



Company Profile




Trusted Partners Services

Riyadh,
December 2019

1

INTRODUCTION

Trusted Partners follows a unique approach to combine innovative solutions and delivery excellence where both consider the client's benefits

-  100% Saudi cybersecurity consulting company
-  Unique approaches and innovative cybersecurity ideas delivered to client
-  1st company to innovate specialized cyber capability building programs

Trusted Partners has engaged in national strategic discussions and initiatives that lasted for more than nine months to shape the future in KSA regarding cybersecurity with the National Digitization Unit and MCIT

Trusted Partners has successfully designed, executed, and delivered many capability building programs for several large clients

Trusted Partners has delivered cybersecurity consultation projects for many clients and successfully helped them boosting their businesses

MAJOR CLIENTS



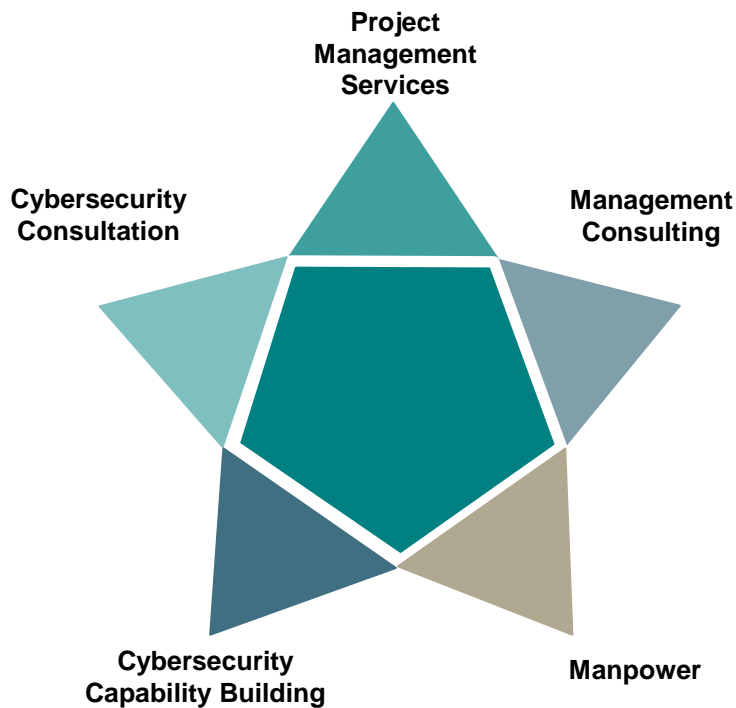
TEAM EXPERIENCE



Trusted Partners providing many critical services from cybersecurity capability building and consultation to project management

Trusted Partners is a Saudi consulting company with excellent experience in Cybersecurity Consultation, Cybersecurity Capability Building and Project Management

Trusted Dimensions



Major Business Lines

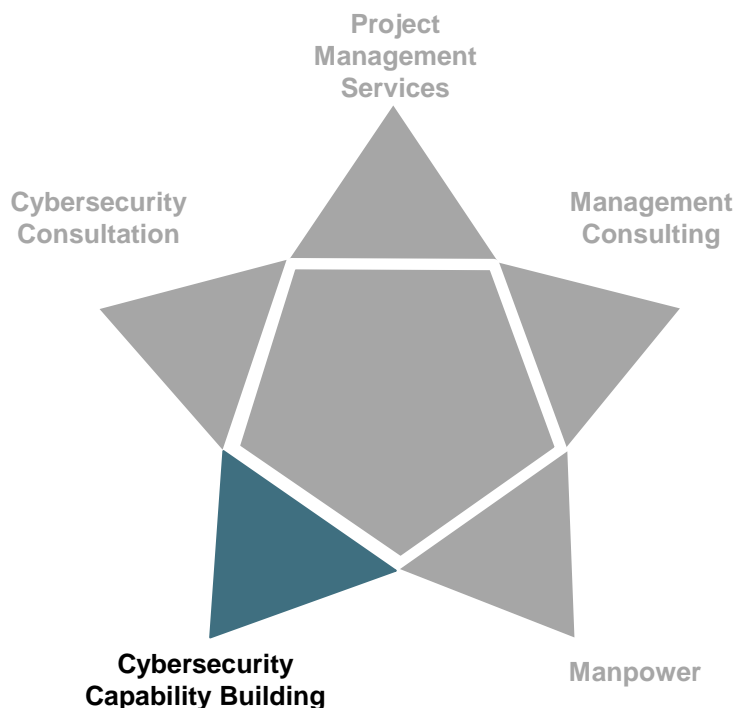
- | | |
|--|---|
| Project Management Services | <ul style="list-style-type: none">• Apply PM international practice, PMO and VRO setup and management• Performance management and reporting |
| Cybersecurity Consultation | <ul style="list-style-type: none">• Develop and execution of cybersecurity GRC strategy including change management practice• Manage cybersecurity projects implementation• Niche products implementation and support |
| Cybersecurity Capability Building | <ul style="list-style-type: none">• Cybersecurity job and industrial fit training (technical, soft skills, leadership, OJT, etc..)• Cybersecurity awareness programs |
| Management Consulting | <ul style="list-style-type: none">• Strategy building and governance• Business development & performance management• Change management• Business process reengineering |
| Manpower | <ul style="list-style-type: none">• Provide manpower to government agencies• Support in screening and sourcing |

2

**CYBERSECURITY
CAPABILITY BUILDING**

Cybersecurity Capability Building **blends** job requirements, experience and hands-on through top notch training practices

Trusted Dimensions



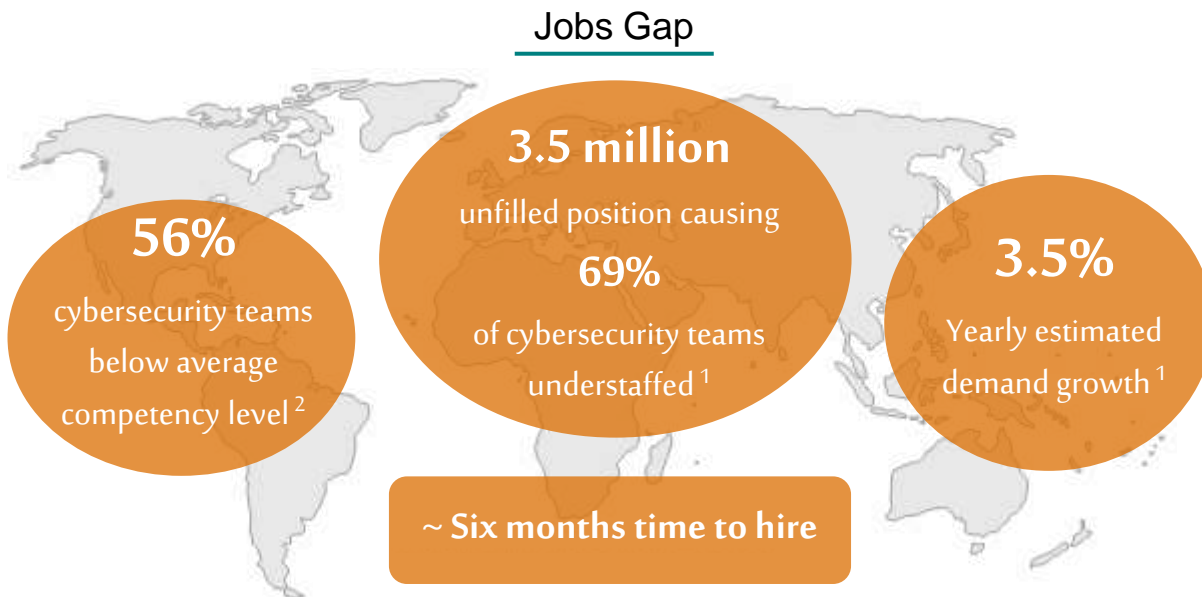
Our Added Value

- Short time-to-value**
 - ▶ Competent cybersecurity candidates with accelerated experience
- Blended training**
 - ▶ Technical, soft skills, leadership and OJT delivered through unique practice
- Top-notch training and certifications**
 - ▶ International and top-notch training providers delivering international and experience-based certifications
- Work engagement**
 - ▶ Technical and job fit assessment
 - ▶ Hands-on, on job training and blended experience practice
- Pipeline of qualified resources**
 - ▶ Assurance of better talent acquisition and higher retention
- Tailored to fit**
 - ▶ Cybersecurity workforce practice based on (NICE/SAMA/NCA) frameworks and industrial tailored training programs

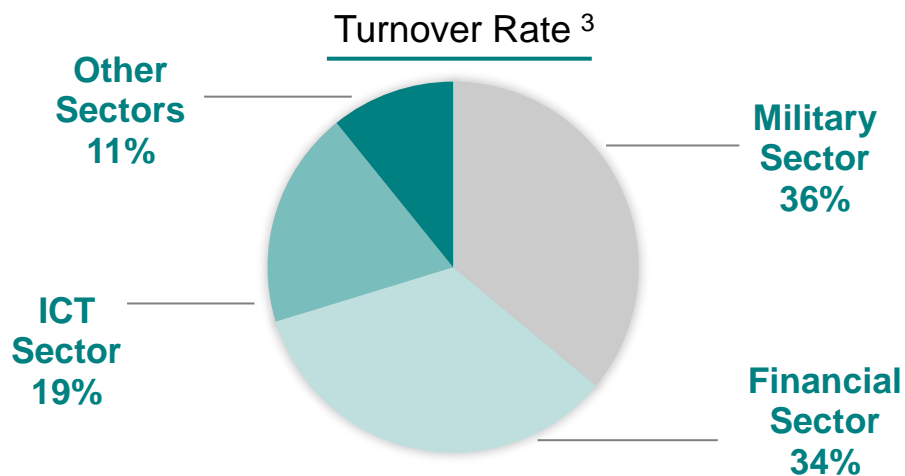
Globally increasing talent gap and high turnover rate are the biggest two challenges for cybersecurity

Global Cybersecurity major challenges

1 Increasing gap between Demand & Supply



2 High Turnover Rate



1 ISACA report 2019
2 Information Systems Security Association (ISSA)
3 infosecurity-magazine

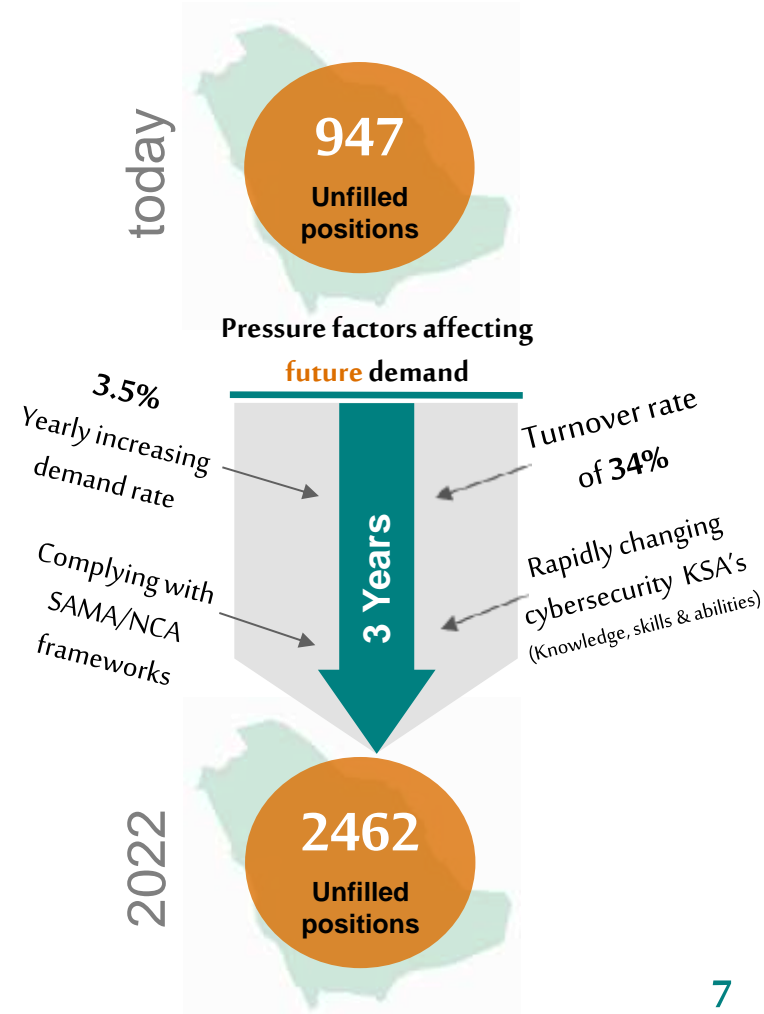
Rapidly increasing demand for cybersecurity professionals in KSA - especially in the financial sector

Cybersecurity professionals' gap for main domains in financial sector in KSA 

	Number of entities ¹	Estimated demand ²	Estimated supply ²	Gap
Bank	30	390	300	90
Insurance	33	429	132	297
Financial leasing	50	650	150	500
Governmental entities	6	78	18	60

Total gap = 947

Unfilled cybersecurity positions in Saudi financial sector



1 SAMA website
2 Source: Trusted Partners research

Our Guiding Principles focuses on delivering **A truly “practitioner” skills & blended learning** as well as developing the **“right” mindset** for better work engagement

Design Guiding Principles

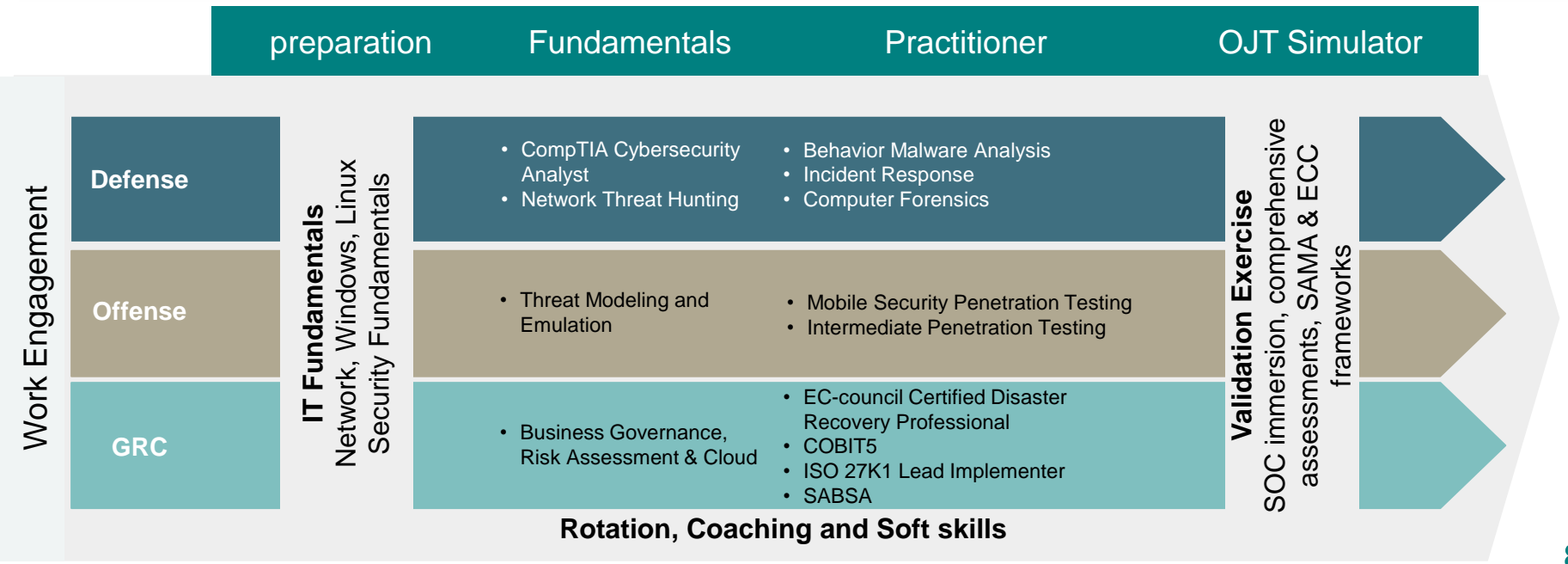
1 Starting with the basics
Our experience shows fresh grads lacks solid IT fundamentals which becomes a learning barrier in such programs

2 Developing the “right” mindset
Building the cybersecurity human capital requires covering all angles to understand the business, defense, and offense aspects.

3 A truly “practitioner” skills & blended learning
Smart and logical flows within the different domains, and intensive hands-on and use-cases based exercises

4 Unique simulation of OJT
Incorporating all the cumulative knowledge in a simulated OJT to better comprehend the business needs of cybersecurity, and accelerate the experiences

5 Work engagement
Enhancing ones’ skills through focused trainings, engaging the trainee in work environment throughout the program, and ensuring higher retention and ROI through individual and group coaching and mentoring



The human capital building program is built based on international and national standards (SAMA, NCA and NICE frameworks) with recognized certifications

The program structure will be designed having the most critical frameworks impacting client also designed and tailored to the clients needs after thorough understanding practice of workshops, surveys, interviews, etc..

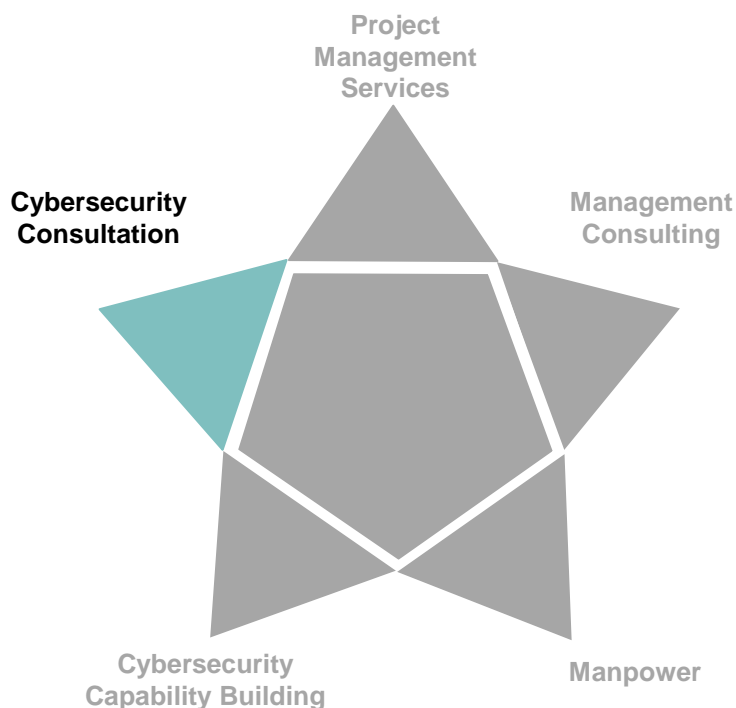


3

**CYBERSECURITY
CONSULTATION**

Cybersecurity consultation **blends** best international practice in assessments, strategy formation, execution and oversight delivered by competent Saudis

Trusted Dimensions

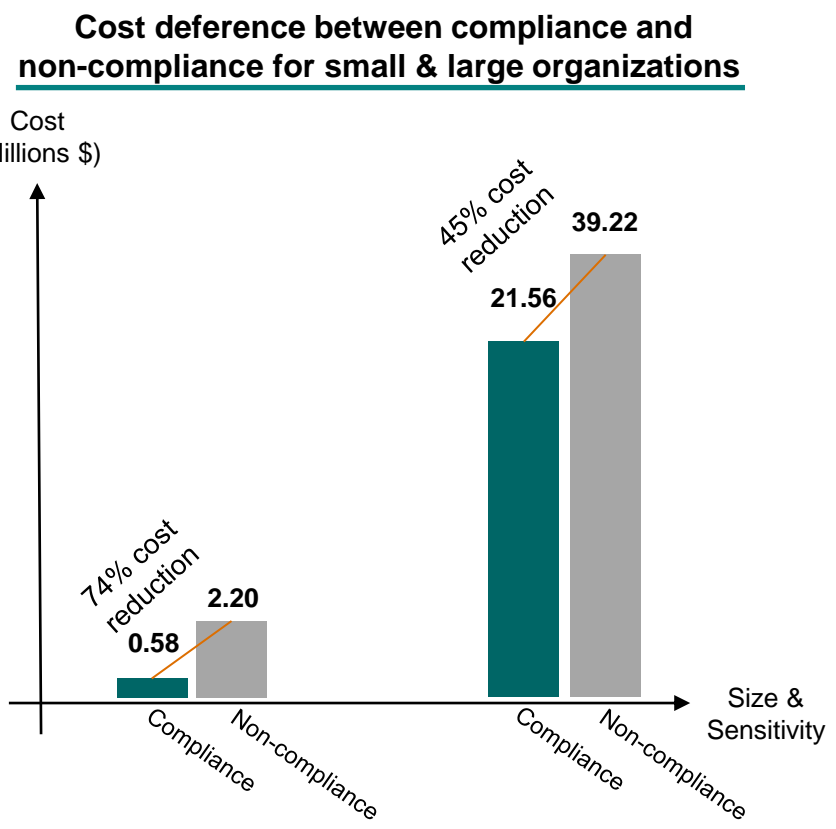
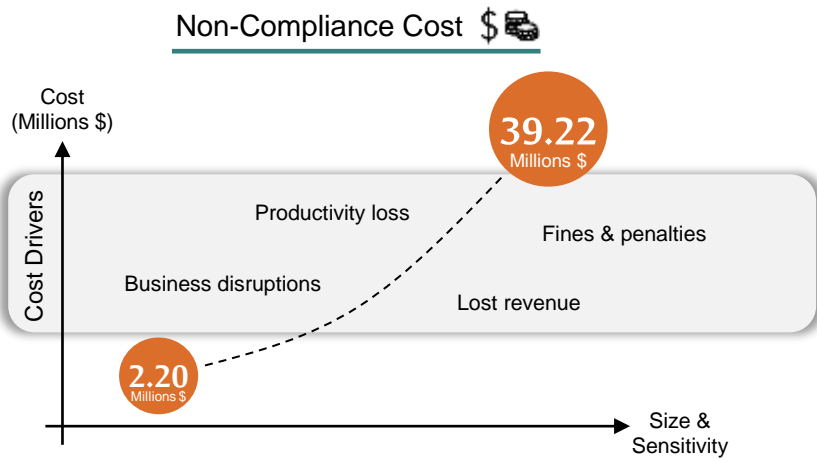
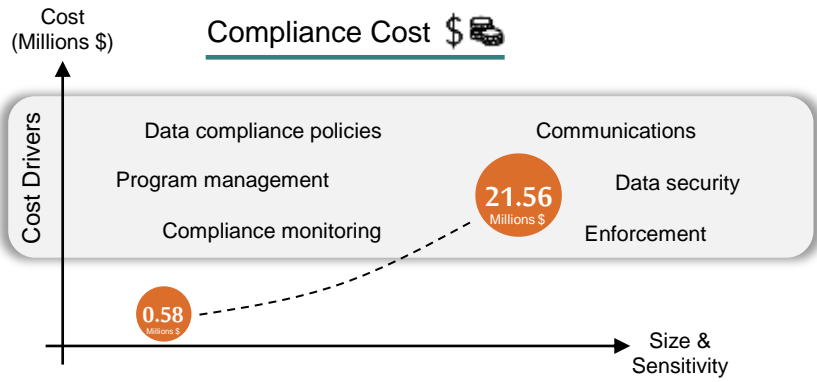


Our Added Value

- Serving business objectives**
 - ▶ Business objectives are always the driver of Trusted Partners consultation
- Deep dive assessments**
 - ▶ Customized assessments based on the client's needs and as per the dictating situation
- Efficient NCA-ECC compliance**
 - ▶ The client is assured of efficient and ongoing ECC compliance
- Comprehensive change management**
 - ▶ Ability to have continuous and effective cybersecurity impact on organization through proper and structured change management
- Better visibility & decision making**
 - ▶ Performance management and dashboarding ensures the clients is always aware of the current state of the cybersecurity of their organization
- Effective oversight of implementation**
 - ▶ Thorough implementation supervision and vendor management in cybersecurity projects

Globally increasing cost of non-compliance is one of the biggest challenges for cybersecurity management

Meeting compliance requirements save up to 75% of non-compliance cost



Creating the right cybersecurity program to serve **business objectives**

Understanding business objectives lead to best results

The cybersecurity consulting practice guided by business objectives of our clients



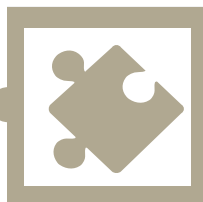
Operational objectives; maintaining operations continuity and minimize business interruptions



Financial objectives; reducing financial loss resulting from data breaches and cyber attacks



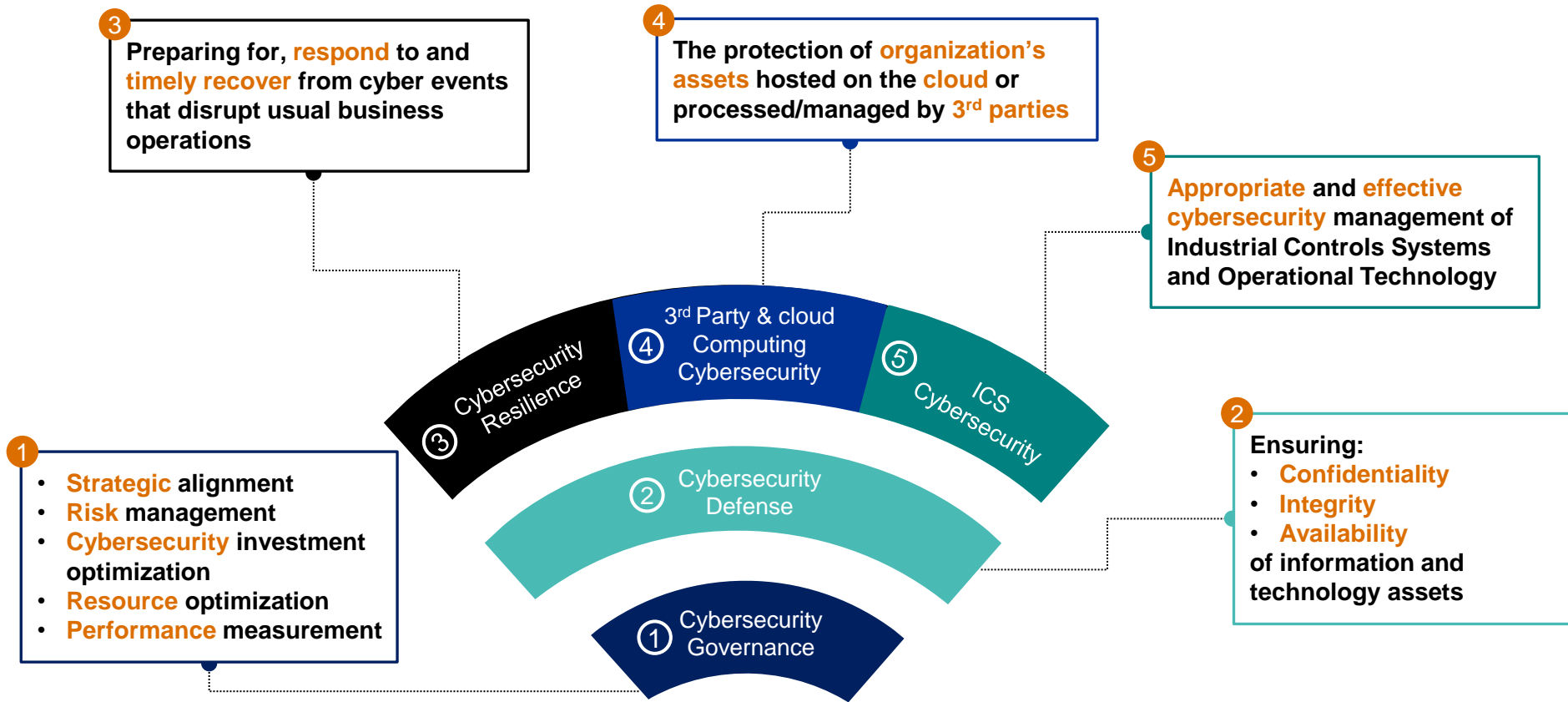
Compliance-related objectives; waiving non-compliance cost and assure business alignment with industry standers and best practices



Learning and growth objectives; protecting organization's assets, intellectual property and customer data

An efficient and ongoing NCA-ECC compliance is essential to our client in order to sustain and grow businesses

Applying the Essential Cybersecurity Controls (NCA-ECC) enabling:

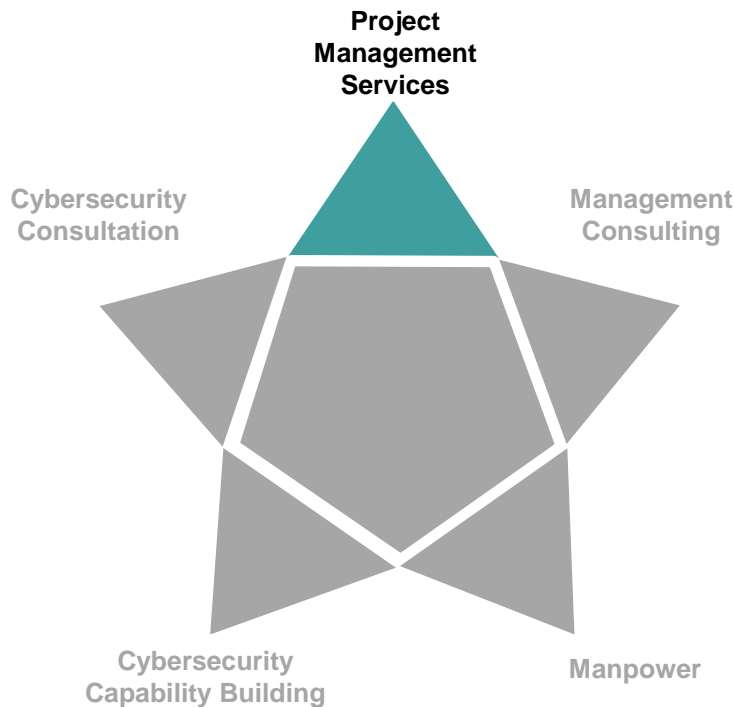


4

PROJECT MANAGEMENT

Trusted Partners project management services blends international practice, experience and hands-on to deliver the best outcome

Trusted Dimensions



Our Added Value

Short time-to-value

- ▶ Value of delivering projects noticed shortly and effectively

International practice, PMI

- ▶ Easy introduction of PMI practice to client through stages of implementation

Cost effective of PM execution

- ▶ Focusing on project management practice critical success factors reduces costs
- ▶ Involvement of client resources

Work engagement

- ▶ Engaging client in all development
- ▶ Tailored solutions to industry and nature of business
- ▶ classification of solutions

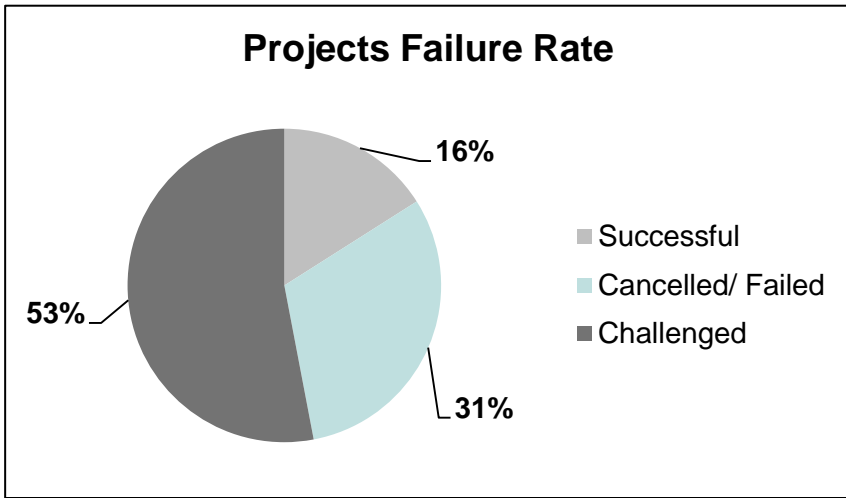
Knowledge transfer

- ▶ Building client capabilities through coaching, mentoring client's team involvement

Reporting for Decision making

- ▶ Accurate and timely reporting
- ▶ Dashboards and reporting templates
- ▶ Reports that apply for better insight and decision making based on performance management practice

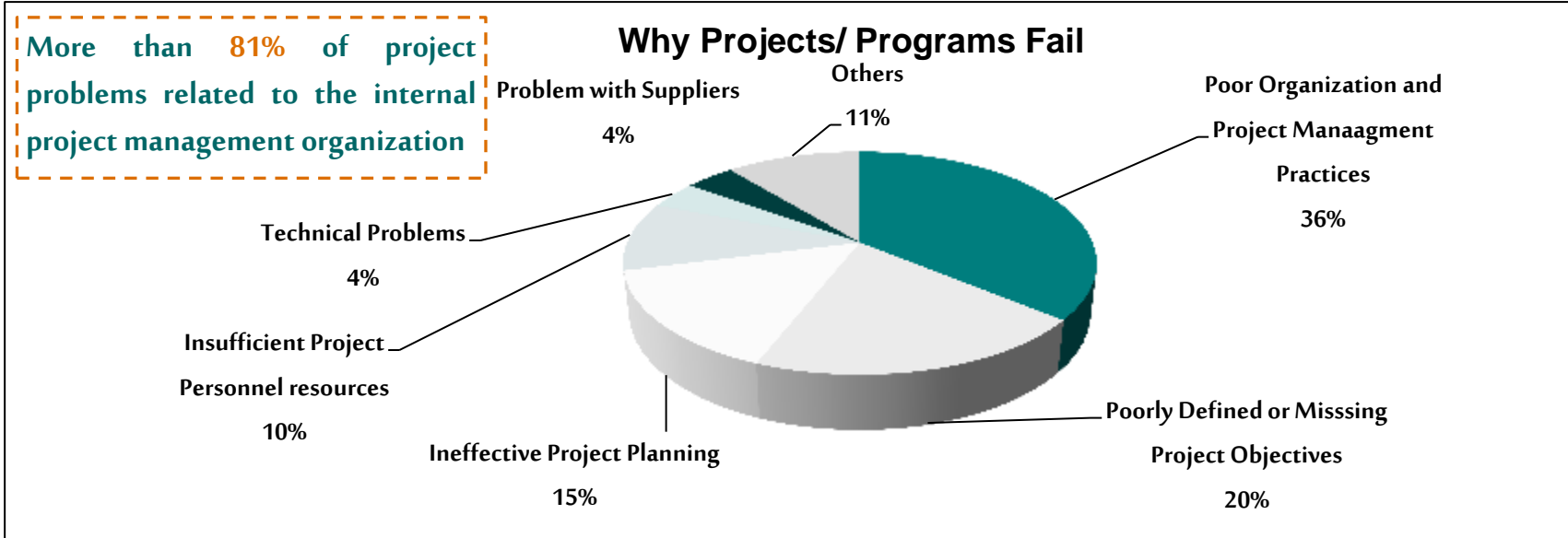
Around the world 31% of projects failed or cancelled and more than 50% completed with issues



Successful 16% of projects were delivered on-time, within budget and as agreed scope.

Canceled/Failed 31% of projects were not completed or cancelled.

Challenged 53% of projects were completed, but with issues in time, scope or cost.



* Source: Standish Group International, Survey from 2500 personnel attending project training

Strategy translated into sets of operations and projects

Organization works



* Source: Trusted Partners research

Best talent acquisition practice is to ensure the best national competencies



Expert team in establishing and directing PMO
 The team has contributed in establishing and managing more than 13 successful PMOs in government and private sector



Trusted Partners adapts the Worldwide best practices when it comes to talent acquisition and hiring as following:

- Sort the received resumes and select the best experiences and the most promising candidates with best certifications.
- Test the candidate's using worldwide standard tools like (GIA) for example.
- Skills & management's-based interviews.
- A practical study test presented to the technical team.

At Trusted Partners there is a full development programs for the employees from the hiring day until they start doing their tasks, with continual evaluation based on their experiences.

- Onboarding programs before & after the hiring.
- Supporting departments programs like (strategy, training, finance, legal and consultation) departments
- Fresh graduates training & coaching.
- Specialized programs for project managers based on their evaluation results.
- Supporting the existing staff to get the industry standard project management certifications.

international project management practices and standards with local understanding

Major capabilities

- 

1 Methodologies

 - Develop methodologies and mechanisms to apply the OPM3 and Standish assessment based on ease and scalability.
 - Apply methodology on real world scenarios and through stages based on the organization need as well as learning speed.
- 

2 Team with best PMI rating

 - The core team received the best rating from the Project Management Organization (PMI) in the Middle East and North Africa in establishing and managing a project management office the rating was 92% and announced in Gulf Chapter 2007.
- 

3 Global partnership with Standish group

 - Undergoing global partnership with Standish Group, PMI's Evaluation and Development partner and Data Bank for Project Management.
- 





4 Project management solutions

 - Providing EPM solutions, set up the project management workflow, full integration with organization ERP system
- 

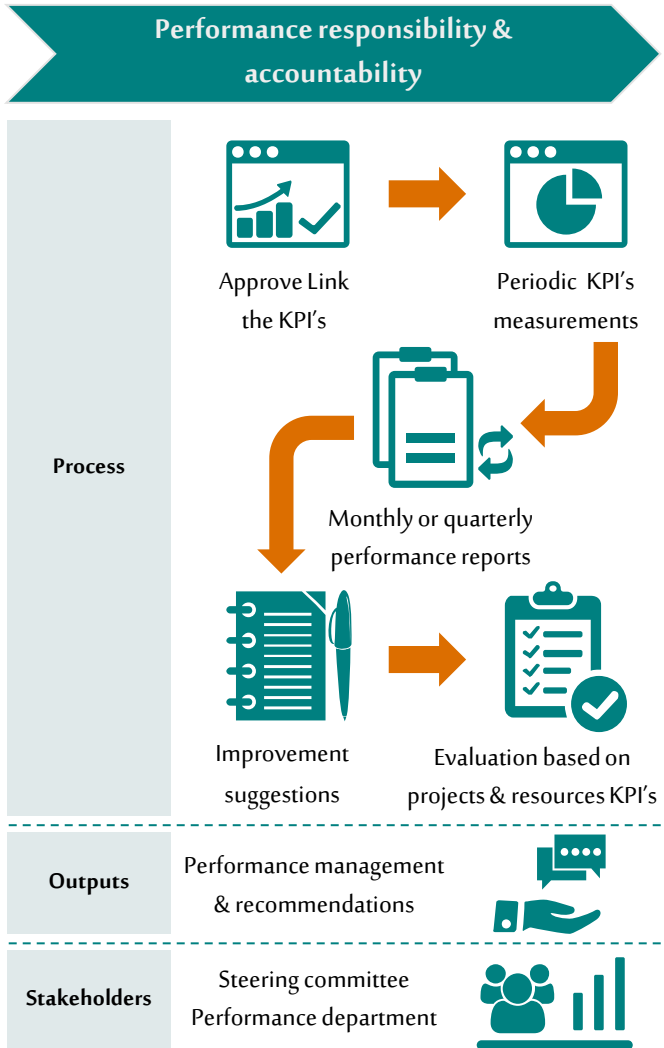
5 Change Management

 - The success of development through the management of change at all levels in conjunction with the development to raise the level of awareness, alignment and commitment to the organization

~70% cost reduction, in addition of other costs related to effectiveness and efficiency

	Cost Center	Estimated reduction*	
	1 60% lower consultancy cost	~ 60%	<ul style="list-style-type: none"> The daily cost of each consultant is lower by approximately 60% for each grade of the project management consultancy positions with similar or higher value delivered to the client.
	2 Focusing on the completion of the program or project	~35%	<ul style="list-style-type: none"> Focusing on the completion of the program or project rather than delaying it with extra charges. Identify and optimize the actual needs of human resources.
	3 Utilize the national resources	~25%	<ul style="list-style-type: none"> Utilize the national resources in the organization and improve their role in project delivery.
	4 Project management instead of task management	~45%	<ul style="list-style-type: none"> The existence of a clear mechanism applied to distinguish between tasks and projects. Allocate tasks to specialists within the organization and focus on projects delivery.

Decision making & with proper performance management can is attributed to monitoring the project progress which can be done by dashboards & periodic reports



Create a periodic report measured with the project's baseline & timeline milestones targets

Illustrative

Organization follow up

For more information you may contact:

Abdulrahman Bajaber
Partner of, Cybersecurity Capability Building
Mobile: 0540200808
Email: Bajaber@trusted.sa

Dr. Fatimah Alturkistani
Consultant of, Cybersecurity Capability Building
Mobile: 0555465403
Email: F.Alturkistani@trusted.sa

Thank You

trusted.sa