

interview

SECURITY INSIDER...

... FEATURING COLIN MOORE,
MANAGING DIRECTOR OF MOORE SECURE IT



COMPUTING SECURITY'S REGULAR LOOK AT LEADERS IN THE SECURITY INDUSTRY; WHAT THEY THINK, WHO THEY ARE, AND WHATEVER ELSE THE EDITOR CAN GET THEM TO DISCUSS!

Ray Smyth: When you founded Moore Secure IT what need did you perceive?

Collin Moore: In 2005 there was little focus on Spam and Phishing and I was sure it would grow; it was our first challenge. In conducting an extensive review of product offerings, Cloudmark were head and shoulders above the rest, and I believe they remain there. Within 3-months of partnering with Cloudmark, we were invited to become their Distributor for the UK and parts of Europe.

RS: What was the competition like?

CM: The market was focused on a smaller number of larger, more traditional solution providers. The last four years have seen the introduction and success of many more smaller niche solution providers, offering companies of all sizes more choice - and competitive prices.

RS: What did you learn in your first year?

CM: Smaller companies eagerly embrace the functionality and cost saving available from new players in the security software market, and do not restrict themselves to big names. Larger companies do not take such measured risks. With smaller companies it is often a director making the decision to purchase, and they will look for the best ROI. The pressures on the Information Security Manager or IT Manager in a larger organisation results in less focus on ROI. It's true, you don't get fired for buying from a big name, so based on our experience we decided to

focus 75% of our effort on the SME market, as they proved to be more amenable to our recommendations.

RS: What did you offer to your suppliers that wasn't already on offer?

CM: Our model is to provide a network of partners with a customer base that trusts their advice; they are likely to have open minds to good products, lacking brand awareness. We also maintain a small team of very experienced consultants who add significant value to companies of any size, including experts in ISO/IEC 27001.

RS: What are the main things that IT teams need to look at?

CM: They need to adopt a risk-based approach to ensure a secure position for the organisation. Implementing an information security management system should be the priority for all organisations.

RS: Cloud security?

CM: Cloud security can be an extremely cost effective solution for companies of all sizes, but it is important to understand the risks. Cloud security is ideal if you want security as a service, without managing it in-house. However, organisations must also factor this in when they are defining their security policy, because transferring anything across the internet carries some risk. To authorise your data to flow through a third party, you must consider the security issues of their systems and employees and then reflect this into your own security policy. Remember, you are transferring information security controls to a third party, but they remain your responsibility. Can you ensure they are being managed effectively, and what assurances are available?

RS: Can SMBs establish acceptable security with limited budgets?

CM: Yes. I recommend they follow the path of implementing an Information Security Management System based on ISO/IEC 27001. Until you understand what you have, you can't decide how best to protect it!

RS: What security product do you most admire?

CM: Not a sexy answer, but it's the lock and key. We have relied on it for over a hundred years and still do.

RS: What's today's biggest threat?

CM: Lack of security awareness. While we now know that more security breaches come from internal sources, it is startling to note that the majority of these breaches are caused by mistakes.

RS: What's the current state of the art?

CM: No one security product is a silver bullet to cure all problems. For me, a state of the art IT security solution is one that conforms to ISO/IEC 27001, the international standard for Information Security. Created by diverse organisations, they have developed the information security management (ISMS) standard to achieve cost effective information security solutions for 5 to 500,000 people. **CS**