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**PORTCULLIS**

**Security Consultancy  
Services**





# About Portcullis

**Test. Respond. Consult. Research.** These are our four areas of expertise.

Portcullis is not new to the security market place, with the foundations of our company dating back to the mid-80s. It is fair to say that a lot has changed over the past three decades, but the fundamental principles of why organisations perform information security have remained constant. Private information needs to remain confidential. There is a need to trust the integrity of information. That information needs to be available when it is required. Our areas of expertise deliver this.

Security testing tells our clients exactly where they stand with regards to system security. What and how we test continues to change, but the motivations remain the same; our clients have questions, we deliver the answers.

Incidents can and do happen. When there is an issue, Portcullis can be relied upon to have the expertise to respond, manage and restore our client's faith in their own systems. The more that can jointly be done to refine this process ahead of time, the better.

Information security is not just about the tech. So much of the overall security posture is embedded in company culture, policy, process and standards. Working in business terms, our consultants can advise on how to overcome the challenges of today and tomorrow.

In order to keep our clients up to date, and to ensure we remain industry leaders Portcullis has,

and always have had, a very strong commitment to research. Research benefits the community, our company and our clients. It costs, but it is worth it.

Across all service areas, our aim is to take the best consultants, understand what the client needs, wrap this skill and knowledge up in efficient processes and then deliver on our promises. Technical expertise alone is not enough; it has to be delivered effectively and for the right reasons.

One of the challenges of information security is the constant change. Threats continue to evolve, the use of technology changes and business constantly wants better access to more information. Security cannot stand in the way of this. Portcullis enables our clients to take advantage of new concepts by helping them understand the risks and how to manage them.

You are in safe hands with Portcullis; we know what our clients want both today and tomorrow. The capability to deliver has been proven time and again for decades. We are tried, tested and proven.





# Portcullis Security Consultancy Services

Money, time and resources are always limited in security, so there is the need to spend it wisely.

Portcullis operates a dedicated information security consultancy practice that compliments our testing, response and research services and has the capability to deliver a wider range of consultancy services.

## Penetration test management

We know from our clients that finding time to organise penetration testing, set the right scope, interpret results and deliver remedial action is challenging. In some cases, tests get delayed or scheduled with a convenient, but sub-optimal, scope. Where tests do happen, it is not uncommon that the remedial work gets delayed because of lack of time to interpret results and/or to manage the remediation process. These are all activities that Portcullis can complete on behalf of our clients as part of an expanded security testing requirement, delivering tests on time, with an ideal scope and a successful remediation process.

## Training

Portcullis regularly conducts training courses on both a standardised and bespoke basis. Standardised training courses are available for infrastructure and application penetration testing, as well as secure application development. With these standardised courses, there is a tiered structure which provides the opportunity for a participant to progress from a complete beginner to someone capable of taking industry exams. Portcullis can also run entirely bespoke educational exercises on any topic within which we consider ourselves expert, tailored to a technical or wider audience as appropriate. The format of such courses is completely flexible



to suit the audience size and interests, from a traditional training course to executive briefings, workshops, lecture theatre sessions and company-wide online education.

## Audit

Portcullis is experienced in helping organisations achieve and maintain certifications such as ISO 27001 and standards such as PCI DSS. Whilst each standard and business is unique, our aim is always to help organisations achieve these standards in a way that is very sympathetic to existing operations. For many businesses, the textbook best practice implementation is not a good fit, which is where working with existing processes, culture and systems to deliver the same outcome with much less effort and greater sustainability is a real Portcullis strength.

With increased attention on the supply chain, many organisations are not focused on industry standards, but instead understanding and meeting their clients' security requirements. Our consultants can help organisations meet these requirements, including providing a response framework, pre-audits, support in

completing questionnaires, evidence collection and more.

## Strategy

Getting security right is not easy; and as a result, within the day-to-day tasks and challenges, it is easy to lose sight of the ultimate goals. It is also true that many organisations are struggling to break away from the technical IT security world into a more business-orientated information security mind-set. Portcullis has worked with a wide range of organisations to restructure their security strategy. The process starts by focusing on establishing the business requirements for information security, which in itself draws on many factors, such as regulatory requirements, client expectations, risk appetite, and threat landscape. The intention is not to measure security against a generic definition of best practice, because each business is different. With these business requirements established, it is then possible to measure performance against these, highlight gaps and work to remediate them.



## Improvement

Whatever the motivation for needing to improve an organisation's approach to information security, Portcullis can support this process. The intention is always to guide and empower organisations; our involvement is always going to be short-term, so there is the need to put our client in a position to succeed independently. Some changes might be cultural, such as changing the perception of the function of the security team, restoring faith in key personnel (and their own confidence in some cases) or changing the team structure. Other changes relate to policy, process and procedure, both from updating the source material to overseeing the successful implementation. Whilst there is the capability to support significant business change, these skills can also be cherry-picked and used in isolation. For example, there might be a single troublesome process or under-delivery in a key area. Portcullis can provide focused consultancy on this one area.

Portcullis can quantify exposure in financial terms and build a meaningful business case that can be co-presented to the oversight committee.

## Risk analysis

Money, time and resources are always limited in security, so there is the need to spend it wisely. Our consultants can use their years of experience to effectively identify and measure an organisation's current exposures. Factor in the relative challenge of remediating those tasks, and conclusions can be drawn regarding what to focus on next. Where further approval is required, Portcullis can quantify exposure in financial terms and build a meaningful business case that can be co-presented to the oversight committee.

## Resource

Whilst many engagements are project-based with specific outcomes, Portcullis can also supply resource on an open ended basis; whether this be technical resource into a particular project or team, mid-level management such as information security manager or CISO level, Portcullis has the expertise to deliver expert resource quickly and with great flexibility.



# Why Portcullis?

## Pedigree

Now in our third decade of delivering information security consultancy and widely recognised amongst the best, we know what it takes to excel. Portcullis' teams are unsurpassed and our R&D department ensures that we continue to set the standards others strive to follow.

## Delivery

A successful engagement is judged end-to-end. Portcullis' account management, pre-sales operational and editorial teams combine to launch a project certain to succeed. Our consultants have the expertise to deliver and are supported by rigorous quality assurance to ensure a high level of client satisfaction.

## Approach

To our clients, we are more than just a supplier; we are their trusted advisor, confidant and problem-solvers. Portcullis takes the time to support our clients, provide sound advice and form long lasting partnerships.

**It takes all this and more to be tried, tested and proven.**

## Get in touch

We are keen to talk to you and discuss your security issues and find practicable solutions. Allow us to demonstrate why we are trusted by so many.

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