BAI SECURITY

President/CEO
Michael Bruck

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*Experts
Outsmarting
the Perfect
Cyber Storm*

Industry Era
10 BEST COMPANIES
OF 2020

In the Path of the Storm.

2020 is proving to be a banner year for cybercrime. Despite the advent of tech solutions designed to thwart attacks, breach activity is escalating at an alarming rate. Add to the mix COVID-19 – hackers worldwide are taking enormous advantage of organizations with strained bandwidth and/or who've been pushed hastily into an unsecured remote workforce and virtual product/service distribution.

The concerning result is that many IT security providers using traditional methods to merely "check the box" for regulators, only addressing key controls (e.g., firewalls, patch management, malware protection), are struggling to keep pace with the technologies being breached and the social engineering of personnel. As they fall behind evolving threats, we're seeing record-breaking ransomware payouts and clients left vulnerable on numerous fronts.

It's a perfect cyber storm benefiting hackers… unless BAI Security is in the path.

Harnessing Risk with Unparalleled Focus

Since 2007, President/CEO Michael Bruck and BAI Security have innovated their way to the forefront of cybersecurity. Driven to ensure the total security posture of their partners, BAI has expanded from serving Banks and Credit Unions into Healthcare, Pharmaceutical, Legal, Insurance, Utilities, and other regulated sectors. BAI built its national reputation as a security trailblazer by demonstrating exceptional cyber-expertise across these high-stakes sectors, as well as deploying only best-of-breed tools and industry-leading methods, many of which they pioneered.

As a pure play IT security provider, BAI Security has unusual focus. Unlike general IT or consulting companies with outsourced staff, BAI lives and breathes IT security, with assessment and compliance as their singular priority. Their dedicated team of in-house engineers and seasoned auditors devote significant resources to researching present-day hacking tools and cybercriminals' most aggressive techniques. BAI then reverse-engineers its methods, developing assessment processes that mimic the expertise, patience, and tenacity found in modern-day hackers.

BAI Security's resulting assessment methodologies are far more comprehensive than traditional assessments in both breadth and depth. And yet the team never gets too comfortable – BAI engineers continually re-test methods, challenge assumptions, and iterate proactive solutions to stay ahead of emerging threats. This positions BAI at the frontline of cybersecurity, undermining even the savviest hackers and raising the bar for the entire security industry.

Uncovering Clients' False Sense of Security

With the rapid evolution of advanced hacking, CEO Bruck issues a warning about security audit results:

"IT assessment results provided by traditional firms that appear 'clean' to clients may not be what they seem. They usually reflect a firm's inability to keep up with advancements in hacking or a 'bare minimum' assessment that satisfies basic regulations but leaves numerous risk avenues unexplored. The subsequent results do not represent the true level of organizational risk, which can lull clients into a false sense of security with unrealized vulnerability."

BAI remedies this with a top-shelf IT Security Assessment, providing an in-depth, well-beyond-the-regs evaluation identifying both technological and personnel risks using the most up-to-date and comprehensive methods. In recent years, BAI also forged their intensive Red Team Assessment (RTA), a real-world attack against a client's organization that mirrors the reconnaissance, planning, and wide range of skilled assault methods used by motivated hackers and state sponsored actors. Across service offerings, it is the blend of BAI's expertise, rigor, and cutting-edge methods that ensures the most comprehensive and accurate assessment possible, while providing clients actionable solutions to quickly mitigate risk and elevate their security posture.

Results, Service, and Value at Any Size

BAI's impressive results prove two things: 1. The serious risk their partner organizations were previously blind to, and; 2. BAI's ability to stay ahead of the rapidly changing security landscape. For instance, regardless of prior audit, BAI's IT Security Assessment reveals serious issues in 85% of new client environments, while 93% of the time, BAI successfully breaches client environments with their exacting Red Team Assessment. While these results are exceptional, BAI Security is most interested in how their clients see them.

Priding themselves on a partnership approach, BAI's team serves clients well beyond engagements as a trusted and ongoing security ally. With 92% of clients rating their BAI experience "Very Good" or "Excellent," and BAI earning a nearly unheard of 100 Net Promotor Score (likelihood of recommending to others), BAI's focus on relationships and service clearly shows. And, with offerings designed to be customizable and cost-effective, a partner's size nor its budget prevent it from receiving the comprehensive security evaluation BAI believes every organization deserves.

As they continue their 13-year growth streak thanks to the highest levels of quality, innovation, and client satisfaction, it's clear why BAI Security is among our 10 Best Companies of the Year. Look for this inventive security solution provider to continue to lead by exceptional example in 2020 and beyond.IE