



**bsd**  
management

Business  
Solutions  
Development

# SERVICE BOOK

# SUMMARY

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Dear Sir,

Thank you for your interest in the services provided by BSD Management and for the opportunity to present you this service which highlights the main features of our services.

Our team consists of internationally certified experts (**CISA** – Certified Information System Auditor, **ISO 27001** Lead Auditor, **CISM** – Certified Information Security Manager, **TOGAF 9**, **CMC** – Certified Management Consultant, **CISSP** – Certified Information Systems Security Professional, *etc.*), with extensive experience in IT and information security audit and consulting. Our competencies cover areas such as IT Strategy, IT Processes, IT systems implementation and optimization, Business Continuity Planning, IT risk management, IT and cyber security audit, and others.



**Valeriu Cernei, CISA**

Partner, IT Audit & Advisory  
BSD Management SRL

We sincerely believe that our expertise and professional skills can bring significant value to strengthening information security, risk management and more efficient use of information technologies in your company.

Our team delivered a significant number of projects in R. Moldova and in the region for clients in the Financial, Agricultural, Production, Retail industries.

We will be delighted to begin our professional collaboration and help you to reach your company's goals.

If you have any questions, please don't hesitate to contact me at + 373 68 655 998.

Sincerely yours,  
Valeriu Cernei



# BSD – Business Solutions Development

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**FOUNDED** – 2016

**Employees** – 7

**MISSION:** Help clients in building secure business solutions

**STRATEGIC PARTNERSHIPS:** Moore Stephens KSC (MD&RO), AURA Portal, S&T Moldova, BASS Systems, ISSP, etc.

**CLIENTS :**

- Banks in R. Moldova
- State Companies
- Online payment platforms (companies)

# CERTIFICATIONS

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- Certified Information Systems Auditor (CISA)
- Certified Information Systems Security Professional (CISSP)
- ISO 27001 Lead Auditor
- Certified Information Security Manager (CISM)
- Certified in IT Infrastructure Library (ITILv3)
- The Open Group Architecture Framework (TOGAF 9)
- Certified in Risk and Information Systems Control (CRISC)
- Certified Management Consultant (CMC)





# ADDRESSING CIO's CONCERNS



## *Enterprise of the Future*

Achieve competitive edge by leveraging new technologies to evolve the existing business model

## *Corporate IT Governance*

Establish, implement and optimize the IT Governance model

## *IT Assessment*

Evaluate of the as-is status to optimize IT resource utilization and effective business support

## *Information Security Management*

Prioritize business assets and balance information security investments

## *Business Continuity Management*

Preserve delivery predictability throughout major disturbance

## *ERP Quality assurance*

Consolidate all enterprise work streams into a comprehensive platform to better support top-level decisions



# ERP QUALITY ASSURANCE

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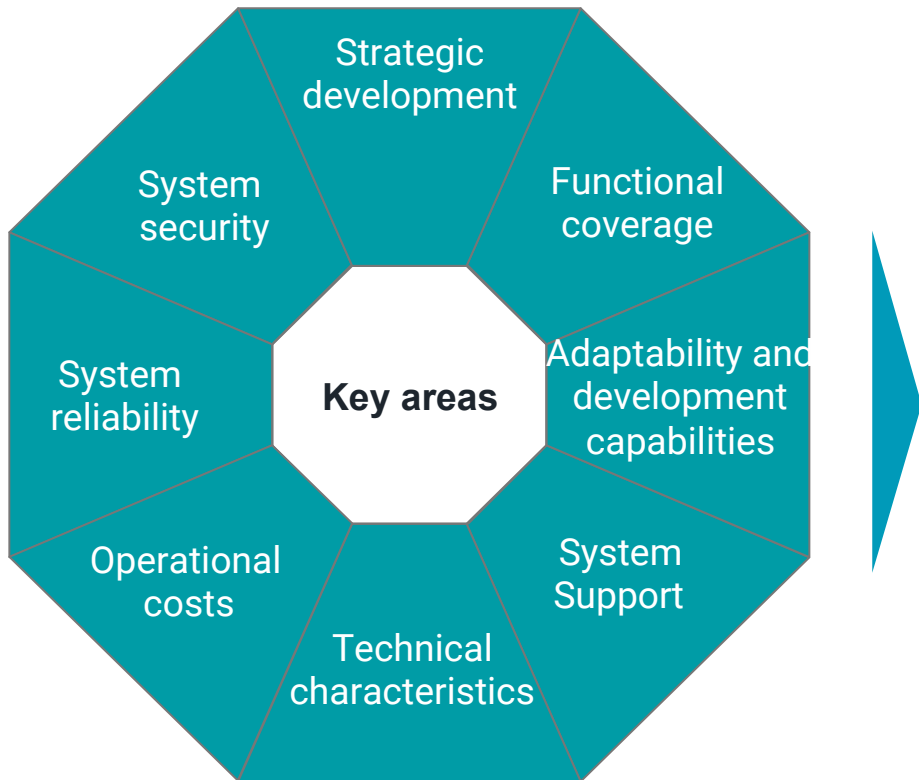
What can we do for you?

- Build the business case
- Decide whether to go for an ERP
- Functional requirements definition
- System selection
- Quality assurance during the project
- Go-live assistance
- Post implementation reviews

**Allow you to focus on your  
core business**

# ERP QUALITY ASSURANCE

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## Goals

- ✓ Alignment with business strategic objectives
- ✓ Functionality responds to business requirements
- ✓ Coherence of solution design
- ✓ Effectiveness of the development process
- ✓ Compliance with integration requirements
- ✓ Compliance with security and reliability requirements

## Focus areas

- ✓ Top Management support
- ✓ Functional and technical requirements
- ✓ Data conversion and data migration
- ✓ Integration with other systems
- ✓ Acceptance testing and go live



# BUSINESS CONTINUITY (BCP)

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A **business-owned, business-driven** process

## PURPOSE

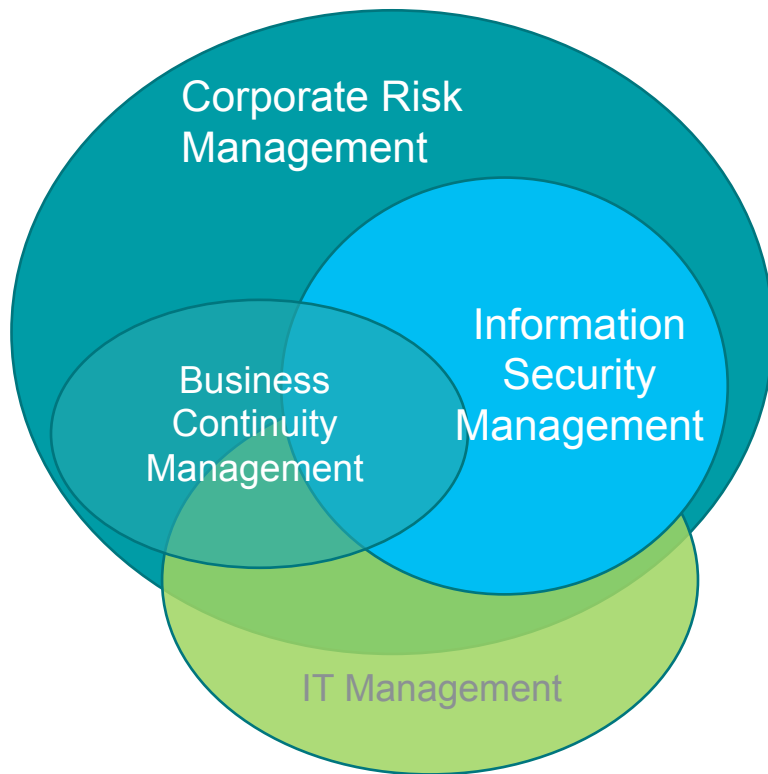
- Establish a framework to proactively improve an organization's resilience against major business disturbance
- Deliver a proven capability to protect the organization's reputation and brand

**IT 's only a piece of the puzzle**



# BUSINESS CONTINUITY (BCP)

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## Objectives

- ✓ Ensure safety of organization's employees
- ✓ Ensure continuous service and product delivery
- ✓ Minimize impact and financial loss
- ✓ Minimize impact on organization's public image
- ✓ Preserve competitive edge and market position
- ✓ Minimize inconveniences to the organization's clients and partners
- ✓ Ensure regulatory compliance

## Focus areas

- ✓ Continuity strategies defined as a result of the Business Impact Analysis (BIA)
- ✓ Organization structure established for both normal operations mode and disaster mode
- ✓ Clear communication lines established and exercised
- ✓ Proactive training and awareness programs



# INFORMATION SECURITY MANAGEMENT

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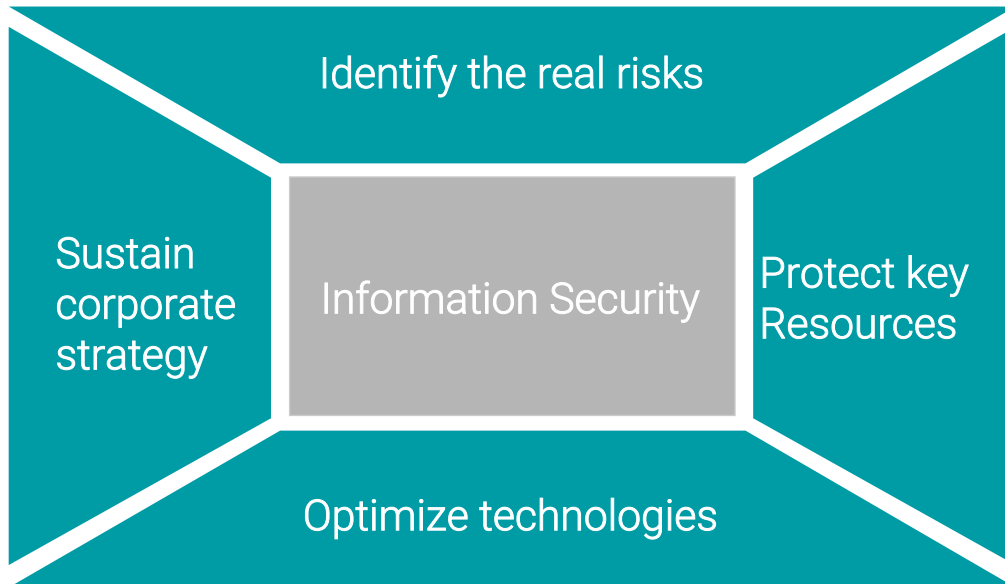
Expanding gap between security threats and defenses, because of :

- ✓ New technologies stretch the threat surface
- ✓ Attack vectors gaining in complexity
- ✓ Immature technical architecture and processes
- ✓ Lack of IT alignment with the business
- ✓ Insufficient resources with the right skills and training

**Our security services are designed to support you establish, implement, operate, monitor, review, maintain and improve your security program.**

**Balanced approach to  
Information Security**

# INFORMATION SECURITY MANAGEMENT

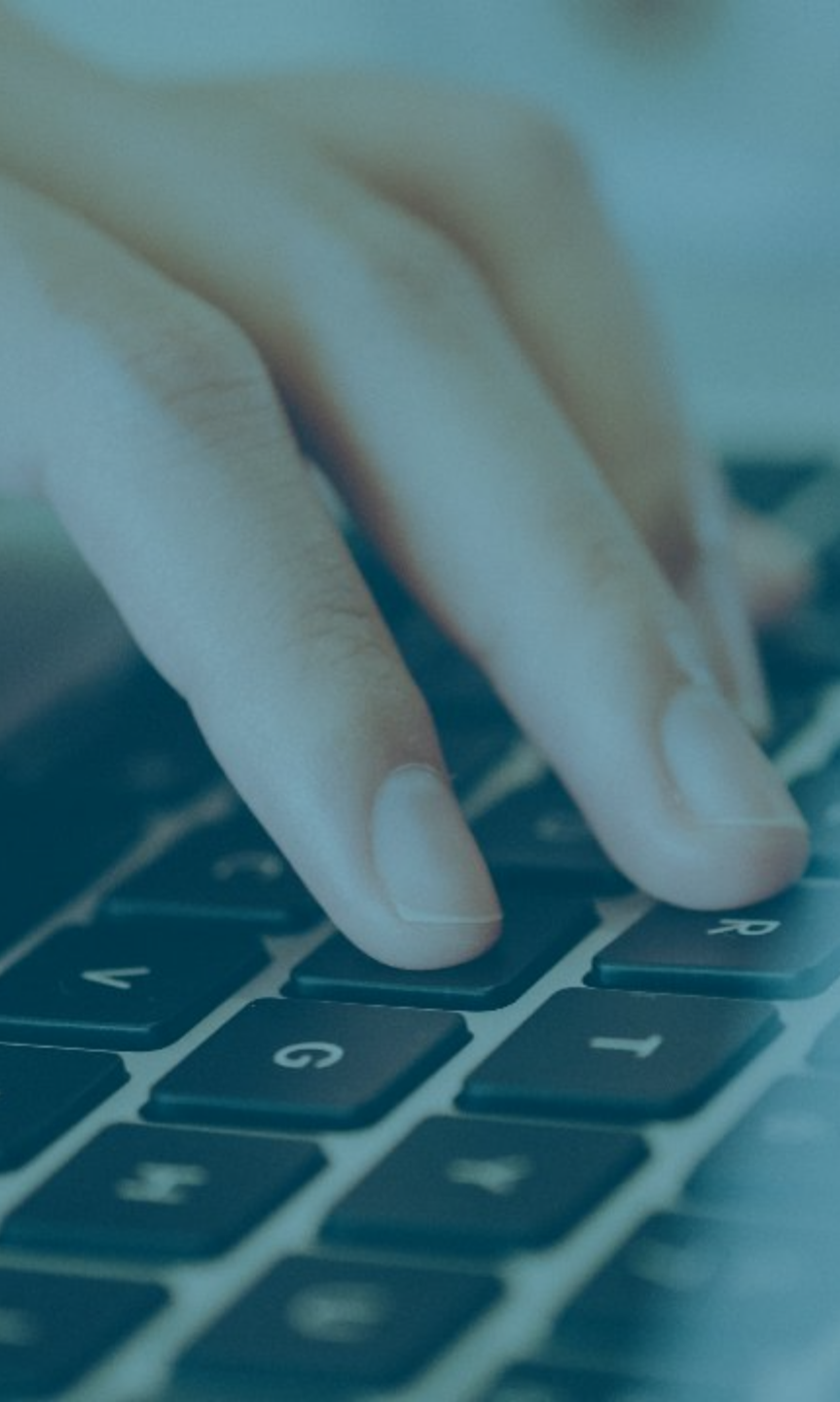


## Security challenges

- ✓ Unaware of the existing threats
- ✓ Ambiguous information related to current state of security, risk and incidents
- ✓ Reactive security
- ✓ Compliance focus only
- ✓ Expenditures are not optimized
- ✓ Strategy not aligned to business objectives or is missing
- ✓ Lack of proper information security skills
- ✓ Low level of awareness

## Focus areas

- ✓ Security risk governance and management
- ✓ People and organization
- ✓ Security methods and processes
- ✓ Security technologies
- ✓ Documentation
- ✓ Business level performance



# IT AUDIT / IT ASSESSMENT

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**Current dynamic and competitive environment calls for effective solutions.**

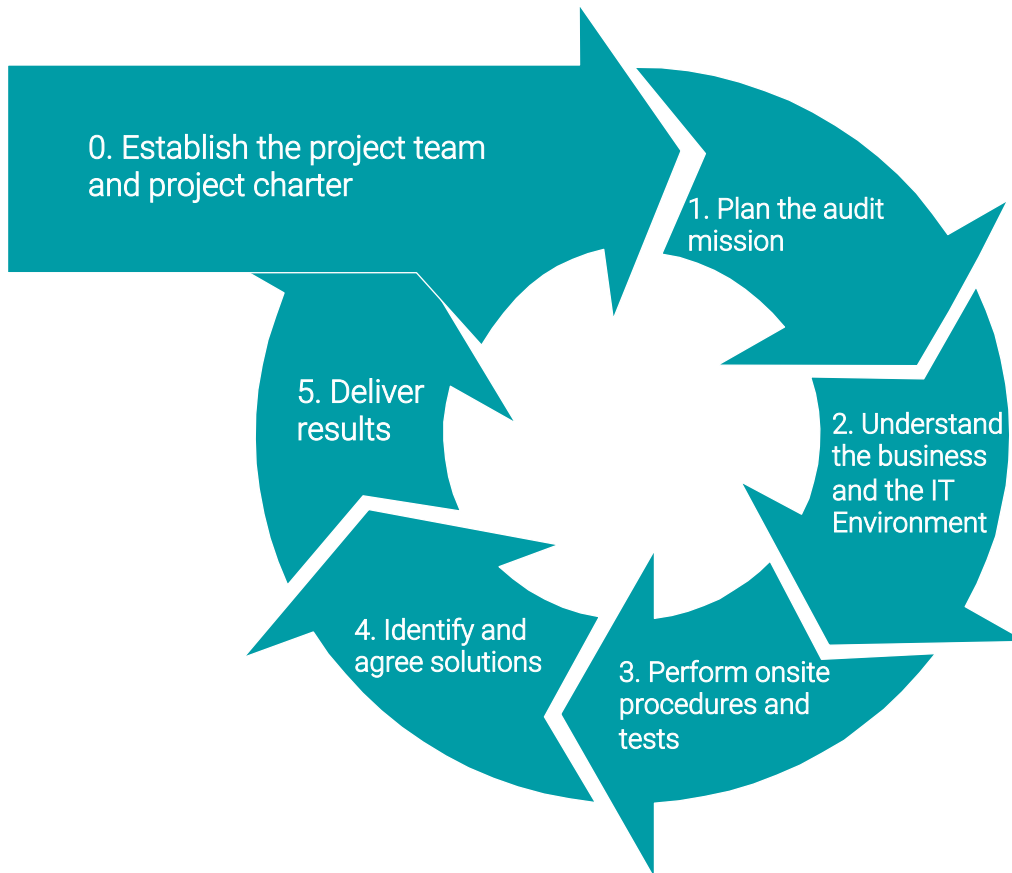
Objectives

Achieve more flexible and sustainable business through:

- ✓ Efficient resources allocation
- ✓ Easy access to information
- ✓ Improved decision support
- ✓ Better controlled business processes

**Is your IT keeping up?**

# IT AUDIT / IT ASSESSMENT



## Focus areas

- ✓ **Ensure** that information-related controls and processes are working properly
- ✓ **Ensure** that your technology initiatives are in line with business goals and best practices
- ✓ **Determine risks** to information assets, prioritize and mitigate
- ✓ **Reveal gaps** in compliance, security...
- ✓ **Save money** by using more efficiently IT resources (people, processes and technology)
- ✓ **Analyse the integrity of your data** and underlying technologies
- ✓ **Evaluate** the capability of **uninterrupted** operation delivery (BCP/DRP)
- ✓ Ensure that your company has **adequate and up-to-date software** licensing in place





# INNOVATION AND STRATEGY

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Staying on top means monitoring and evaluating new technological advancements that might boost company growth and efficiency

## Objectives

- ✓ Adopt innovation as growth enabler
- ✓ Use IT as innovation partner to evolve the existing business model
- ✓ Obtain a clear understanding of business capability perspective
- ✓ Ensure that right technologies are selected to achieve Key Success Factors
- ✓ Establish a viable IT Strategy

**Innovation *may* take you  
to the top**

# INNOVATION AND STRATEGY

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An efficient IT strategy will provide the “AS IS” state, the “TO BE” model and clear strategic initiatives to achieve the desired future state.

## IT Principles and org. structure

- ✓ How is IT used within the business
- ✓ Providing directions for IT deployment

## IT Investments

- ✓ Prepare and approve the IT Budget
- ✓ Prioritizing and monitoring investments

## IT Architectures

- ✓ Structure and manage IT assets
- ✓ Establishing the integration approach

## Business Applications

- ✓ How to best support business processes
- ✓ Selecting optimal software platforms

## Data and Data Security

- ✓ What data is required for analysis
- ✓ Where and how data is processed/stored

## IT Infrastructure

- ✓ Enable software and hardware assets
- ✓ Manage IT assets

# CONTACT US

BSD Management



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