

Delta Risk

Cultivating the Next Generation of Cyber Defense

Cybercrime is an ongoing concern for the digital corporate ecosystem. Cyber security organizations around the world are constantly challenged to build stronger defenses against attackers while meeting the business requirements of their organizations and customers. The reality, though, is that determined cyber attackers can evade even the best security measures.

At Delta Risk LLC, which provides managed security and consulting services, CEO Scott Kaine is all too familiar with this challenge. “Attacks are inevitable,” Kaine states, “But preparing for them proactively is far more cost-effective than responding to attacks after the damage has been done.”

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Delta Risk was founded as an information security firm in 2007 as a joint venture between a group of retired Air Force personnel with a strong motive to help commercial and government entities around the world build advanced cyber defense and risk management capabilities. As a global provider of strategic, operational, and advisory cyber security solutions, Delta Risk focuses on helping mid-size and large enterprises, as well as government agencies, with preparedness and prevention to make them more resilient against threats.

In terms of markets that Delta Risk pursues, the company’s primary focus is on the regulated industries, and those concerned with critical infrastructure. They include financial services, healthcare, legal sector, and public sector. As they are highly regulated, these organizations must meet strict compliance requirements. Delta Risk works closely with these industries, offering best practices from

a compliance perspective. Kaine explains, “Being compliant doesn’t mean you are protected. We really emphasize helping our clients on the risk side, and not just with compliance.”

Delta Risk’s clientele within the regulated market includes large enterprises as well as mid-level and small companies. Within large enterprises, the complication usually lies in the inefficiency factor of the client’s existing resources and their operational staff. Delta Risk extends its expertise to provide these organizations with guidance on the most appropriate usage of their security resources and trains their operational staff on how to be prepared and effectively deal with future threats. For mid-tier and small organizations, Delta Risk offers turnkey services around outsourcing the client’s security programs, and acts as a trusted advisory partner as well as an extended technical arm of their staff to take care of their security issues.

For most of the companies that Delta Risk caters to, despite practicing the preventative approach, the client usually makes the call after the issue arises. In such cases, Delta Risk responds to it by deploying the necessary resources to do the forensics and evaluations, depending on the type of threat. The company then takes a multi-faceted approach to evaluate the client’s cyber defenses with tailored risk assessments and framework-based gap analysis. “If a client decides they want a third-party to take over security for them, our ActiveEye platform comes into play,” adds Kaine. Through its ActiveEye managed security services, Delta Risk combines people, processes, and technology to continuously monitor client’s systems inside and outside their network.

Over the course of the years, Delta Risk has earned an excellent reputation in the cyber security industry for being experts at what they do. After becoming part of The Chertoff Group in 2015, Delta Risk acquired Allied InfoSecurity, a Philadelphia-based company, in 2016. “From the date of acquisition, our company has doubled in staff as well as in revenue. We are on a good growth trajectory and have seen a lot of success in the market as more organizations—particularly mid-size companies—realize the value of complementing their in-house resources with managed security service providers and consultants like we provide,”

Kaine concludes. **CA**



Scott Kaine,
CEO