

Combining Secure Software Development and Managed Services For Cloud Security and Government Accreditation



Yusuf Ahmed
Chief Executive Officer

Earthling Security, LLC
www.earthlingsecurity.com

Contact:
Yusuf Ahmed
202-445-4959
yaa@earthlingsecurity.com

Interview conducted by:
Lynn Fosse, Senior Editor
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“We like to focus on secure solutions. Not every customer has security on top of their priority list. We get excited to put together an innovative, creative solution and then merge that into the security requirements that the security goals are. Currently, in terms of regulatory compliance FedRAMP and the government standard for cloud security gives us the most perspective so we’re happy to work with all industries.” - Yusuf Ahmed

CEOCFO: Mr. Ahmed, what is the focus at Earthling Security today?

Mr. Ahmed: We focus on cloud security and secure development of enterprise applications. Our specialization is to move applications and workloads into a secure and compliant cloud environment. We take great interest in complex applications that also require tedious and process driven regulatory compliance. We’re focused on the automation of security and operational controls to simplify deployments and management. The concept is managed secure cloud meets managed compliance. This year we launched our second release of EarthlingCloud™, a managed service for secure cloud environments. The platform provides cloud migration, hosting and compliance as part of the managed offering. Customers can move applications and workloads to a secure and compliant environment in either Amazon Web Services (AWS) or Microsoft Azure.



CEOCFO: Are people, companies or agencies looking specifically for a compliant solution as opposed to looking for a solution and assuming it is compliant; not necessarily the focus?

Mr. Ahmed: Very often, we get customers that start out planning the development of a complex software application, or are initiating a data center consolidation effort or trying to save cost by moving to cloud but end up at a wall with security or compliance requirements. We’ve found that people spend more money by assuming that a cloud platform is compliant for their vertical or assuming that don’t have any security or compliance responsibilities if they host in a cloud that has a specific accreditation. We bundle all of the security controls, compliance packages and prepare our customers for regulatory audits while developing and hosting their applications.

CEOCFO: That sounds like a good idea. Are there many companies that offer that combination or is that a newer area?

Mr. Ahmed: No, not the way we do. We have a full-service catalog that is built on tiers. We have a series of open source, proprietary and commercial tools that are all automated and bundled to ensure a proper fit for our customer’s applications,