



Explore the difference



Explore deeper, as we take  
you through what makes  
us different

## Executive Summary

The Quod Orbis Continuous Controls Monitoring Platform is different and this e-book takes an in depth dive into how we deliver continuous real-time monitoring of an organisations cyber security, risk posture and compliance status.

A managed platform, providing clients with a security solution that simply delivers.

### **Any Data Source, Any Framework, Any Control**

- The monitoring and attestation of your controls that provides clarity of their effectiveness.

### **The Data Driven Difference**

- We connect to any data source in an organisations network which delivers actionable intelligence on a businesses' threat level
- A single source of truth that is built on hard, accurate data

### **The Maturity Difference**

- CAASM & Asset Visibility: Discover how asset visibility is the key foundation to the platform
- All assets in an organisation are discovered - see it, manage it and protect it

### **The Service Difference**

- Full managed platform enabling you to focus on the output

### **The Onboarding & Time to Value Difference**

- Businesses receive a working solution in a matter of weeks, not months, delivering actionable intelligence, underpinned with total assurance, significantly strengthening organisations cyber resilience

### **Business Value Difference**

- Quantitative Risk Mitigation
- Cyber & Operational resilience
- Compliance and Regulatory Adherence
- Improved efficiency & productivity of teams
- Single source of truth of all defensive lines
- Executive & Board reporting capabilities
- Third Party Assurance
- Managed Platform
- Hollistic view of IT Infrastructure
- Cost Savings

OPERATIONAL  
RESILIENCE

# Any Data Source, Any Control, Any Framework

We're Quod Orbis. Founded in 2018 when four cyber security industry leaders, already established in 3 security start ups, came together to resolve one of the final and most difficult operational challenges facing enterprises today. We are a fast growing, innovative company providing market leading expertise in monitoring all of your controls.

Our enterprise-grade Continuous Controls Monitoring managed platform gathers—continuously, and in real-time—all the data and evidence required to assess the state of an organisation's IT security posture and compliance status, by continually monitoring all of a business's

internal controls, via telemetry. Any control. Any data source. And any framework.

The result is security risk and compliance data that is factual and objective, and based on metrics and evidence, rather than opinion and judgements. It is security and compliance data that is immediate, and current, and not based on an assessment at a moment in time—a moment in time that quickly becomes out of date.

It is security risk and compliance data that is drawn from right across the organisation's risk and vulnerability landscape, and right across its technology footprint, from cyber tools to human resources systems.

It is a security risk and compliance visualisation capability that is created and delivered automatically, rather than through error-prone human processes and judgements.

And it is a security risk and compliance visualisation that is delivered as a client-specific tailored service through a managed platform, providing clients with a security solution that simply delivers.

FACTUAL

IMMEDIATE

OBJECTIVE

CURRENT





We talk in terms of integration with any data source whether that is on premise, cloud, SaaS, bespoke and legacy systems. Your single source of truth for your entire security infrastructure.



## The Quod Orbis Difference

The Quod Orbis Continuous Controls Monitoring solution is different in two important respects. It differs in terms of the **technical underpinnings** of its platform, and it differs in terms of the **'service wrap'** with which that platform is delivered.

Working across all verticals, we work with clients to mature their cyber resilience. From understanding all their assets, monitoring key controls and thus reducing cyber risks.

And we're different.

In particular our Continuous Controls Monitoring managed platform is engineered with one purpose; to deliver a data driven approach to fully consolidate your disparate technologies to provide a holistic understanding of everything your organisation values.

Where other security providers talk in terms of in-built integration with predefined data sources that might number 40, 50, 60, or 70, **we talk in terms of integration with any data source**. Where they quote weeks or months to integrate new data sources, we quote hours or days.

And when they say they offer a hosted service, it is still down to the customer to load the data, configure the solution, and manage it going forward. On the other hand, **our fully-hosted Continuous Controls Monitoring service does this for you**—making us, at the present time, unique among providers of Continuous Controls Monitoring.

## The Difference for the 3 Lines of Defence

How our CCM Platform supports all 3 lines of defence:

**The First Line of Defence:** real-time visibility into the effectiveness of controls. It allows operational teams to identify and rectify control weaknesses or anomalies immediately, alerting operational staff to potential issues, deviations, or non-compliance, enabling them to take corrective actions in a timely manner.

**Second Line of Defence:** a comprehensive view of control performance across all processes and systems. This enables risk and compliance teams to assess the effectiveness of controls at a broader level, identifying trends, patterns, or systemic issues that might require additional attention or adjustment in the organisation's control framework.

**Third Line of Defence:** providing auditors with a wealth of real-time data on control performance and potential issues, streamlining the audit process by allowing auditors to focus on high-risk areas or anomalies that require in-depth investigation.

“Hard, accurate data. Data that doesn't rely on opinions - it's always up to date.”

## The Data Driven Difference

We connect to any data source in an organisations network which delivers actionable intelligence on a businesses' threat levels - A single source of truth that is built on hard, accurate data.

When a new vulnerability appears, threatening the organisation's attack surface, you want to know about it. Quickly. So that you can do something about it.

Unsecured devices on the organisation's network. Unpatched applications. Outdated firmware. Devices lacking endpoint detection and response protection. Backups that haven't happened. Users without two-factor authentication mandates. Users with inappropriate or outdated administrator rights. Users who are no longer employed, and who haven't been offboarded.

Digital controls report on such things, routinely, via internal log reports and alert mechanisms. And those controls can be interrogated in real time, remotely, via telemetry through our Continuous Controls Monitoring platform.

**Security and compliance data** that is accurate drawn from right across the organisation's infrastructure – **direct from source**, from cyber tools to human resources systems

**Wherever the data exists** - non-digital, as well.

**Digital and non-digital data combined** into a single hybrid control.

In short, if it can be reported, counted, measured, or be the subject of log reports or alerts, it can be a control. And a control that can be interrogated remotely, and automatically.

**The result: hard, accurate, data. Data that doesn't rely on opinions, or audits, or judgements. And data that is always up to date. Because when a new vulnerability appears, threatening the organisation's attack surface, you want to know about it. Quickly.**

COMPLIANCE

RISK

SECURITY

AUDIT





We deliver tangible evidence  
with actionable intelligence



## The Onboarding Difference

Let's take the platform first. The Quod Orbis platform was purpose-built for Continuous Controls Monitoring—Continuous Controls Monitoring wasn't something that was jury-rigged and bolted-onto an existing platform as an afterthought, once the superiority of Continuous Controls Monitoring-based approaches had become recognised as superior.

**That purpose-developed nature of the platform delivers Quod Orbis' ability to:**

- Connect to any data source
- Rapid secure deployment on premise or in the cloud
- Deliver tangible evidence with actionable intelligence from day one

### The result is

- low-code/ no-code ease and simplicity
- Data connections specified by dragging and dropping blocks on a screen, with the blocks in question being anything that can be defined in the language of metrics
- Controls—key performance indicators, key risk indicators, and data sources specified by frameworks such as NIST

### Extremely Rapid Onboarding

The result is also data connections that are robust, secure, and reliable. Because—by design—Quod Orbis' Continuous Controls Monitoring platform was developed in Go (sometimes called Golang), a powerful statically-typed, compiled, high level programming language designed at Google. Syntactically similar to C, it comes with memory safety, structural typing, and CSP style concurrency.



## The Maturity Difference: CAASM & Asset Visibility

There are many vendors that offer CAASM. However, focusing on Cyber Asset Attack Surface Management (CAASM) alone is not the answer — a more comprehensive and holistic solution is needed to the asset visibility and asset management challenge.

Our customers extract the value from our holistic approach focusing on any unidentified or unmanaged asset that is a cyber risk. In short, best-practice asset management means: You can see it, you can manage it, and you can protect it — while also protecting its owner or user. If you can't see it, then it's a risk that you simply cannot mitigate.

### The Value of our CAASM & Asset Visibility

**Connect all technology:** From cyber tooling, HR and business process tools, when we connect them to our CCM platform, it creates a live asset inventory and complete visibility. Our customers extract value from the visibility of their entire network in real time which enables them to measure all the key metrics increasing their cyber resilience.

**Gaps identified:** We support our customers to identify any gaps in their assets and controls, allowing them to effectively and accurately manage risk and compliance issues. This in turn delivers tangible evidence of their entire technology investments and their operational status.

**Manage your assets accurately and intelligently:** CCM will see what software is installed on each asset and if it's patched correctly. And because it's an intelligent solution, it will know what should be on each asset and when.

**Automatic correlation of data:** Multiple pieces of data are correlated by CCM and presented back to you in your 100% accurate and intelligent live asset inventory.

Our customers value what our CCM platform brings, providing that holistic view to enable sustainable asset management.

They value the rapid visibility and control that they gain over their whole organisations assets as a result of our automation and maintenance of the platform, creating a live and accurate inventory.

And they value the operational support in the clear, customised reporting for operational and board level.



Identifying vulnerabilities, high risk users, software versions and gaps in controls



ONBOARDING

SUPPORT

PROACTIVE  
MONITORING



## The Service Difference

The Quod Orbis Continuous Controls Monitoring capability is delivered as a service, and consumed as a service. That makes us unique among providers of Continuous Controls Monitoring solutions.

And our customers value that capability.

### They value the fact that it's a full service:

- **We do the scoping** – we work with them to define use cases, pain points and the frameworks they need to align to
- **We do the onboarding** – connecting to the data sources, customising dashboards for reporting from operational to board, use case measurement
- **We do the configuration** – eliminating the pressure points when internal teams have to navigate their way through new tech
- **We do the monitoring and the managing** – so that our customers have ongoing operational support and supporting with compliance and audit

“They value the high level of assurance that the security related information that they’re seeing is accurate, and up to date.”

MANAGING

CONFIGURATION



Controls expert



Single point of contact



Platform monitoring



Support

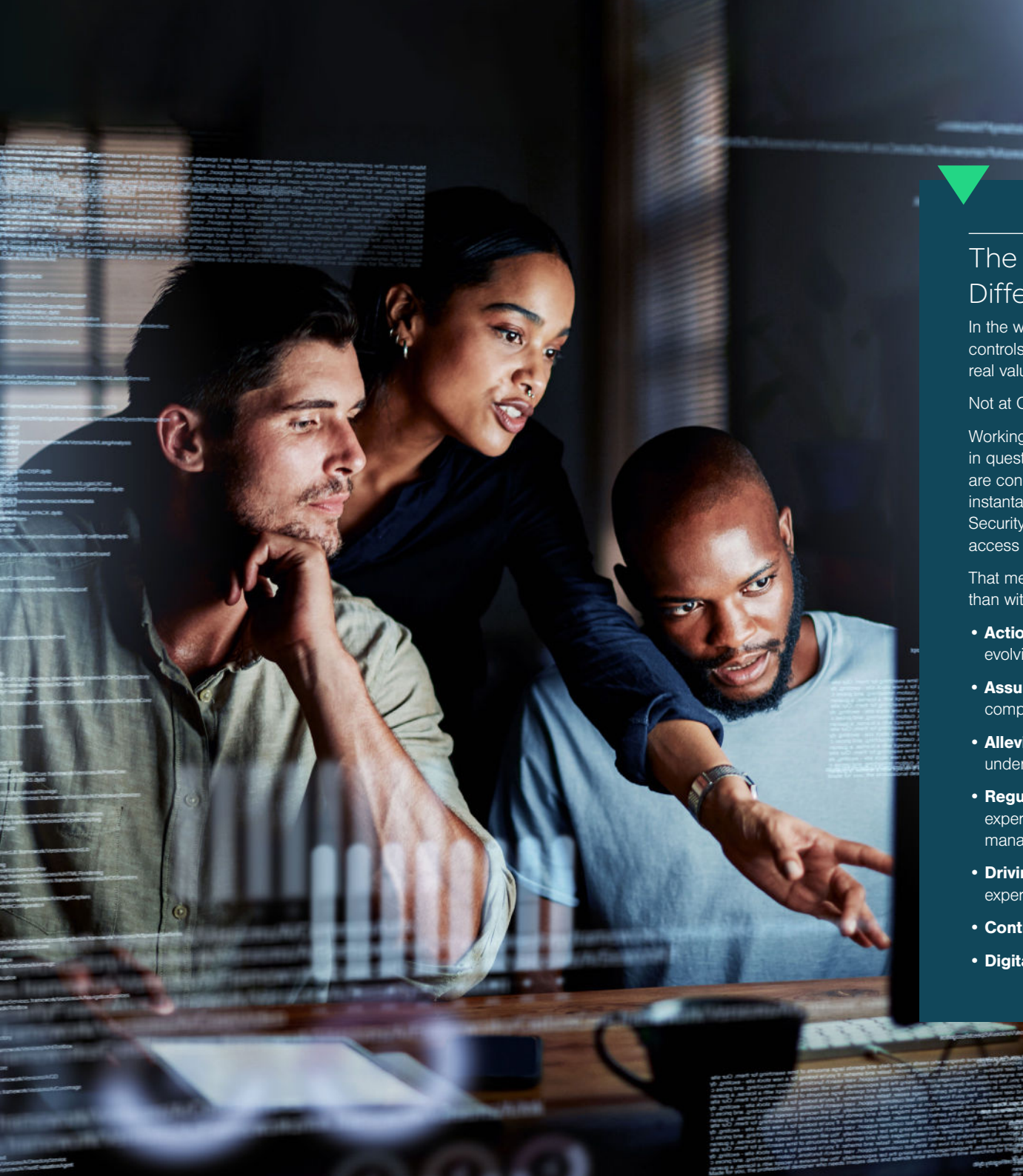


Ongoing updates



Impartial measurement of effectiveness





## The Quod Orbis 'Time to Value' Difference

In the world of cyber security, delivering an operational continuous controls based solution can take many months to extract any real value.

Not at Quod Orbis.

Working solutions in weeks - even if we've never seen the controls in question before or worked with them before. So as soon as we are connected to the data source, the data flows into the platform instantaneously and that information can be visualised immediately. Security-monitoring tools - IDR, Phishing patching tools, role-based access tools, and IDAM tools for offboarding management.

That means, our customers are extracting that information quicker than with others in our space:

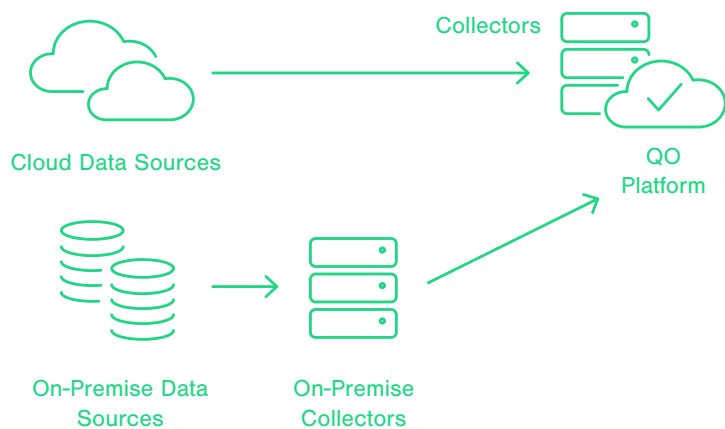
- **Actionable Intelligence:** visualisations built and maintained evolving with business needs
- **Assurance & Confidence:** Your dashboards are showing complete accuracy of your control state
- **Alleviating teams:** Increase productivity of teams with understanding of critical issues to be investigated
- **Regulatory Enhancements:** they realise the value in our experts managing the regularity challenges they would have to manage – quicker
- **Driving maximum value – faster:** regular sessions with controls experts to drive maximum value from the platform
- **Controls accurate:** 100% accuracy from data sources
- **Digital and non-digital:** data evidenced in a holistic view



## The Architecture Difference

Our agile capability is as a result of the architecture of our platform that enables faster onboarding and time to value than others in the market.

### Cloud and On-Premise Collectors



- Region(s) configurable where hosted
- Horizontal and geographical scaling
- Dedicated, not multi-tenanted
- Collectors for cloud and on-premise
- Control and supporting evidence ingested only
- Viability for any data source, simple to onboard
- Data provenance through platform
- Enterprise features;
  - SAML/SSO
  - Encryption in transit and at rest
  - Vaulting of credentials

Data Storage



Engine



Front End



Rest API's



Orchestration & data collection



Example Data Sources







## The Value that is Different

There are widely reported benefits of continuous controls monitoring but with Quod Orbis, these benefits are extended when our clients work with us:

### Any data, any control

Connect to any data source and monitor any control

### Quantitative risk analysis

Evidenced based quantitative data to enhance Cyber Risk management

### Automation of processes

Automate all your control processes



### Operational resilience

Confidence in your ability to respond to incidents and maintain operations in times of crisis

### Actionable intelligence

Customised reporting for KRI/KPI measurements

### Upstream connections

GRC, ITSM and Any business reporting tools can be alerted for immediate action

### Seamless interigation

With your security tools, systems and data

### Increased ROI

Maximise the information you receive from your current vendors





“The business has seen the power of Continuous Controls Monitoring, and seen how Quod Orbis literally can connect to any control. We’ve implemented Continuous Controls Monitoring in areas that weren’t originally envisaged”

**Matthew Browning Head of Cyber Oversight DLG**

[Read Full Case Study](#)



“The Swift Attestation was not only easier, and quicker, but also less disruptive. The real difference is in the quality of the information that is available to corroborate the attestation, where we’ve seen a dramatic transformation. We’re getting dramatically-better, higher-quality security assurance and compliance information—and we’re getting it continuously.”

**Dave Wigley CISO**

[Read Full Case Study](#)



## Continuous Controls Monitoring: a Gartner-recognised risk management technology

Gartner sees several forms of security protection that are allied to Continuous Controls Monitoring. Cyber Asset Attack Surface Management (CAASM), which protects assets. Cloud Security Posture Management, which protects the Cloud. And SaaS Security Posture Management (SSPM), which protect SaaS applications.

What’s important to realise is that Gartner also recognises that a sophisticated Continuous Controls Monitoring (CCM) solution—such as Quod Orbis’ own Continuous Controls Monitoring managed platform—can incorporate all these other capabilities. One managed platform, one fee—and four forms of protection.