



The Napkin Guys: RMGRC

Bryan Bechtoldt: We got a couple more beers coming. I'm anxious to try this one.

Tim Hanson: Hey, thank you so much. This is awesome.

Bryan: Thank you. Hey, so while we're here you know I think maybe we ought to cover another, a couple other topics.

Tim: Well I have one.

Bryan: Okay, I figured I'd queue you up. So go.

Tim: So the acronym I heard the other day was the RMGRC

Bryan: Yeah, that's got five things in it.

Tim: Yeah?

Bryan: Yeah, so it's a combination of things. It's risk management and government regulatory and compliance.

Tim: So, let me get... risk management, that's the RM, got it. And government and regulatory compliance.

Bryan: Correct.

Tim: Got it.

Bryan: And they, they kind of go hand in hand, but they can live kind of independently as well and you know, so that there's some nuances to it. So you know when we take a look at what's happened sort of in the government regulatory compliance arena, there's been a lot of activity over the past decade. And so you know what the government's doing is in all facets sort of tightening up how corporations operate. So everything from from HIPAA around patient privacy, you know from SOX on you know how public company has reported earnings. All sorts of different regulations are coming into play, and we used to be in a situation where you know people tried to comply and demonstrate they were complying and and basically tried to you know kind of get through and get by as we sort of figured out how this compliance landscape would sort of settle in. Now we're to the point where the government's actually got some teeth behind these regulations and so what ends up happening is, if you're not sure of your compliance stance, you may be in risk of real fines. And so now it actually creates not just sort of money you have to spend to sort of you know insulator protect the business from this risk but there can actually be fines and fees that are levied against you if you're not in compliance or you don't demonstrate the desire to be in



compliance. And so so what we're what we're doing is is we're going in with companies and we're really trying to assess their landscape and say so what is your risk profile? We understand the risk profile. And then we say, you as a company really do have credit cards so you know there's PCI, and you know you're publicly traded or somehow you regulated from a SOX perspective. Maybe you have patient information and so we know now from sort of a risk profile perspective, you know what segments you need to comply with. And now we need to start mapping out how we're going to be in compliance. You know what are we going to do around educating our staff to make sure that they're taking the steps every day to make sure we're not at risk? What are we gonna do about our security controls from an IT infrastructure perspective to make sure we can track activity on the network? What are we gonna do from a facilities access perspective to make sure that we're signing people in correctly, making sure that our facilities just don't have people walking around unescorted. You know, what are we gonna do around disposing of information that you know contact center agents or people working in accounting may be writing information down on pieces of paper and it needs to be disposed correctly. And all of this activity creates a risk profile that you may or may not as a business owner be aware of. And so what we're dedicated to is really educating and then helping people kind of set forth on a roadmap to become in compliance with whatever regulations are really set to their business at that particular juncture.

Tim: So you used a bunch of acronyms.

Bryan: I did, I'm sorry.

Tim: That's okay. So, but I heard things like HIPAA, SOX.

Bryan: Yep.

Tim: PCI.

Bryan: Yeah.

Tim: So any organization that really has those type of regulatory requirements to grab you to compliance with those regulations,

Bryan: Yes.

Tim: is at risk for not staying then compliant?

Bryan: Correct.

Tim: The service that we provide is an assessment of whether they're in compliance with those regulations or not.



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Bryan: Exactly. So, you know, we come in and we determined that you're collecting credit cards, and then you're storing that information because you're doing some sort of credit card processing, and then basically, you now become PCI compliant. And there's a set of regulations of the way you have to structure your business and in your business environment, to sort of, you know, protect that, those credit card information from those individuals. We make sure that you understand where your gaps are.

Tim: Sure.

Bryan: And then help you within the roadmaps, the world. But, you know, what path do we have to walk down to really harden the business against a potential attacker breach? And if you take those steps; you know there's a lot of bad people out there that are gonna try to do a lot of bad things, but if you take those steps, and you're really really dedicated to making sure that you're protecting people's information, well, then your risk positions a little bit different.

Tim: Truly risk management.

Bryan: Truly risk management

Tim: Yeah, good. Thanks for the explanation.

Bryan: Yeah, great.

Tim: What do you think of the beer?

Bryan: I love the beer