SteelCloud

# Achieve Faster ATOs Through Automated STIG Compliance

## **CHALLENGE:** Meeting STIG requirements and maintaining ATO without losing your margin

Contracting for the federal government has many challenges you won't find in the private sector. And one of them is meeting information assurance requirements. For example, all DoD software and systems must meet Defense Information Systems Agency (DISA) Security Technical Implementation Guides (STIG) requirements before achieving authority to operate (ATO). Simply put, if it can't meet the STIG requirements, your solution can't be implemented.

Over the years, the process of scanning and remediating security controls has been manual, costing thousands of specialized person-hours annually and overtaxing finite resources. In most instances, automation efforts have been scattershot, using custom scripts that can break application stacks and remain operationally costly to maintain. Meanwhile, these efforts are unfunded, delivering incomplete ROI and robbing margin from even the best systems integrators. Only one solution has emerged to address all the roadblocks and protect both data and budgets reliably.

## **SOLUTION:** Choose an automated security solution proven by 8 of the top 10 federal integrators

SteelCloud has been ahead of the curve in meeting DISA standards, revolutionizing STIG compliance with our ConfigOS automation software. Proven by 8 of the top 10 systems integrators (and throughout DoD agencies) ConfigOS eliminates months of unnecessary work from operational timelines and ensures rapid, sustainable ATOs. It has been repeatedly proven to scan 3000-5000 endpoints per hour and remediate 500-3000 endpoints per hour without human intervention. You can now harden policy controls against an application stack in just an hour where it took days, weeks or months before.

- ✓ Remediate thousands of DISA policy controls for workstations and servers, 'fixing' what's wrong so endpoints are brought into conformance with STIG policy
- ✓ Automate A&A assessment reporting and compliance validation to secure the customer's IT Infrastructure
- ✓ Harden systems around app stacks to create secure baseline policy deployments that identify and document waivers (accepted non-compliances)
- ✓ Maintain perpetual compliance via SteelCloud's 72-hour SLA on delivering new policy content with every DISA release of STIG changes
- ✓ Deploy automated, comprehensive compliance reporting for RMF accreditations and other required audits
- ✓ Integrate enterprise dashboard reporting via Splunk and ITSM products like ServiceNow for automated, seamless process flows
- ✓ Capitalize on massive efficiency gains for customer programs as a competitive advantage for increased sales and profit margins

ConfigOS does the work of an entire team of specialists in a fraction of the time, protecting not just systems and data, but your margins as well.

## **RESULT:** Reduce effort by 92% while keeping quality of work and security the same

We understand if the claims made about ConfigOS seem idealistic. But the fact is that they've proven over and over again in DoD implementations over the years. Here is just one example of ROI achieved by a top systems integrator. This is not an outlier result. Rather it is typical of implementations we've tracked over the years.

| Metric | Legacy Process | SteelCloud ConfigOS |
|---|---|---|
| Estimated cost of STIG compliance (hrs/endpoint/yr) | 16 | 1 |
| Government Program endpoints | 2941 | 2941 |
| Total annual hours | 39856 | 2491 |
| Software subscription/endpoint | $0 | $125 |
| ConfigOS 1-time Foundry cost | $0 | $7,500 |
| Total OOP Software costs | $0 | $318,875 |
| Annual cost @ average $100/hr labor | $3,985,600 | $567,975 |
| **TOTAL ANNUAL COST SAVINGS** | | **$3,417,625** |

> ***92.6% labor reduction of 20 FTEs to less than 2, allowing cyber personnel to re-deploy to other important cybersecurity tasks.***

If you knew you could duplicate these results, you would, of course, do it. Margins and opportunities to increase them are increasingly difficult to come by these days. And delivering a solution that has already met regulations—or partnering with an agency to meet standards at the time of implementation—is a differentiator your customers will appreciate, assign value to, and want to partner with in the future.

But before you add ConfigOS to your bag of tricks, check it out. **Schedule a demo and watch it do its magic.**

## Manual vs. Automated Compliance Costs

| Current Costs Without SteelCloud (Manual Hardening) | | COMMENTS |
|---|---|---|
| Number of Workstations and Servers | 2,491 | *Number of computers supported by engineers. Assumes all computers will leverage SteelCloud for hardening due to RMF implementation.* |
| Maintenance in Support of System Hardening | 16 | *Average time (in hours) that an engineer spends administering a PC during the lifecycle of the PC (initial hardening, maintenance, audit support, etc.)* |
| Total Hours: | 39,856 | |
| Avg Hourly Salary Per Engineer | $100.00 | *Average hourly rate for an engineer/admin* |
| **Annual Labor Cost to Maintain All Systems:** | **$3,985,600.00** | |
| **Total Annual Costs:** | **$3,985,600.00** | |

| Costs Using SteelCloud | | COMMENTS |
|---|---|---|
| **Labor Costs/Analysis:** | | |
| Number of Workstations and Servers | 2,491 | *Number of computers supported by engineers. Assumes all computers will leverage SteelCloud for hardening.* |
| Maintenance in Support of System Hardening | 1 | *Average time an engineer spends administering a PC during the lifecycle of the PC leveraging SteelCloud (initial hardening, maintenance, audit support, etc.)* |
| Total Hours: | 2,491 | |
| Avg Hourly Salary Per Engineer | $100.00 | |
| **Annual Labor Cost to Maintain all Systems:** | **$249,100.00** | *Assumes an engineer would spend at least an hour per PC even with SteelCloud automating most of the tasks.* |
| **Software Costs:** | | |
| **Average SteelCloud Subscription Cost per Workstation:** | **$125.00** | *Average price per computer to license.* |
| **SteelCloud Foundry License:** | **$7,500.00** | *Host based license that is used to create the security signatures that are deployed to the client computers.* |
| **Total SteelCloud Subscription Annual Costs:** | **$318,875.00** | |
| **Total Annual Costs:** | **$567,975.00** | |

| Costs Savings Annually: | | COMMENTS |
|---|---|---|
| **Total Costs Using SteelCloud:** | **$567,975.00** | |
| **Total Costs Using Manual Hardening:** | **$3,985,600.00** | |
| **Cost Savings Annually:** | **$3,417,626.00** | *Cost Avoidance/Savings by implementing SteelCloud.* |

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