

SECURE-EDU SOLUTIONS: K-12 Cyber Ready

*Red River Local & Education
Sales & Engineering (SLED) Team*

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Protecting Our Schools with Secure-EDU

TODAY'S TOPICS

Managing Risk in Today's K-12

Key Security Topics:

- Preparing for the school year 2021
- Reducing the threat landscape, security exposures & prioritizing risks
- State compliance & Improving your K-12 security posture

K-12 Solutions:

- Utilize Red River Secure-EDU Program (K-12)
- Recommended practices & common strategies

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Challenges in Today's K-12 Cyber World

**CYBER DISRUPTIONS
IN K-12 ARE RAPIDLY
INCREASING**

Over **500** individual K-12 schools have had reported incidents since January 2019

In K-12 education many districts have fewer security resources and are more vulnerable

COMMON THREATS TARGETING SCHOOLS

31%

DATA BREACHES

23%

MALWARE

13%

PHISHING

16% ACCIDENTAL DISCLOSURE OF DATA

10% NETWORK INFRASTRUCTURE HACKS

4% DENIAL OF SERVICE ATTACKS

3% OTHER INCIDENTS

K-12 State Cyber Compliance

At least 11 Cyber Security initiatives in CA pending approval for 2020

- TX SB820 & HB 3834 is leading the charge, 38 more states are coming soon...
- NY Ed's Law 2-d (strong PII data protection)

The core of most K-12 compliance initiatives:

- ✓ Have a cyber security policy / employ security controls (NIST / CIS 20)
- ✓ Protect student PII, notify parents & guardians when breached
- ✓ Have a method to know when you have been breached (cyber)
- ✓ Notify your primary contact when you have been breached
- ✓ Know & manage your overall K-12 school cyber risk
- ✓ Have an Incident Response Plan

*How **ready** are you to comply with these requirements?*

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The Remote Access Shift in K-12 Landscape

(Don't Wait for the Problem to be a Problem)

Professional IT Techniques

- ✓ Review your current VPN solution set
- ✓ Deploy NAC service-check practices
- ✓ Protect DNS!!!
- ✓ Do you have end user & privilege account access visibility?
- ✓ Consider outsourcing via 3rd party service providers (NOC / MSSP / IR)

Additional Suggestions

- ✓ IT staff impact & risk assessment plan
- ✓ Light duty red team testing (are you ready?)
- ✓ Communicate plans to internal teams
- ✓ Maintain a Risk Register

INCREASE MONITORING & VISIBILITY

You Can't Manage What You Can't See...

SECURITY OPERATIONAL TENANTS

VISIBILITY	SEGMENT	DETECT	INTEGRATE	AUTOMATE
<p>See: devices & users on the network.</p> <p>ID vulnerabilities, behavior & impact to the business.</p> <p>Single dashboard view</p>	<p>Role-based: segmentation for devices & users</p> <p>Reduce attack surface</p> <p>Improve manageability</p>	<p>Identify: advanced threats earlier:</p> <ul style="list-style-type: none">• Behavior based threats• Unauthorized Access <p>Understand threat impact</p>	<p>Provides: smarter security decisions faster</p> <p>Optimizes value of individual security tools</p>	<p>Improve:</p> <ul style="list-style-type: none">• Onboarding process• Security controls• Response actions• Security workflows

Red River K-12 Secure-EDU Program

SIMPLE

Provide K-12 District schools with a suite of security services that are easy to obtain, utilize & at a cost-effective rate.

VALUE

RR Secure-EDU services are scoped to specific areas of K-12 compliance and cyber security. Select managed security services are bundled to include additional time, efforts and service value.

SECURITY GROWTH

Secure-EDU assessment results help drive risk-management, security maturity & further enhance overall K-12 security solutions.

TRUST

Cyber offerings designed to develop Red River strategic customer service value and long-term trusted security advisor partnership.



Secure-EDU: K-12 Cyber Support Tools

K-12 Security Policy Info Pack

- K-12 State Cyber-info links (*free*)
- RR Streamlined Policy (*CIS 20 / NIST, free*)
- Implementation support

Posture Assessment Service

- K-12 cyber security assessment
- ID critical risks
- Remediation plans
- Security roadmap & budget planning

K-12 Cyber Risk Management

- Risk mgt cyber sheet (*free*)
- K-12 Security Practice Guides (*free*)
- RR risk management solutions

Security Training & Cyber Support

- Secure admins
- Power users
- Cyber leads

Incident Response Readiness

- Incident Response on Demand (IROD)
- 3 levels of support options

Cyber Monitoring & Containment

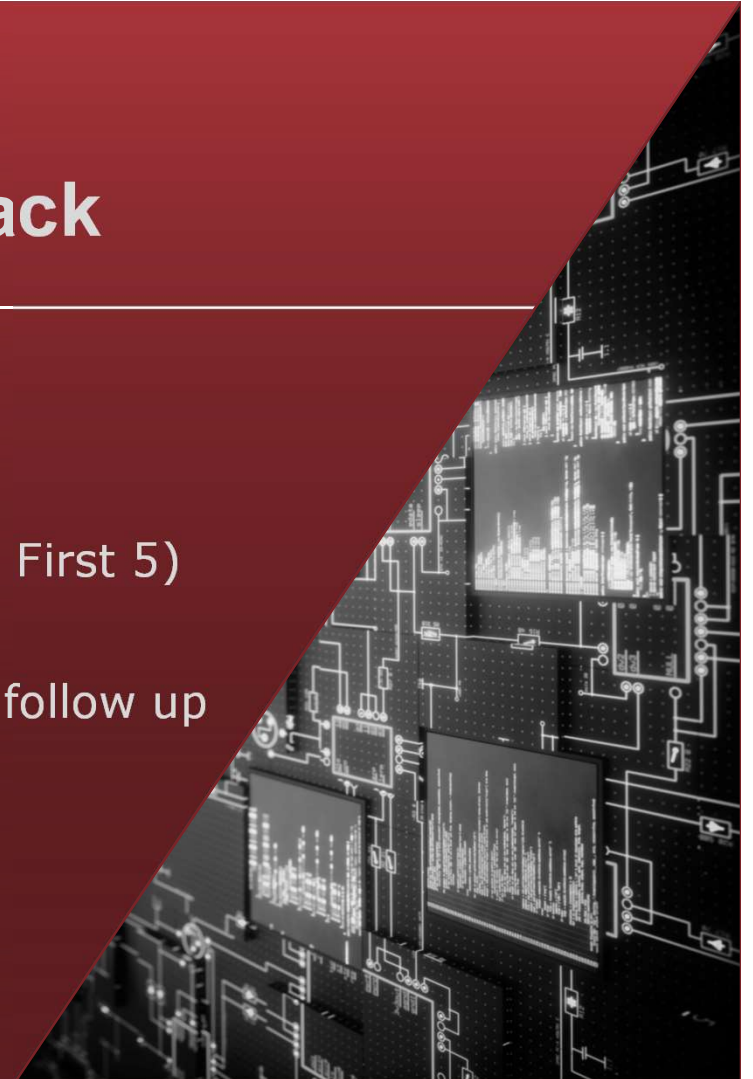
- Student PII breach
- Cyber network events
- 24x7 managed services

Red River SECURE-EDU Tool: The CIS-20 Self Assessment Pack

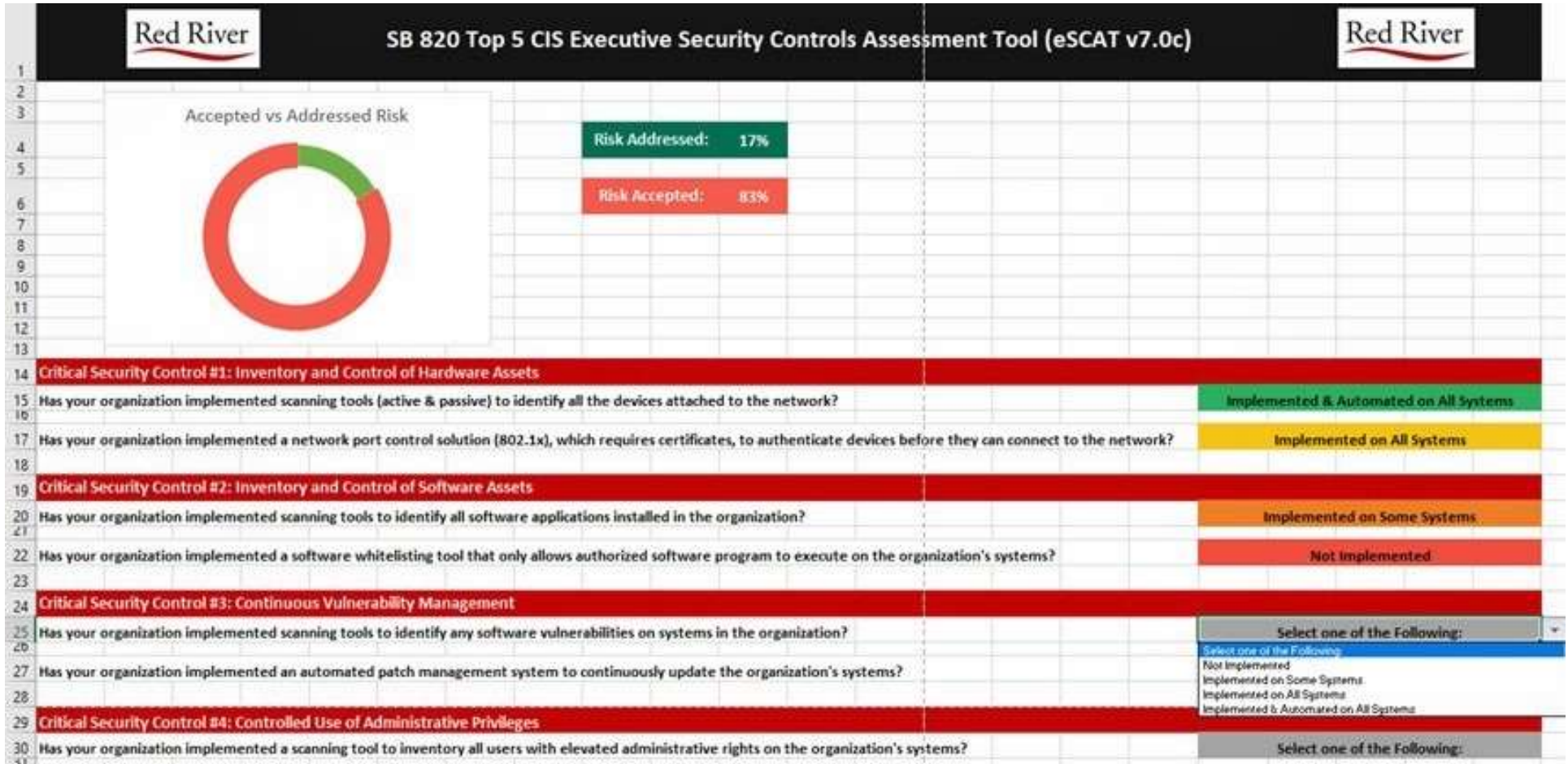
What is Included?

- CIS 20 Overview Sheet
- CIS 20 Executive Assessment Sheets (The First 5)
- CIS 20 Complete Assessment Sheets
- Red River CSA kick off support & check-in follow up
- No Charge for this tool

Located at www.redriver.com/secure-edu



The CIS-20 Exec 5 (summary)





Secure-EDU: Managed Cyber Security Programs for K-12

Cyber Essentials

- 24x7 Cyber network monitoring & response service
- RR K-12 Cyber tools
- Red River Level 1 Incident Response program

Defensive Pro

- 24x7 Extended Cyber Network Monitoring & Response Service
- Email security monitoring
- Critical end point security monitoring
- Red River Level 2 Incident Response Program

Cyber Elite

- 24x7 Every Segment Cyber Network Monitoring & Response Service
- Advanced email security protection & monitoring
- Extended end point security monitoring & containment
- Red River Level 3 Incident Response Program

Red River K-12 Strategic Partners

K-12 Security Technology Solutions



K-12 Managed Security Services



***New Tool* Secure-Edu: Posture Assessment Service**



WHAT IS IT?

- Baseline how secure-ready your K-12 District is
- What needs to be done to get to the desired goal.

WHY DO I NEED THIS?

- ID critical risks
- Create a professional starting point to continuously ID & address Cyber security threats

WHAT CAN I EXPECT?

- Cyber security policy review & recommendations
- Cyber security assessment (internal & external)
- Initial Student PII & sensitive data exposures
- K-12 monitoring & response capabilities
- K-12 Dark Web Recon
- ID critical security risks
- Remediation report by priority;
- High-level roadmap & budget planning report

Posture Assessment Service (PAS)

PAS SOW Info

Fixed Price Security Service

Service Options (2):

- Value-Bundle
- Comprehensive

Red River's PAS Value:

- ID Critical K-12 Cyber Risk
- Create a baseline Security Roadmap Plan
- Enhance current cyber security programs

Known Deliverables K-12 can count on...

<Customer>

K-12 Security Posture Assessment Service, Tier 2

<Quote No. OP-XXXX>

1.0 EXECUTIVE SUMMARY

Red River has a strong security methodology that prioritizes risk management, industry awareness and threat intelligence as corner stones to our security solution programs. A key component of our offerings is a suite of Security Assessment Services (SAS) specifically designed to help our customers prioritize security risks, gain additional insight into potential threats and keep pace with the evolving security threat landscape, both internal and external to the organization.

Red River is proposing Foundational Security as a value-add Security Assessment Service. The goal of the assessment is to review the customer security environment, including people, process and technology. The primary focus is to understand <Customer>'s current security framework and controls, network security infrastructure, application security, security operations and incident response and identify vulnerabilities that would lead to the loss of sensitive data and/or major customer impact.

<Customer> has requested a Foundational Security Assessment Service which is scoped to provide the following areas of discovery, reporting and overall security recommendations:

- Phase 1: Security Framework Assessment and Review (District, NIST or CIS 20)
- Phase 2: Dark Web First Recon Report
- Phase 3: K-12 Security Technology Architecture Review:
Internal and External Network Architectural Review, Assessment and Recommendations
- Phase 4: Spear-Phishing Test
- Phase 5: K-12 Security Operations Review:
SOC capabilities, communications, incident response review
- Phase 6: PII & Sensitive Data Review of K-12 protected student and sensitive data,
security, backup, access and distribution processes & readiness
- Phase 7: Final report & recommendations presentation
 - Optional executive-level in person report presentation (TBD by customer)
- Time to complete: About 4 to 6 weeks from start of Phase 1

Foundational Security is specifically designed to help our customers identify the security risks,

Value Item:

K-12 Cyber Protection Bundle



WHAT IS IT?

K12 Cyber Protection Bundle

- Firewall Upgrade (Next Gen)
- 24x7 DNS Monitoring
- Bundled Installation Services
- End user training
- **Optional:** RR Managed services, NGFW, DNS, endpoint & access mgt

WHY DO I NEED THIS?

24x7 First Line of Defense against cyber security threats

- Protect sensitive student, admin and critical data against malware, ransomware and other related threats
- App visibility, next-gen IPS, advanced malware protection and URL filtering work together

WHAT CAN I EXPECT?

Professional Quality Service & Follow Up

- Architecture validation of FW & DNS Security service placement
- Red River professional Installation
- ½ day user training on products and best practices
- 6 mo. follow up check point

Secure EDU: Maximize your Budget

Effective K-12 Cyber Security Techniques

GOAL:

The most effective use of your school's security dollar.

NETWORK SECURITY

- Comprehensive remote access solution
- 24x7 DNS security service
- Access mgt & monitoring appliance or software
- Email filtering & phishing protection security software
- Web facing app security scan (OWASP top-10)

K-12 SECURITY PROCESSES

- Document location of student PII & sensitive K-12 admin / business information & controls
- Create a formal cyber incident response plan and test it annually
- Consider a managed security service to provide 24x7 monitoring of essential K-12 networks and service components

Our Value...



CAPABILITIES

- ✓ We are a major reseller of most security OEMs
- ✓ A wide-variety of managed service solutions
- ✓ Quick deployment & easy to maintain support services

SERVICES

- ✓ Experts at meeting budget requirements
- ✓ We provide white-glove pre-sales engineering services
- ✓ Dedicated State, Local and Education sales and support team

<https://www.redriver.com/secure-edu>

RED RIVER SECURITY

*A Trusted Partner with Proven
Performance*

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A decorative red wavy line graphic located below the 'Red River' text.