![Watchfire logo]

Watchfire Fanatical Success™

For Web Application Security

Today, many organizations utilize manual testing or tactical, desktop tools to manage web application security, but too often these approaches overburden security resources and become organizational bottlenecks. Forward thinking organizations are quickly adopting the strategic, enterprise approach of Watchfire's AppScan® Enterprise. Built upon the market leading AppScan technology, AppScan Enterprise is the industry's first web-based, multi-user system to manage web application security.

Appscan Enterprise Apprenticeship Program

Ensuring that even one web application is free of vulnerabilities can be a daunting task, let alone tens or hundreds or thousands. That's why organizations like yours invest in the AppScan Enterprise platform to assess, manage, and report on the security of your applications. AppScan Enterprise is a powerful and flexible platform with the capability of reporting on hundreds of potential vulnerabilities across all of your enterprise applications. So, where do you start?

The Watchfire Appscan Enterprise Apprenticeship program helps you focus on the most common web application vulnerabilities which have the greatest impact to your business, while at the same time training your users to get the most from your investment in the longer term.

The program includes Watchfire's proven methodologies and best practices consulting on how to find, report on, manage, and remediate these issues such that your web application security program is successful and effective. The objective is to get find and fix the most critical issues first, build processes that incorporate AppScan Enterprise into the remediation cycle, and then expand.

The Apprenticeship Program uses an immersion approach to on-the-job training. An experienced Watchfire security consultant will work alongside your designated AppScan Enterprise Administrator to design and build an environment that meets your business needs both now and in the future. Services include:

- Detailed business analysis with end users and site owners to determine the assessment and reporting needs of all stakeholders
- Development of a prioritized approach to reporting. At the end of this exercise we will be in a position to ensure that post deployment, your team is focused on remediating the issues that will have the most immediate impact on your website.
- On-the-job, face to face apprenticeship-style skills transfer with an experienced AppScan Enterprise consultant.
- Assistance with configuration of scans, reports, users, and executive dashboards
- Business process recommendations to assist you in the remediation effort
- In addition to the apprenticehip-style skills transfer, formal classroom training is provided and targeted towards your developers and QA specialists, managers, and other ASE administrators. Curriculum includes:
  - o Introduction to Application Security
    - HTTP and HTML Basics

- - Web Application Security: Hacking 101
  - - OWASP Top 10 Web Application Security Vulnerabilities
  - - WASC Threat Classification Overview

  - o Introduction to AppScan Enterprise
    - - Introduction to AppScan Enterprise
    - - Getting to Know AppScan Enterprise
    - - AppScan Enterprise Reports at a Glance

  - o Performing an Application Security Assessment
    - - Preparing for Your Application Security Assessment
    - - Creating an Application Security Scan
    - - Advanced Scan Options
    - - Importing AppScan Results
    - - Creating a Report Pack

  - o Interpreting Report Results
    - - Reviewing and Verifying Security Issues Report Results
    - - Using Dashboards

  - o Administering AppScan Enterprise
    - - Managing Users
    - - Managing Access Control
    - - Creating Scan Templates
    - - Creating a Dashboard

Notes:

- Participation in the job shadowing portion of the service is limited to two (2) designated AppScan Enterprise Administrators.

Additional Options

The following services can be purchased as add-ons to the QuickSuccess program.

1. Remote Management

There is a reason why over half of Watchfire's customers choose to run Watchfire's products in a "Managed Service" model. Large organizations are constantly changing. The person that has been trained and is responsible for administering the system after deployment may likely be someone else next year. We have also found that the administrator typically also has many other responsibilities. To minimize the impact of these personnel changes and to ensure that you are consistently realizing the full benefit of your investment in AppScan Enterprise, Watchfire's Solutions Management team offers industry-leading expertise to ensure that you continue to get the most out of your investment long after the initial deployment. After all, your web site changes all the time, so AppScan Enterprise needs to change and evolve too.

Watchfire can offer you the same premium care for your installed environment that our MSP customers enjoy on a regular basis. Watchfire Remote Management provides you with a pre-booked number of hours, used on a quarterly basis, to help with scan review and analysis, troubleshooting, and ad hoc reporting customization, as well as business process consulting, project management, and regulatory knowledge. Your in-house AppScan Enterprise team gains access to experts who live and breathe it every day, among many customers and across many industries, increasing their skill sets and helping to drive user adoption.

Site-to-Site VPN (S2SVPN) technology provides your Watchfire Solutions Analyst with safe and secure access to your in-house environment. Many of Watchfire's largest financial institutions and government departments use this technology to allow Watchfire staff to provide this ongoing service in a cost-effective and secure manner.

2. **Success Check Program**

The "Success Check" program provides for a three-day onsite visit every quarter, in order to assess your AppScan Enterprise program and provide analysis and recommendations for continuous improvement. Your Watchfire consultant will review your environment, provide Service Pack upgrades (where possible/applicable), answer questions, conduct refresher training, assist in troubleshooting and diagnosis, and other activities as desired.

Fanatical Success™ Program Overview

Great software companies offer their customers more than just the best technology. Great software companies offer "whatever it takes" training, services and support to ensure their technology is optimized for the unique needs of each customer. Watchfire's Fanatical Success™ Program is designed to help you accelerate the adoption of our solutions within your organization. It's about closing the knowledge gap amongst your user groups, building out sustainable processes, and supporting you 100% along the way.

Watchfire's Professional Services team has over 20 years of combined experience in designing, configuring, and assisting our customers in managing their online quality and compliance programs using our products. Our consultants work alongside your staff to ensure that they are trained to make the best possible use of our products in the shortest possible time. We also share our considerable best practices knowledge and experience based on our work with other customers who are facing the same challenges you are – whether it is content migration, content quality, accessibility or privacy compliance, integration with third-party systems such as Content Management or Issue Tracking systems, customization and enhancement to the product to suit specific business needs, etc.

In addition to Professional Services, Watchfire offers comprehensive training and technical support programs all dedicated to your ongoing success. For more information refer to our web site at http://www.watchfire.com/services/default.aspx or discuss with your Account Manager.