

A Smooth Path to NISPOM Compliance Depends on Having a Security-Engaged Facility



Benefits of a Having a Truly Security-Engaged Facility

- Widespread awareness of NISP responsibilities & duties
- A facility prepared for interaction with inspectors
- Growing knowledge of threat realities & security risks
- Cooperation with your program
- Employees who protect everything of value

Security Connection is Good for Business and Security Engagement

The business case is straightforward.



The Business Case for Security Connection

Creating a Security-Engaged Workforce Makes Sense for 5 Reasons

GOVERNMENT CONTRACTS

The first investment context is mitigation of NISPOM compliance risk.

Loss of FCL, an unsatisfactory inspection result or an impactful security incident are bad for business.

The reason DCSA wants evidence of a consistent awareness outreach (vs. a “one and done” approach) is because a predictable cadence of communication is effective.

Your risk of embarrassing security incidents or non-compliance drops dramatically when you have a consistently security-engaged facility.

FINANCIAL & BUSINESS RISK

This investment mitigates your overall business risk, plus your compliance risk.

Every person in your company is an access point into everything you need to protect:

- intellectual property
- business plans
- customer data
- networks
- reputation.

You can probably think of more. What’s the cost of losing competitive edge or damage to your reputation?

Weak security engagement is a serious risk to your company’s financial health.

SMO SUPPORT & ENGAGEMENT

With DCSA’s increased focus on demonstrable business support for the security program, this investment can help.

One of our key recommendations to clients is that the SMO be named the business sponsor of your company’s Security Connection, not the security organization.

This is a strong signal to the facility that NISPOM security is a business issue.

You can make it even stronger by branding the newsletter with your logo (easy to do) and naming it your company’s Security Connection.

FOR YOUR EMPLOYEES

This benefit is an easy one to get credit for.

Clients consistently tell us about the amazing feedback they get from employees.

They appreciate the Security Connection for its high quality, easy readability, interesting articles, scan-ability and the inclusion of personal security content that gives them information and tips they can use in their personal lives.

This feature is a win/win because it keeps them engaged with your message and it trains them to be security-minded.

HIDDEN COSTS & PRODUCTIVITY

Most security teams are stretched, which invariably means some work gets de-prioritized, intentionally or not.

A decision to outsource security awareness outreach solves a full year of planning and execution all at once. This frees up the FSO for other important duties.

Another factor to consider is the hidden cost of your current activity in support of awareness outreach.

Any back of the napkin exercise to calculate headcount time plus execution expenses will compare very favorably with this investment.

The Cost of Subscribing Your Facility to Security Connection is Just 1,199 per year (\$100 a month!)



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