

4 How the business works

Rate the following areas from 0 to 10 in terms of the extent to which they are understood and assessed as part of the risk management process.

4.1 General business modeling issues

<i>Item</i>	<i>Rate</i>
Business modeling is used to understand the implications of information and information technology failures.	
Loss of integrity is considered in analysis of business models.	
Loss of availability is considered in analysis of business models.	
Loss of confidentiality is considered in analysis of business models.	
Loss of use control is considered in analysis of business models.	
Loss of accountability is considered in analysis of business models.	
Business models include models of people and their effects.	
Business models include models of financial implications of protection failures.	
Software is inventoried and tracked.	
Data is inventoried and tracked.	
Hardware is inventoried and tracked.	
Business models include models of theft, loss, and sale.	
Business models include models of financial transfers.	
Business models consider what is of value to the particular enterprise.	
Business models consider consequences including large-scale loss of life, liberty, health, and property.	
TOTAL (sum the ratings and divide by 15)	

<i>Startup</i>	<i>Diligence</i>	<i>Typical</i>	<i>Excellent</i>	<i>Best</i>
0	10	2	10	10

4.2 Sales, market, and brand

Rate the following areas from 0 to 10.

<i>Item</i>	<i>Rate</i>
Brand is considered in business models of losses.	
The generation of leads, sales, and ease of success are considered in the business model.	
Marketing and the markets that a business operate in are considered in the business models.	
Attacks that could cause loss of competitive advantage are considered in business models.	
Release or corruption of critical competitive information like pricing or customer details are considered in business models.	

<i>Item</i>	<i>Rate</i>
Incorrect pricing to inability to process orders are considered in the business model.	

4.3 Process, work flow, and results

Rate the following areas from 0 to10.

<i>Item</i>	<i>Rate</i>
Business processes and their criticality to business survival are considered in the business model.	
Attacks on work flows are considered in the business model.	
The ability for unauthorized and authorized users to cause unauthorized changes to business processes is considered in the business model.	
The ability for unauthorized and authorized users to grant themselves access or monies through business process attacks is considered in the business model.	
The ability for unauthorized and authorized users to disrupt operations is considered in the business model.	
The ability for unauthorized and authorized users to destroy logistics, and otherwise disrupt business operations is considered in the business model.	

4.4 Resources, transforms, value

Rate the following areas from 0 to10.

<i>Item</i>	<i>Rate</i>
Computer controlled aspects of transforming resources into value are considered in the business models.	
Loss of integrity, availability, confidentiality, use control, or accountability in the computer controls associated with transforming value are considered in the business models.	

4.5 Supply, inventory, transport

Rate the following areas from 0 to10.

<i>Item</i>	<i>Rate</i>
Disruption of supply is considered in business models.	
Inventory attacks including false inventory levels and theft by inventory manipulation are considered in the business model.	
Disruption of delivery is considered in business models.	
Misdirection of shipments is considered in the business model.	
Corruption of inventory information and temporary loss of inventory is considered in the business model.	

4.6 AR/AP, collections, write-offs

Rate the following areas from 0 to10.

<i>Item</i>	<i>Rate</i>
Accounts payable and receivable, collection processes, and write-offs are considered in business models.	
Cash flow attacks and impacts on business operations are considered in the business model.	
Profitability and customer relations associated with process disruption are considered in the business model.	
Loss of customers confidence is considered in the business model.	
Other elements of the financial systems are considered in the business model.	
The business model considered corruption, leakage, service denial, loss of control, and loss of accountability in these systems.	

4.7 Infrastructures, services, users

Rate the following areas from 0 to10.

<i>Item</i>	<i>Rate</i>
Infrastructure disruption is considered in the business model.	
Loss and corruption of services is considered in the business model.	
Loss of content that may have inherent value and loss of value with exposure or time are considered in the business model.	
User impacts of service or infrastructure attacks are considered in the business model.	
Interdependencies are considered in the business model.	

4.8 Cost, shrinkage, collapse

Rate the following areas from 0 to10.

<i>Item</i>	<i>Rate</i>
Costs and changes in costs and cost structure, shrinkage (loss and theft of inventory), and ultimately collapse of markets or businesses are considered in the business model.	

4.9 Roll-up

<i>Item</i>	<i>Rate</i>
TOTAL(sum all of the ratings and divide by 31)	

<i>Startup</i>	<i>Diligence</i>	<i>Typical</i>	<i>Excellent</i>	<i>Best</i>
0	8	2	8	10