

## **All.Net & Affiliated Companies**

*Since 1977*

### ***Introductory Information***

---

In 1977, Fred Cohen started a consulting practice focused largely on information protection. Over the 35 years since that time, it evolved to meet the changing needs of business, government, academia, and regular folks for an unbiased and independent source of top quality information in an expanding range of areas. As times changed, product and practices evolved, commercial and non-profit entities were started, and they in turn changed over time. Today, the All.Net Web site and affiliated companies, provide in-depth free content of a quality matching the best for-fee services in the world. We have been and will continue to be dedicated to helping others understand the complex issues of information protection in the simplest, most straight forward, and most accurate terms possible.

### **Our affiliated companies**

Our affiliated companies provide content for our use and support our ongoing efforts. We, in turn, support them with related services and access.

**Fred Cohen & Associates:** This small business performs government funded research, development, and services. It performs on Small Business Innovative Research (SBIR) and similar research and development contracts, does short-term consulting on critical issues for government, provides special projects technologies, and subcontracts to other government contractors.

**Management Analytics:** This California corporation develops and patents new technologies, performs research and development efforts largely for internal and client use, and provides expert services and digital forensics work in support of legal matters. It also owns and operates Fearless Security.

**Fearless Security:** This division of Management Analytics focuses on protection assessments, planning, advisory, review, and executive decision-making for non-US-government entities. It takes its name from “the only thing we have to fear is fear itself.”<sup>1</sup> The goal is to overcome fear-based security and replace it with fact, reasoning, and scientific principles. As part of this effort, we develop and apply standards of practice and combine seasoned experts with those standards to be thorough and consistent while retaining good judgement in the context of client-specific needs and realities.

---

<sup>1</sup> Franklin D. Roosevelt - 1<sup>st</sup> inaugural address: “... the only thing we have to fear is fear itself—nameless, unreasoning, unjustified terror which paralyzes needed efforts to convert retreat into advance.”

## **Fred Cohen & Associates**

Fred Cohen & Associates specializes in government research and development related to the emerging information age. It performs work almost exclusively for government and government contractors.

- In the **information protection** arena, we provide advice and counsel and perform research and development of advanced technologies. This includes participation in strategic scenario exercises, scientific research, and support and review of other research and applicability studies.
- In the **digital forensics** arena, we focus on digital forensic evidence examination and automation of examination processes for earlier use in larger scale environments. We also support government legal proceedings as expert witnesses in cases where the broader forensics community is not eligible to participate.
- In the **industrial control systems** arena, we focus on protection architecture and the challenges of securely merging and/or separating ICS and enterprise IT systems. This includes support for growing the scientific basis for regulatory decision-making and participation in roadmap and related activities.
- In the **deception and counter-deception** arena, we focus on network and system-level deception and counter-deception technologies, and strategic deception analysis and support. This includes a wide range of technical and non-technical approaches and support for the operation of those approaches in different adversarial situations.
- In the **investigations** arena, we work with partner companies to support and facilitate investigation of and recovery from incidents, including finding ways to move forward effectively and with minimum disruption.

Our team of eligible specialized experts covers technical specialties ranging over the security disciplines. We are eligible for sole source contracts in select areas of specialization, have approved and audited rates, and can work through a range of contract vehicles. Recent examples include:<sup>2</sup>

- Insider early turning behavior detection R&D
- Industrial control systems security architecture development
- Need-to-know architecture for classified information processing
- Time sensitive redesign of a critical information environment
- Security analysis for national water and power infrastructure elements
- Strategic scenario development and execution

---

<sup>2</sup> Government contract specifics may be disclosed only by the contracting agency. No names.

## Management Analytics

Management Analytics was founded to help people analyze, make, and present decisions with greater clarity.

### Tools and Technologies:

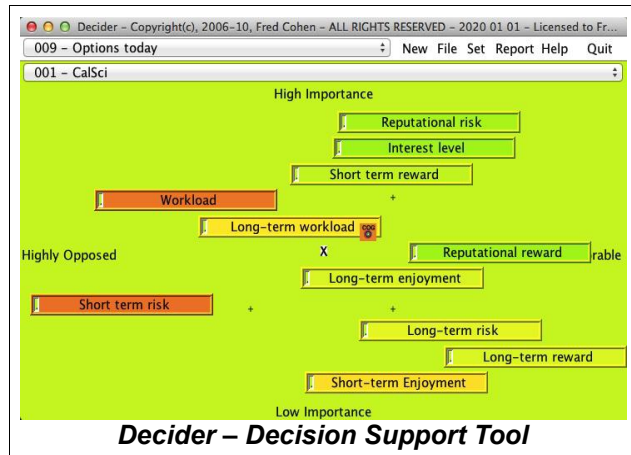
Our decision-support technologies are designed to take in small amounts of qualitative information from people, and present results in a way that clarifies and justifies decisions. We don't try to think for people, we try to help people think through things more clearly, and support their process with tools and content.

Our digital forensics tools include a wide range of special purpose mechanisms supporting case work, while our information protection technologies range from patented defensive systems to support tools for our consulting practice. We use these tools internally and offer corporate licenses selectively.

### Litigation support:

We focus on information technology and protection, digital forensics, and related areas of intellectual property, with occasional support in criminal matters.

In **Digital Forensics** we advance the state of the art and delve more deeply than the vast majority of practitioners. In litigation, we predominantly opine on digital forensics technologies, practices, and processes, perform forensic analysis on digital evidence, and challenge digital forensics of practitioners who fail to meet the standards of integrity and skill in the art. **Intellectual Property** litigation efforts typically involve patents, where we work either supporting or refuting validity or infringement, depending on what our actual expert opinions are. **Information Technology and Protection** has been a focus of our practice since the 1980s, and we regularly advise enterprises of all sizes on a wide range of subjects in this area. For litigation, we provide expert analysis and opinions of suitability of protection and technology programs, risk management practices, and issues of reasonable, prudent, and diligent protection commensurate with defined duties to protect. **Criminal Matters** are less common in our practice, however, we have worked for indigent defendants and consulted for law enforcement in a number of cases within our domains of expertise. Litigation support is predominantly attorney client **privileged and confidential** in nature.<sup>3</sup>



<sup>3</sup> Disclosable matters are disclosed on the manalytic.com Web site.

## Fearless Security

Fearless Security was formed from the non-litigation-related consulting practice of Management Analytics to help clients make reasonable and prudent decisions about protection based on sound information and facts rather than fear.

### Standards of Practice and Expert Judgement:

To support advising clients on thorough, consistent, well defined, reasonable, and prudent practices, we developed standards of practice and published them for peer review and widespread use. These standards of practice provide a baseline for making key decisions relating to information protection, and include the realistic alternatives, decisions, and basis for these decisions.

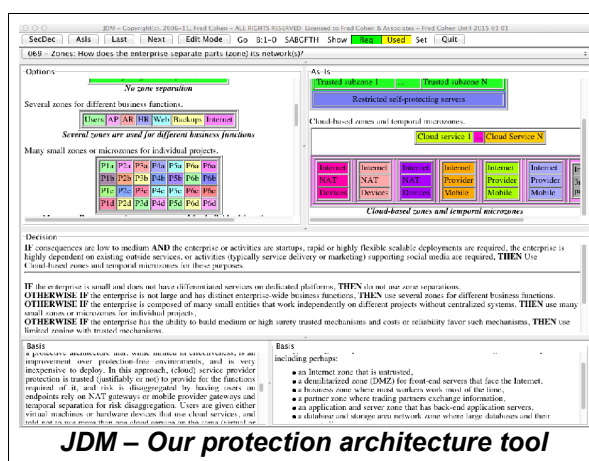
In operation, we apply these standards of practice using well seasoned experts who help to develop and refine them over time and apply them with flexibility and thought to the specific circumstances of our clients. This supports a very efficient process of assessment and review, and allows us to help our clients efficiently track and adapt to changing needs and progress over time.

### Specify and verify – a key separation of duties issue

We do what we tell others to do, and that includes the decision to mitigate conflicts of interest. By eschewing the more lucrative business of technology implementation, clients can be certain that we don't stand to gain or lose by any advice we give other than through the fees clients pay us.

Part and parcel of giving sound advice is experimenting with alternatives. We maintain a substantial effort to test out and develop new techniques and use them in our environment when suited to our needs. We create and publish the standards of practice we use and follow ourselves, undergo peer review of our own protective architecture, develop and test our own tools, and maintain separation of duties in our own efforts to protect both our own and client-confidential content. Recent examples include:<sup>4</sup>

- ICS protection assessments for a major US city, a laboratory, and an ISAC
- Protection architecture for a medium-sized global health services provider
- Protection assessment and architecture for a global financial services firm
- Urgent situation assessment for a large venture investment firm



<sup>4</sup> Client details are confidential per our standard consulting agreement. You wouldn't want everyone to know what we do for you, and neither do our other clients.