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How to be a hero

to your employer and customers while increasing computer security.

Being a hero to your employer is actually easy. All you have to do is **all** of the following:

1. **Lower costs.**
2. **Increase productivity.**
3. **Solve difficult problems easily.**
4. **Make your customers so happy they buy more of your product/services.**

See, it really is easy. Just do these four things and you will be a hero. Riches and accolades shall follow.

Of course, the real world doesn't work that way. The four things you have to do are really hard and even if you do accomplish them you might not get the riches and rewards.

Or is it?

Maybe those four things are not as hard as they seem at first glance. Maybe getting the riches and accolades will follow depending upon how much pain your organization needs to go through to gain them. At least in the world of computer security this doesn't seem possible, but it is.

One of the biggest problems in computer security is that standardized requirements, customer actual needs and their very important perceived needs normally are very complex and there may not be any single product that fulfills all of these. *Normally, it may take half a dozen different products from the same number of vendors to resolve most of the needs and requirements.* Then, there is the need for custom written programs to glue them all together. These glue programs are not easy since *none of these programs were ever intended to interact with each other or even with glue programs.*

The reason this is so hard is because these products are monolithic. They do what they do and only what they do and only in the way they do it. They don't work with other programs, they cannot be changed in any way and they cannot be used to solve other problems. The solution is to not use monolithic products except where necessary. Instead, use a collection of small tools each of which solve a difficult problem in an easy to understand way and which interact with each other and with other programs. Products of this type are generally referred to as "tool kits". Tools are not monolithic. You can use a hammer to drive a nail or a screw or bang a part into place or chip a block or even open a can of food if you don't mind it being messy. Each tool has its strong point. A hammer is for banging on things and you can use it for any type of job that requires banging. At the same time, you can also use it to break things, like a can of food. If all you have is a hammer then you will use it. When you have a full tool kit it is more likely that you will use a screwdriver to drive a screw, instead of a hammer. (Does not apply to some people!)

Now that we have defined a problem and a potential solution, let us explain in what way a computer security tool kit might solve the four issues needed to make you a hero.

1. **Lower costs.**

   In general, buying one product instead of six to twelve products to solve a problem lowers costs. If you are buying a tool kit then you can solve any problem that can be solved with those tools. Normally only your imagination is the limiting factor but you can always ask the manufacturer for help in deciding what tools to use to solve a specific problem. While this may make sense, it is advice that is rarely followed.

2. **Increase productivity.**

   If you are using a tool kit in which all of the tools were designed from the start to interact with each other and with third party products, then glue programs are not needed. Remember the old rule that 20 percent of the problem takes 80 percent of the resources? Glue programs may take more than 80 percent of the resources. If you don't have to glue things together, then you save all that effort, sweat, and money.

3. **Solve difficult problems easily.**

   All problems become easy to solve when you have the right tools. If you don't believe me, try driving a nail with a shovel. If you have to use a glue program, then you are using the wrong tools. Ban the law of diminishing returns! *Do not accept using 80% of your effort for a 20% result. Insist on 20% effort for an 80% result!* You can do it.

4. **Make your customers so happy they buy more of your product/services.**

   You just lowered costs, increased productivity and easily solved difficult problems. Of course, this is all icing on the cake. *The real value is that you delivered a working product.* How do you think your customer will react?

   While there may be many problems in solving these issues, let us look at a few:

   1. **Government or industry standards or regulations.**

      Tools can be reconfigured to meet many industry standards and regulations. In the case of CyberSoft tool kits, we also have guidelines that help you meet many directives such as DCID 6/3, MISPOM and others. Our products are also on many US Government approved product lists. Ask for help.

   2. **Uncooperative vendors.**

      There is no excuse for uncooperative vendors. Get rid of them. Find new vendors and reduce the number of vendors you have to work with. The less the number of vendors, the less the chance of getting caught in a finger pointing contest!

   3. **High cost because there are too many products involved in the solution.**

      When you can buy one tool kit and solve a dozen problems, then you don't need to buy a dozen different programs. The special advantage of a tool kit is that you only have one vendor to talk to and the tools interact.

   4. **Solution is complex, requiring glue programs and risk of failure.**

      Any time a glue program is involved, the risk of failure is high and the law of diminishing returns is invoked. Redesign the solution using the proper tools so glue programs are not needed.

5. **There is no solution to the problem.**
   Unless your customer is asking for something that is physically not possible, then you can always solve any problem given the correct tool. In fact, most of the time when we are saying that a problem cannot be solved, what we really are saying is that we don't know how or that we don't have the correct program to solve the problem. Not a problem with a tool kit! Easily build a complex solution from simple tools. Ask CyberSoft for help.
6. **Integration problems. They don't work together!**
   This problem just does not exist with tool kits. All of the tools in a tool kit (at least CyberSoft tool kits) are designed to work together.
7. **The customer wants specific brand products that won't solve the problem.**
   If you can't change their mind, then you need to have these products! It becomes part of the perceived requirements. At the same time, you can still add a tool kit to solve the remainder of the problems. This can be done even if it is redundant with the other product as long as it can be cost justified!

Where do you find a computer security tool kit that solves all of these problems?

CyberSoft's VFind Security Tool Kit (VSTK) family of products solves all of these issues. Each of the tool kits in this family of products provides tools that solve progressively more difficult problems. Since each of these tool kits are still tools, they all obey the laws of CyberSoft tools. The CyberSoft laws of computer tools are:

1. All tools are simple and geared toward a specific genre of problems.
2. All tools have the ability to interact with each other.
3. All tools can interact with third party programs.
4. All tools can be used to solve multiple types of problems.
5. No tools are monolithic.

What are a few of the types of problems that can be solved?

High-speed general-purpose pattern analysis
The VFind tool is a general-purpose pattern analysis program that is delivered with "virus" definitions. It can also be used for linguistical analysis such as detecting classified/trade secret information, unsolicited bulk email, other forms of attack software and any other type of data that can be analyzed.

Baseline management
The CIT tool provides full cryptographic baseline analysis, including what files have been added, deleted, modified, duplicated or otherwise flagged.

Self Repair
The Avatar tool provides self-repair, including cryptographic verification of baseline. Avatar uses a compiled read-only database that includes security rules along with replacement files.

Integrity
The CIT tool can be used to cryptographically verify the integrity of files, backup volumes or any device which can be read by a computer and should not change contents.

Monitoring of work/events in a computer
The CIT tool is a fantastic composite data reduction tool that allows understanding of what is actually happening in a computer.

Data spill clean up
The VFind pattern analysis program is fully programmable by the end user. If you can think of it, you can search for it.

How do I get technical information about the VFind Security Tool Kit(s)?
You can review the www.cybersoft.com website for CyberSoft Operating Corporation corporate information and www.cyber.com for technical information. There are free training manuals for the products, including a training manual on VFind's programming language, CVDL.

For personalized help with CyberSoft products call us at +1 (610) 825-4748 between 8:00 AM to 5:00 PM Eastern Time, weekdays or email sales@cybersoft.com.

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