



Cyber Risk.

Assessed. Fortified. Insured.

Fulcrum IT Partners
Sales Guide



Fortress CyberIQ is a data-driven cybersecurity diagnostics platform that delivers timely and actionable intelligence to assess, benchmark, and strengthen an organization's cyber resilience. Consider it an MRI into a company's cyber maturity and insurability.

Fortress CyberIQ fuses technical posture with business impact—enabling leaders to secure operations, reduce cyber risk, and align with cyber insurance underwriting standards to attain preferred policies and rates.

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Firmographics

Client Profile

Targeting Mid-market to Enterprise

250 – 5,000+

Min: 250 Digitally Connected Employees

Industry Fit & Circle of Influence

- Regulated Industries
- Critical Infrastructure
- Complex Multi-Vendor Networks
- Law & Accounting Firms

Requirements

- Signed NDA to ensure confidentiality, with the option to execute under Attorney Client Privilege, if preferred.
- Client retains full ownership of all assessment results.
- The organization has a minimum of 250 digitally connected employees (no max limit).
- Client receives and connects a simple digital device to their network for 1-2 days, following simple instructions. Return free.

Target Verticals



Manufacturing



Healthcare



Financial Services



Retail & Customer Service



Aerospace & Aviation



Logistics & Distribution



Private Equity



Who to Target

Those who own **risk** in
an organization:

The C-Suite:

✓ CEO, CFO, CIO, CISO, CSO,
COO

Security & IT Spend Influencers:

✓ Director / VP of Security

✓ Director / VP IT
Infrastructure

✓ Director / VP Network
Architecture

✓ Director / VP Network
Operations

Why Offer Fortress CyberIQ for Free?

Fortress CyberIQ is **\$15,000** in value and our collective investment in a client's ability to gain heightened visibility into their technology environment and enhance their security.

Elevator Pitch

Much like an MRI provides a detailed view of the human body, Fortress CyberIQ delivers precise insights into an organization's technology and security environment.

It analyzes external defenses, domain infrastructure, critical assets, and network systems to identify vulnerabilities, security gaps, and areas of resilience.

Through an insurer developed risk assessment platform, Fortress CyberIQ generates a validated risk score and insurability report to help guide an organization to better visibility and understanding of their cyber and technology risk with a goal of **enhanced security** and **preferred insurability**.



Deliverables



Assessments

- External Security
- Domain
- Critical Asset
- Network

Available add-ons:

- Deep/Dark Web
- Email Security



Reports

- Executive Summary
- Cyber Risk Assessment Reports
- Validated Risk Score & Insurability Report



Customized Cyber Policy*

- Enhanced coverage & optimized savings tailored to the client's unique risk profile

**Insurability report must be submitted to insurer for policy issuance*

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Assessment Details

External Security Posture Program

- External Security Posture Report
- Technical Cyber Risk Rating
- Financial Impact Analysis

Domain Security Assessment

- Active Directory Security Configurations
- Overall AD Layout
- List of all Active Users, Computers, Service Accounts, and Applications
- Aging Report of All Systems

Critical Asset Vulnerability Assessment

- Open, closed, and filtered ports
- Assessment of external ports, protocols, and services (PPS)
- Scans of all Ips
- Executive Summary
- Technical Report

Network Discovery Assessment

- Device/Endpoint Information
- Underlying Operating Systems/Hardware
- Open IP Ports and Services
- Executive Summary and Scan Results



How it Works

- 1** Client consents to participate and executes an NDA, either directly or under attorney-client privilege.
- 2** Client is sent a small device with detailed installation instructions for seamless integration into their network. After a one-to-two-day deployment, they return the device using a pre-paid shipping label.
- 3** Client is contacted by Fulcrum IT Partners Cyber Insurance representative and is asked a short series of Yes/No questions to ascertain their level of insurance controls achievement.
- 4** Fortress conducts technical assessments and populates the risk assessment platform with the data.
- 5** After preparing the findings, a Fortress SRM Chief Security Information Officer (CISO) connects with the client, delivering clear insights on the technical details, insurability report, and remediation prioritization.
- 6** Client may engage Fortress SRM for remediation efforts, do it themselves, or contract a different security provider.
- 7** Client submits their insurability report to a partnering insurer for a tailored cyber insurance quote. The quote will be reviewed with key Client stakeholders by a licensed insurance broker. Note: There is no obligation to purchase cyber insurance.



Fortress Security Risk Management (Fortress SRM)

Fortress Security Risk Management (Fortress SRM) is a “full-spectrum” security consulting, managed security services, and incident response provider offering a comprehensive, integrated, and holistic approach to protecting our clients from the financial and operational disruptions of cyber-attack by improving the security performance of their people, processes, and technology.

Offering a robust co-managed solution to enhance an internal IT team’s capability and capacity, Fortress SRM features a full suite of managed security services (24/7/365 Security Operations Center, cyber hygiene, endpoint detection & response, backups) plus specialized services like Cybersecurity-as-a-Service, Cyber Wellness, Incident Response including disaster recovery & remediation, M&A cyber due diligence, threat intelligence and dark web monitoring, GRC advisory, identity & access management, vulnerability assessments, and technical testing.

Fortress SRM is headquartered in Cleveland, Ohio and serves clients around the globe.

Fortress Security Risk Management

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