

## CASE STUDY

"At COE Security, we build, operate, and transfer world-class security solutions, empowering businesses with resilience and trust."

Joseph Henderson



COE SECURITY LLC

USA | BRAZIL | UAE | INDIA



## CASE STUDY

### VCISO SERVICES: STRATEGIC CYBER LEADERSHIP WITHOUT FULL-TIME OVERHEAD



# Measurable Impact Our Security in Numbers



- 1,500+ Global Engagements
- 95% Client Satisfaction
- 10+ Years of Cybersecurity Excellence
- 15K+ Critical Vulnerabilities Identified
- 1M+ Security Incidents Managed
- \$350M+ Costs Saved
- \$2.5B+ Transactions Secured
- 24/7/365 Threat Monitoring & Response
- Proactive Threat Hunting
- Cutting-Edge Security Technologies
- Dedicated Security Advisors
- Zero-Day Exploit Mitigation
- Incident Response Planning & Execution
- Security Awareness Training
- Customizable Security Solutions

## Client Profile

A regional healthcare provider with 500+ employees across multiple clinics and offices. The organization had recently experienced a third-party data exposure and faced increased scrutiny around HIPAA compliance, vendor risk, and incident readiness. They needed expert cybersecurity leadership but couldn't justify a full-time Chief Information Security Officer (CISO).

## Challenges Faced

Key security concerns included:

- No in-house cybersecurity leadership or long-term strategy
- Gaps in regulatory compliance documentation (HIPAA, HITECH)
- Poor visibility into vendor risks and third-party exposures
- Lack of formal incident response planning and risk assessments

## Solution

COE Security implemented a tailored Virtual CISO (vCISO) Program, combining:

- Security Strategy & Governance: Defined a multi-year security roadmap tied to business goals
- Compliance Readiness Support: Built controls and documentation aligned with HIPAA standards
- Vendor Risk Management: Implemented a third-party risk assessment framework
- Incident Response Planning: Developed, documented, and tested an actionable IR plan

**We're  
Hiring!**



# Compliance & Regulatory Mastery



- ISO 45001
- HIPAA & HITRUST
- NIST & NIST 800-171
- ISO 27001
- PCI DSS
- CMMC
- CIS Controls
- SOC 2
- CCPA & NYDFS
- EU CRA
- FedRAMP
- GDPR
- UK Cyber Essentials
- Essential Eight - Australia

**We're  
Hiring!**

## Strategic Cybersecurity Oversight On-Demand

- Led quarterly board-level security reviews and risk briefings
- Prioritized and tracked remediation efforts via virtual GRC platform
- Established KPIs and maturity models for security initiatives
- Guided procurement of critical security tools within budget
- Identified shadow IT and improved internal control over SaaS use

## Governance, Risk, and Compliance Leadership

- Created policy framework including Acceptable Use, IRP, and Data Classification
- Facilitated Business Impact Assessment and HIPAA Risk Assessment
- Initiated annual tabletop exercise with department heads
- Implemented continuous monitoring dashboards for PHI and PII risks

## COE vCISO Advisory Portfolio

- Cybersecurity Program Development
- Policy & Procedure Creation
- HIPAA & Regulatory Mapping
- Security Awareness & Training
- Incident Response Planning
- Third-Party Risk Management
- Board-Level Cyber Risk Reporting
- Security Tool Advisory & Procurement
- Risk Register & Roadmap Tracking
- Virtual GRC & Compliance Dashboards



# Our Cybersecurity Arsenal: Beyond Protection- We Build Resilience



- Application Penetration Testing (Thick/Thin)
- Mobile Application Penetration Testing
- API Penetration Testing
- Network Penetration Testing
- Operational Technology Security Testing
- Cloud Penetration Testing
- AI & LLM Security Audit and Pen Testing
- Red Teaming & Social Engineering Services
- Product & Hardware Penetration Testing
- IoT Security
- Security Operations Center Services (24/7)
- Custom Security Services

## Implementation Details

- Onboarded within 1 week using COE's FastTrack Governance Model
- Integrated with client's existing MSP, HR, and legal teams
- Conducted gap assessments, interviews, and document reviews
- Built a 12-policy library tailored to healthcare regulatory needs
- Delivered monthly strategic reports and compliance heatmaps

## Results Achieved

- 95% alignment to HIPAA security rule within 90 days
- Reduced average vendor onboarding time by 40% through risk triage
- Achieved "Low Risk" audit rating in first external security audit
- Executive awareness and engagement score rose from 2.3 to 4.7 (out of 5)

## Client Testimonial

"Thanks to COE Security, we passed our insurance audit with flying colors. Their structured approach made sure we were not just compliant - but resilient."

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Hiring!**





# Industries We Protect with Cutting-Edge Security



- Financial Services
- Healthcare
- Retail
- E-commerce
- Government
- Cryptocurrency
- Blockchain Technology
- Automotive
- Transportation/Logistics
- Energy & Utilities
- Hospitality/Tourism
- Entertainment/Media
- Manufacturing
- Education
- Telecommunications
- HiTech & Information Technology

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## COE Security LLC

COE Security is a leading cybersecurity services provider, offering comprehensive solutions to address the evolving threat landscape. We have a proven track record of helping organizations of all sizes mitigate risks, strengthen defenses, and recover from cyberattacks. Our team of experienced cybersecurity professionals possesses deep expertise in the latest technologies and best practices, enabling us to deliver tailored solutions that meet your unique security needs.

"Peace of mind in a world of cyber threats.  
That's what we deliver."

*Joseph Henderson*

