

# Schedule of Astaara Risk Management Services: Entry level



Capabilities / Services	Bronze	Silver	Gold	General commentary	Bronze definition	Silver definition	Gold definition
Initial review	◆	◆	◆	Nil cost.  This is based on a review of a completed Astaara Scoping Questionnaire and interviews with key personnel.			
Affirmative cyber insurance benchmark review		◆			Astaara will review your insurances for affirmative cyber cover against a benchmark affirmative cyber insurance policy wording (AstaaraCyber)		
Policy & procedure assessment	◆	◆	◆	To comply with any regulatory regime, policies & procedures and related documentation are required to evidence that the business incorporates cyber risk management in the management of their business.	Do you have or not have the documents we expect.  <i>NB. This level of service does not include an assessment of the quality of the documentation</i>	This is the Bronze offering plus an assessment of the quality of the documentation. This is assessed against Astaara's own benchmark documentation	This is the Silver offering plus our support in updating/re-drafting you policy and procedure documentation
Regulatory review		◆		Regulatory reviews carried out by a third party are beneficial as regulators do not put much weight behind self assessment		These are the: - Astaara IMO Cyber Review - Astaara ISPS Cyber Review - Astaara Financial Services Review ( <i>NB. This is tailored to the local regulatory regime</i> )	
Detailed review			◆	The Astaara Detailed Review is an in-depth review of all aspects of your cyber security posture. As such it requires material engagement with Astaara consultants to provide the best value			This is the full detailed review that encompasses one or both of the US NIST Cyber Framework or the UK Cyber Assessment Framework
Vulnerability review / Penetration test	◆	◆	◆	The Vulnerability review / Penetration Test ("Pen Test") involves a survey of your web-facing external assets. This survey is intended to identify weaknesses in the implementation of your web access portals and websites, ensuring that pages are properly constructed, firewalls appropriately configured and access rights properly controlled. This will give us a good view of the operational defences you have in place to resist cyber attacks either specifically targeted or a mass / opportunistic attempt to breach your cyber defences	This is a Vulnerability review which assesses the perimeter defences that you deploy to understand whether there are notable deficiencies  It involves the scanning of endpoints (web-addresses/URLs) on the internet. The number of tools applied determines and depth of report	This is the Bronze offering plus a more invasive targeting of your defences and deficiencies  The scope (Gold or Silver) depends on including non tech activities including: Social engineering, phishing testing, brute force, DDOS. The Gold offering requires customer consent for full scope	
Training: Design	◆	◆	◆	The People element of People, Processes and Technology is the most important element of your company operating in a cyber secure fashion. Your people are your best defence against a cyber attack. It therefore follows that a sustained and targeted training programme is materially beneficial.  Astaara design training programmes and also provide training directly or work with trusted partners to support the delivery of your cyber training programme	Review of existing training provision and development of an improved training strategy to meet your company's training goals.	This is the Bronze offering plus the development of course specifications to ensure the right approach to training for particular roles/functions with training mapped to those roles/functions – Board, senior management, IT dept to general staff and crew to support career development	This is the Silver option plus the detailed design of training programmes in preparation of delivery.
Training: Delivery	◆	◆	◆	Education, briefing case studies, awareness raising, online tools, professional development etc. Price dependent on request for type of training and maturity level of customer (beginner through to advanced).  All training provision managed by ARM, however accredited 3rd parties are used as appropriate for design and delivery	Generic/mass provision often using online or video resources repurposed. Easily scalable	Silver combines mass provision with some individual bespoke courses e.g. for senior management: a hybrid of Bronze and Gold offering	Bespoke where training is dependent on scope and depth as well as amount of time and supports CPD activities

NB: Astaara Risk Management offers:  
**CyberStaart.** The product packages together: Initial Review, Policy & Procedure Assessment, a Pen Test & an Affirmative Cyber Insurance Review (based on the Bronze offering)  
**IMO Cyber SMS Review.** The product provides a qualitative review against the IMO SMS cyber guidelines (based on the Silver offering)  
**ISPS Cyber Review.** The product provides a qualitative review against the ISPS cyber guidelines (based on the Silver offering)