suresecure

A CEO's Perspective on Cyber Security and Staying Ahead of Technology

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Interview conducted by:
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CEOCFO: *Ms. Ali, what is the approach to security at Sure Secure Solutions?*
Ms. Ali: We view security as something that is not an afterthought, something that instinctual. It is not a separated organizational element. We try to build security into all the processes that we have for the company, all the processes that we want for our customers. We make sure our team is aware of all the security issues that can be around information management, information handling and connectivity. We have some strict trainings that we ensure our employees and subcontractors follow, and that all projects have processes for proper checks and balances.

CEOCFO: *Would you tell us a little bit about your engagements? Is it strictly with federal clients?*
Ms. Ali: Our business is fifty five to sixty percent with federal clients, but we do have commercial customers that we work with.

CEOCFO: *Are you happy with the mix?*
Ms. Ali: You know what? I have been thinking a lot about this and I think that a good mix is about sixty / forty. It is a constant effort to keep it that way because with small businesses that work with federal governments, one of the major issues that we have is that the long drawn cycles of any kind of business that happens with the federal government, starting from the pre-solicitations to solicitations to actual proposals to submission and then reviews and awards; it takes anywhere from a year to two years for something to happen. Therefore, it is very important for small businesses to have a good portion of their revenues coming from commercial entities, which are much faster to work with. Either they have received awards already or they are working on other commercial ventures that the turnaround time is anywhere from three or four weeks to three months. That is much more sustainable for a small business in terms of keeping their business going.

CEOCFO: *Are there particular types of projects that you take on or are there particular types you would like to, given a choice? Would you give us an idea of the range of services you provide?*
Ms. Ali: I would say that we are mainly in the IT segment. We started off as security, applications security, which is not including physical security elements, but making sure that our applications and data were effective. Therefore, that is what we started off with. The initial though that I had was that security is not just a focused area. It is actually part of every other development in IT; it is not a component. Therefore, we diversified and included infrastructure and cloud services, which had a security piece built in. Therefore, we are focusing on developing our cloud practice and also information management. Data science has become a huge field where everything is about the back end data; who accesses it, how do you access it, what are the protection mechanisms in place for that. Therefore, we have stretched out from just being application security focused, which is authentication, authorization, audits and so forth, to actually building means of structure to the architecture to migrating to the cloud and what are the tools and expertise needed in that. Therefore, we