

# Choice Case Study

## Network Security Audit for ISHIR Infotech

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### About the Client

ISHIR Infotech is a global diversified Outsourced Product Development (OPD) company.

### Network Security Audit Marketing

The IT manager from ISHIR Infotech contacted with one of our Area Sales Manager, Ankush Saxena and enquired about Choice IT Audit Service. After this initial enquiry, Anuj Chikara, Ankush, and Ravi S, all from Choice Solutions, held a meeting with the client. Based on this, the client gave us the order to conduct a complete IT Security Audit.

### Audit Purchase Order (PO) Background

The customer then requested Ankush for supporting collateral – assessment reports, sample reports and references, if any. He also mentioned that he has proposals and documents from Data Secure Solutions and Progressive InfoTech. Ankush reached back to Ravi S. again, who within a day reverted with all the necessary documents.

Ravi S followed up with an immediate visit to Noida. Ankush arranged a meeting with the IT Manager and the decision maker. Ravi S., Ashwani, Anuj and Ankush joined hands, met with the client team and convinced them thoroughly of our capability to conduct IT Security Audits. Client indicated a clear interest in working with us.

Now, left out were negotiations W.R.T. price and scope of work. It was not an easy task. The client was keen to conduct at least 4-5 audits. Ashwani and Anuj took the lead on the negotiations. They took about a week's time to finalize – during this time, they went back and forth with Ravi S.

The customer called for a meeting again at his place. This time Ashwani, Anuj and Ankush decided to close this deal come what may. They met with the COO, System unit head and IT Manager. After an hour's discussion, they were able to fix the price. There was a question left regarding taxation. Both teams went back to their accounts teams, to confirm and close on that final issue also. Thereafter, it was another few days for the customer to release the PO.

*Client indicated a clear interest in working with Choice Solutions.*

## Choice Solutions Audit Service

This security audit deal started in July and ended in October.

### I. How it Happened

The execution happened in three stages over a period of 25 days.

#### i. Vulnerability Scanning

Ravi S. had full confidence on Subhash and sent him to Noida during Diwali to do the audit. Subhash found many security loopholes in their network including application, OS, A/V, Router and Firewall. This took 10 days.

#### ii. Vulnerability Fixing

Arpan helped Subhash fix the vulnerabilities like back door Trojans, Spyware, OS patches, Antivirus, Routers and Firewall. This took an additional 10 days.

#### iii. Vulnerability Rescanning

As a way to establish credibility with the customer, Subhash did vulnerability rescanning of complete network to find out whether the network is secure or not. He found the network fully secured. This took another 5 days.

#### iv. Report Submission

Next came report submission, which was also an uphill task as the client was little insecure and impatient. Things became easy with the help of I mam, Niranjana, Ravi Choudhary, Arpan and Satish who worked continuously for 4 days, including overnight shifts, and submitted the 1000 page report in a compressed timeframe.

Ravi S. acted as a catalyst whenever a problem came up and motivated the whole team.

## Audit Benefits

ISHIR as a client now has full confidence in our capabilities and would like to give another opportunity in network solutions.

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*The audit happened in three stages.*

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*Vulnerability rescanning of the complete network was carried out to find out whether the network is secure or not.*

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## About Choice Solutions

Established in 1991 Choice Solutions Ltd. is a leading IT and Facilities solutions provider. Choice Solutions Ltd. business comprises of Six different practices, namely

### IMS

- Desktop, Server, Network, Storage, Support, OS, Assets, Apps, Non IT
- Hardware - A-Add, M-Modify, I-Install, C-Change, R-Repair
- Assets, Security, Software Distribution, Upgrades

### Networking

- Packaged Services Monitoring & Management
- Products, Security, Design, Deploy, Maintain
- Auditing & Compliance, SOC

### Datacenter

- DC Audit, Monitor & Manage, Training
- Assess, Design, Built, Deploy, Disaster Recovery

### Consulting

- Business Consulting, CIO & Technology Services, Physical Security, Power Devices, IT Consulting
- DC Consulting, ERP, CRM & Custom Apps

### Cloud Computing

- Cold Site – Backup, Disaster Recovery
- Hot Site – HaaS, Software, Manage
- Public Cloud, Private Cloud, Hybrid Cloud
- CaaS, License Software, IaaS
- Disaster Recovery

### Power

- Power Audit, Equipment Management
- Physical Security, Power Devices
- Power Saving Devices
- Design & Audit
- Renewable Energy Products