports and an inventory report of undesired software installed at various endpoints. The overhead is minimum on the network and bandwidth and the scan process is extremely fast and accurate.

All of the above coupled with customized reporting and trend analysis makes MEDS an invaluable tool in compliance diagnostics.

Naloka Gunawardena
Senior Manager – Systems Audit

Growth Potential of MIEL

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Growth Potential: Services

Average financial losses associated with security incidents rose **18%** over last year

Financial losses due to security incidents in Europe increased **28%** over last year

In North America alone, there has been **117%** increase in detected incidents over last year

Average information security budgets have increased **51%** over last year

Pharmaceuticals, Financial Services and Technology industries reported **losses of $10 million or more**

Average cost of intrusions on a per-incident basis is **$531**

Average security budgets have increased **85%** in Asia Pacific

60% of respondents said they plan on increasing their spending over the next 12 months

There has been an overall increase of **25%** in detected incidents over last year

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Growth Potential: Services

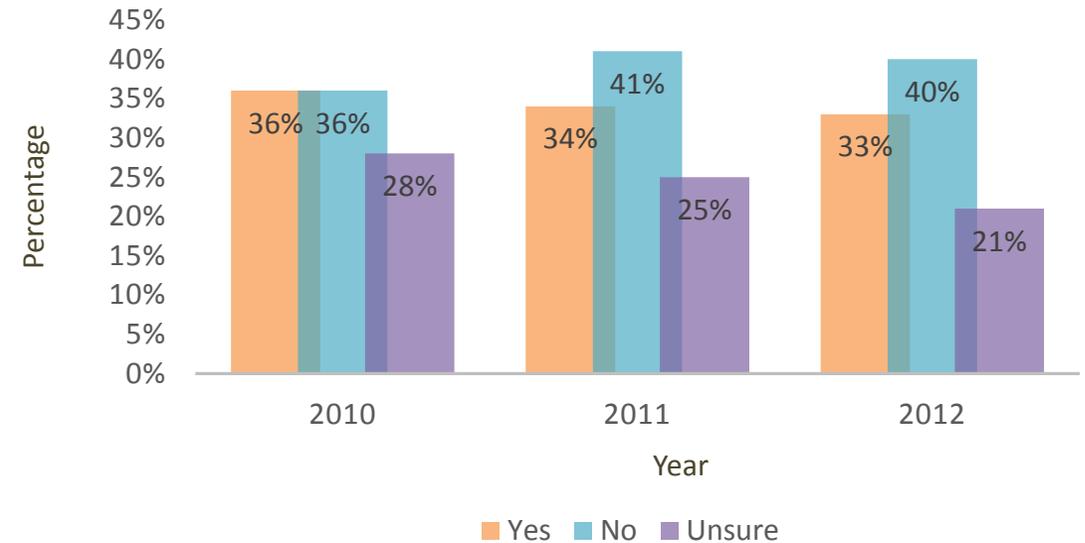|	South America	Asia Pacific	Europe	North America
Security spending will increase over the next 12 months	66%	60%	46%	38%
Have an overall security strategy	75%	79%	77%	81%
Employ a Chief Information Security Officer	75%	74%	68%	65%
Have a senor executive who communicates the importance of security	68%	69%	51%	55%
Measured/reviews effectiveness of security policies and procedures in past year	70%	69%	53%	49%
Have policy for backup and recovery/business continuity	58%	55%	45%	47%
Require third parties to comply with privacy policies	55%	58%	55%	62%
Employee security awareness training program	54%	63%	55%	64%
Have procedures dedicated to protecting intellectual property (IP)	20%	24%	17%	21%
Have intrusion-detection technologies in place	64%	67%	63%	67%
Inventory of where personal data are collected, transmitted and stored	53%	60%	52%	64%
Collaborate with others to improve security and reduce risks	66%	59%	45%	42%

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Growth Potential: Services

Information Security Top priorities over the next 12 months

Protection of critical assets
- Program to identify sensitive assets — 25%
- Centralized user data store — 19%
- Asset management tools — 17%

Infrastructure security
- Security standards for external partners/customers/suppliers/vendors — 24%
- Employee security awareness training program — 22%
- Privileged user access — 17%

Threats
- Threat-intelligence subscription services — 25%
- Protection/detection management solution for APTs — 21%
- Intrusion-detection tools — 17%

Analytics
- Security information and event management technologies — 20%
- Security event correlation tools — 20%
- Active monitoring/analysis of information security intelligence — 15%

Mobile
- Encryption of smart phones — 25%
- Strategy for employee use of personal devices on the enterprise — 24%
- Mobile device management — 24%

Is your IT Network more secure now than it was a year ago?

Year	Yes	No	Unsure
2010	36%	36%	28%
2011	34%	41%	25%
2012	33%	40%	21%

Security is a **business imperative** and threats are **business risks**

Protect the information that really matters by adopting "**Awareness** to **Action**"

Growth Potential: Services

Largely untapped mass market for IS Services – **MEDS** MIEL Endpoint Diagnostic Service

Installed Base of PCs : Some Market Statistics, India			
Total PC Sales 2004-10	40 million	Share of Business Sector @44%	
Estimated PC Base **Considering 10year Sales**	2010	56 million	24 million
Estimated Base @ CAGR of 18%	2011-12	64 million	28 million
Estimated Base @ CAGR of 18%	2012-13	74 million	33 million
Estimated Base @ CAGR of 18%	2013-14	86 million	38 million

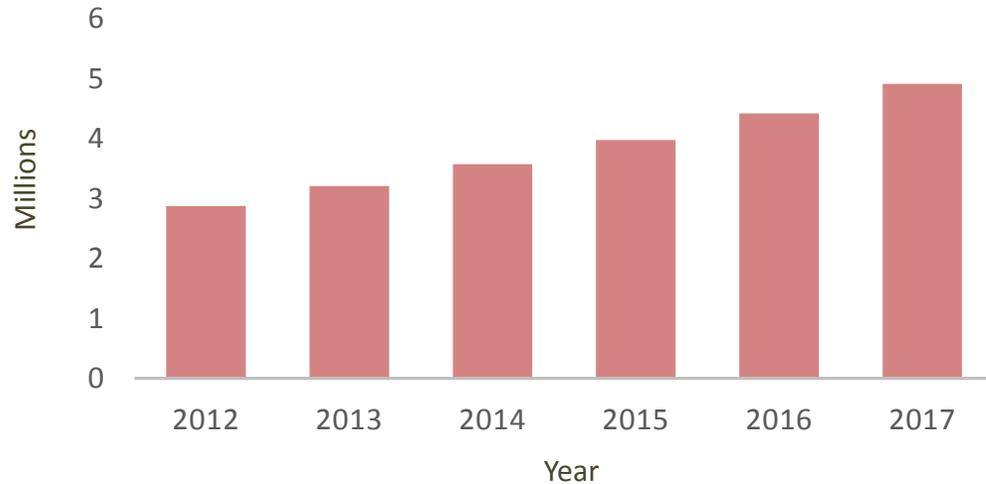Global market size for ISO 27001 certification is estimated at

approximately $7 billion

Growing adoption of other IS compliance standards like COBIT, PCI etc.
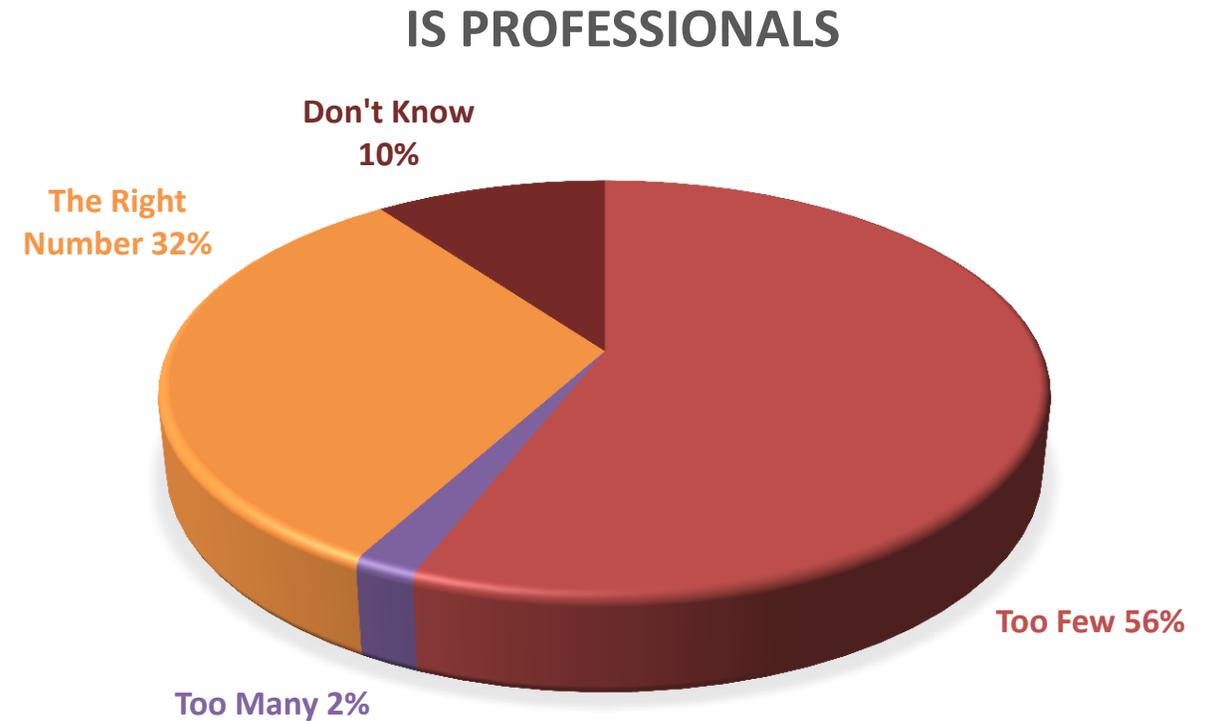
are equally large opportunities

Growth Potential: Education

Growth in Global Demand for IS Professionals

Do Organization Currently Have the Right Number of IS Professionals?

IS PROFESSIONALS

Don't Know 10%

The Right Number 32%

Too Few 56%

Too Many 2%

Change in Spending over the next 12 months

	Percent of Respondents		
	Increase	Decrease	Same
Information Security Personnel	30%	12%	59%
Training and Education	28%	13%	60%

Growth Potential: Education

Schools / Children

- India market for Digital Classrooms growing at 60% per year

- Education sector to grow from $40 billion in 2008 to a whopping $115 billion by 2018

- India has about
  - 90,000 Private Schools
  - 225,000 Partially Aided Schools
  - More than a Million government schools

Enterprises

- Installed base of Personal computers in the world will reach 2 billion by 2015

- Installed PCs worldwide
  - Has surpassed 1 billion units
  - Will surpass 2 billion units by early 2014
  - PC penetration in emerging markets is expected to double by 2013

Government

- It is no longer a question of whether we can afford information and communication technology in health, education, environmental protection, and a multitude of other areas, but where to deploy them first and how rapidly gains can be realized

- The high demand for e-government knowledge and skills on the part of Member States has increased considerably in recent years

What Global Leaders have to say ?

President Obama from U.S.

"Cyber security is one of the most serious economic and national security challenges we face as a nation, but one that we as a government or as a country are not adequately prepared to counter. We must develop a technologically-skilled and cyber-savvy workforce and an effective pipeline of future employees. It will take a national strategy, similar to the effort to upgrade science and mathematics education in the 1950's, to meet this challenge"
The US federal government recently announced plans to spend more than ***$13 billion a year*** within the next five years on protecting its systems.

David Cameron from U.K.

Criminals and terrorists must be defeated in cyber-space without destroying everything that is good about the internet. The UK Government was leading the way with a £650 million plan to improve cyber defenses. The UK PM said the internet was a force for economic, social and political good, and had profoundly changed economies, creating twice as many jobs as it destroyed. But he warned cybercrime costs the ***UK £ 27 billion a year, with the global bill as much as $1 trillion.***
Threats included attempts to steal valuable information from individuals and companies, and Britain was about to set out a new approach for better online security, crime prevention and ***public awareness.***

Other Pointers:

Saudi Arabia is spending USD 6 billion on cyber security in 2013

Information Security Scenario – India

- The Indian Government has opened doors for **private players** to **guard India's cyber ecosystem**.

- Investment of **US$1 billion** from both indigenous and international companies in the next 3 years expected

- With inadequately staffed cyber security workforce, **Information Security training** is going to be a big area of potential within India

- India will require **500,000 cyber security professionals** by 2015

- Indian government agencies are eager to have more home-grown cyber security solutions providers to cater to its **ever growing cyber security issues**.

- Indian Information security market is expected to **grow by 18%** to reach **over USD 2.3 Billion** in 2013.

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- Government is investing **more than USD 10 billion** on **e-Governance**.

- **IT/BPO** industry aims to grow revenues from the present **USD $100 billion** to **USD $ 225 billion** by **2020**.

- The **Indian cloud computing** market opportunity is expected to reach **USD 16 billion** by 2020.

- **B2C e-Commerce** is expected to touch **USD $ 10 billion** – a growth of 47 per cent from 2010.

- Presently, there are **120 million internet users** in India and it is projected to have the **third-largest internet user base** in the world in the near future, with the consequent increase in the on-line commerce.

- India has the **world's second-largest mobile phone user base** with **900 million** users, which include a fast-growing smart phone segment.

MIEL – Financial Projections

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Financials - Projections

Profit & Loss Account	Projections			Rs. Million	
Particulars	**T+1**	**T+2**	**T+3**	**T+4**	**T+5**
Services	273	465	782	1,157	1,662
Products	300	450	650	900	1,250
Income (Sales)	**573**	**915**	**1,432**	**2,057**	**2,912**
Growth		*60%*	*57%*	*44%*	*42%*
Expenses	**426**	**661**	**1,019**	**1,443**	**2,021**
Purchase Costs, Revenue Sharing with Partners	246	374	546	756	1,050
% of Sales (%)	*43%*	*41%*	*38%*	*37%*	*36%*
Personnel Cost	100	163	266	379	511
% of Sales (%)	*17%*	*18%*	*19%*	*18%*	*18%*
Administration Cost	28	52	96	152	241
% of Sales (%)	*5%*	*6%*	*7%*	*7%*	*8%*
Sales & Marketing Cost	15	28	52	85	134
% of Sales (%)	*3%*	*3%*	*4%*	*4%*	*5%*
Corporate Cost Allocation	37	44	59	72	86
% of Sales (%)	*6%*	*5%*	*4%*	*3%*	*3%*
EBITDA	**147**	**254**	**413**	**614**	**891**

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MIEL - Administrative Details

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MIEL's Corporate Details

<u>Registered Address :</u>

MIEL e-Security Pvt. Ltd.

MIDC, Road No.9, Plot No.16, Ground Floor,

Behind Samruddhi Venture Park,

Andheri (E), Mumbai – 400093

Contact Number: +91-22-42129595

Email ID: <u>feelsecure@miel.in</u>

Website: <u>www.miel.in</u>

<u>Bank</u>: Lakshmi Vilas Bank

<u>Auditors</u>: Sudit K. Parekh & Co.

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