

GUARDSIGHT AND TOTEM TECHNOLOGIES PARTNER TO HELP BUSINESSES ACHIEVE CYBERSECURITY GOALS

Two cyber specialists act as a force multiplier for companies
who need both strategic and tactical solutions





About GuardSight

- Established in 2009
- Located in Cedar City, Utah
- Clients worldwide in multiple industry verticals
- Specializing in cybersecurity threat detection and response services

Customers who seek out cybersecurity services do so for two main reasons. They either want to improve their cyber readiness or they need to achieve compliance so they can continue to do business with the federal government.

To solve each of these problems requires a specific cybersecurity expert with a unique skill set. That's when a partnership between two domain experts like GuardSight and Totem Technologies proves handy.

If a customer needs to implement cybersecurity tools to secure their data, the customer is referred to GuardSight. If they need a strategic cybersecurity roadmap in place to achieve federal compliance, then Totem Technologies is the right choice. If the customer needs both services, then the two companies work in tandem.

“The cybersecurity industry can be confusing to companies who need one service but maybe not the other. Our customers benefit from our referrals, because rather than financial incentives, our relationship is based on trust and ensuring the customer gets the right service.”

*-- Adam Austin, Cybersecurity Lead,
Totem Technologies*

Two Cyber Domain Specialists Join Forces

GuardSight CEO John McGloughlin met Adam Austin, Cybersecurity Lead of Totem Technologies, at an Air Force conference. It was a happy accident, because McGloughlin wanted his own company to achieve **NIST 800-171** compliance.

Although compliance wasn't required for GuardSight to do business with its customers, the process would help McGloughlin and his team understand what GuardSight customers who supported the DOD experienced.

Compliance would also help GuardSight strengthen its own cybersecurity posture and enable the company to endorse compliance as a practical standard for all of its customers.

GuardSight hired Totem Technologies and was impressed with the service it received. It was an easy decision to start referring business to Totem Technologies. And Totem Technologies responded in kind.

What Is NIST 800-171?

The National Institute of Standards and Technology (NIST) is a non-regulatory federal agency.

NIST 800-171 compliance is required for federal contractors who support certain DOD customers.

It shows that a contractor complies with requirements to store, process or transmit controlled unclassified information.





How the Partnership Benefits the Customer

When GuardSight refers customers to Totem Technologies and vice versa, the customer benefits in several ways:



DOMAIN EXPERTISE

Just like a surgeon and an anesthesiologist have different yet complementary skills, Totem Technologies and GuardSight are experts within their individual domains.

Totem Technologies is strategic. Totem Technologies helps its customers build a high-level cybersecurity program that complies with complex DOD requirements, such as achieving CMMC certification. Once the customer achieves compliance, the job is complete.

GuardSight is tactical. GuardSight is a managed detection and response cybersecurity services provider. It handles cybersecurity operations, assessments, and response, and it has long-term contracts with clients.

For example, a customer who works with Totem Technologies to achieve compliance might be referred to GuardSight to implement certain aspects of that program, whether it's initial assessments, 24/7 monitoring, or incident response testing. GuardSight would recommend which tools and systems to install and carry out the implementation.



COHESIVE PARTNERSHIP

It's a smooth transition for the customer who may start with Totem Technologies for a comprehensive strategic roadmap and then engage GuardSight for implementation and day-to-day cybersecurity operations. Having worked together before, the two cyber companies have forged a trusted bond. They understand each other's methodology and communicate in the same language.



NO CONFLICT OF INTEREST

Totem and GuardSight receive no financial compensation when they refer business to each other. This keeps the relationship ethical, because they are motivated only to serve the customer's best interests.



GEOGRAPHICAL PROXIMITY

GuardSight and Totem Technologies are both based in Utah, so they can serve a common client base and easily attend in-person meetings as needed.

“ We have directly experienced Totem’s methodology, so we can pick up the ball and run with it when they refer a customer to us to implement part of the roadmap.

This symbiotic relationship benefits the customer, because they don’t have to search for a qualified cybersecurity operations provider. ”

-- John McGloughlin,
CEO and Founder, GuardSight



Customer Spotlight: Partnership Facilitates Manufacturing Company Compliance

A manufacturing company that supports the DOD needed to achieve compliance with new federal cybersecurity requirements. Failure to do so could have affected the company's ability to support the contract.



Totem Technologies created a strategic roadmap for the company's CMMC Level 3 compliance.

The first stage required the manufacturing company to submit an assessment score of their cybersecurity compliance to the federal government, and the date was fast approaching.

The requirements were complex, with more than 130 controls that had to be implemented on the company's systems.

Totem Technologies referred the company to GuardSight for the implementation. Within 48 hours, GuardSight had deployed cybersecurity weapons, including an anti-virus program, to detect and contain threats.

The GuardSight team also placed a 24/7 handler on duty to keep an eye on alerts and run those up the chain as needed.

The company not only completed its cybersecurity assessment on time, but GuardSight also helped it carry out a desktop exercise to test its cyber incident response planning, another CMMC Level 3 requirement.

“ When customers work with our two companies, they effectively get two trusted partners that collaborate as a force multiplier. Even though we work on two different sides of the cybersecurity coin, ultimately, our goal is to help the customer be more successful in the cyber arena. ”

*-- Adam Austin, Cybersecurity Lead,
Totem Technologies*



What We Do

GuardSight is a cybersecurity-as-a-service provider that helps businesses guard their critical assets, data and reputation via:

- Cybersecurity Operations
- Cybersecurity Assessments
- Cybersecurity Response
- Cybersecurity Consulting



**Need a cyber expert to guard your critical assets?
Contact GuardSight today.**



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