



Proof of Value Overview Brief

CyberMDX Proof of Value

CyberMDX believes interactive testing can be an important aspect of the evaluation process and helps you best do so via workshops or Proof of Value (POV) demonstrations. Whilst not always necessary, CyberMDX's POVs and workshops are quick demonstrations of limited scope to help you verify CyberMDX's advanced Healthcare Security Suite offering and its specific fit and benefits to you, with guidance from CyberMDX's cyber security experts. Our approach is focused not just on solution functionality but also on value derived, with a POV aimed at deploying within your environment and a workshop being an in-depth session tailored to your needs but not requiring the same resources from your team. This guide is specifically intended as an overview of our POV process and to help set expectations.

ABOUT US

CyberMDX is an IoT security leader dedicated to protecting the delivery of quality healthcare worldwide.

We believe medical device security is essential to quality care delivery.

Our mission is to enable healthcare delivery organizations worldwide to provide quality care by securing and protecting the systems and devices you rely on every day to treat illnesses and save lives.

POV stages & activity

The CyberMDX POV process consists of three primary stages: POV Agreement & Planning, POV Execution, and the POV Executive Summary. These stages are described below with more detail and specific action items and deliverables as well as expected resources from each organization.

POV Agreement & Planning POV Execution POV Executive Summary

Preparation
Main Use Cases Definition
+ Success Criteria
+ Integrations

Day 1
POV Kickoff
+ Integrations

Day 10
First Touchpoint
+ UI Delivery
+ Workflows

Day 17
Second Touchpoint
+ Feedback
+ Additional Use Cases

Day 25
Third Touchpoint
+ Feedback

Day 30
Executive Summary
+ Summary Report
+ Product Roadmap
+ Full Deployment

Once both parties agree an CyberMDX POV is necessary, the typical duration can be as little as five days but, depending on your solution interest, needs, and scope, can extend to thirty days with primary days of testing, and regular joint follow-ups. Throughout the POV process, CyberMDX will provide the needed resources to ensure mutual success and expect technical and executive sponsors be made available from your organization as noted. These stages are similar but condensed for a workshop; contact us if you'd like to explore that option as an evaluation approach instead.

POV agreement & planning

During the POV Agreement & Planning stage your CyberMDX account executive and cyber security engineer will work with your relevant sponsors to define and agree on limited success criteria and timelines to showcase value but minimize resource needs from both parties. CyberMDX will then provide documented evaluation criteria based on the solution and your environment needs and request review and agreement of the POV plans with your technical sponsor prior to scheduling the POV and commencing testing. During this stage CyberMDX will provide or request the following:

CYBERMDX POV OVERVIEW DISCUSSION

Together with your sponsors, agree on the relevant use cases, set initial expectations on need, solution fit, lab/production scope, timing & high-level criteria & resources requirements.

PRE POV REVIEW CALL

Review action items, initial use cases & success criteria, schedule, and confirm technical and executive sponsors and other resource needs and availability.

PRE POV DOCUMENTATION

Final POV use cases & success criteria documented & evaluation agreement reviewed between parties. CyberMDX will confirm the final POV scope and needed resources from your end as well as finalize dates for executing the POV and the Executive Summary.

REVIEW LAB/ENVIRONMENT & SCOPE

Ensure your environment is ready for POV solution testing prior to an appliance being shipped to you. At this stage CyberMDX will provide access to the customer user portal or initiate the hardware appliance shipment and confirm environment criteria described in the POV success criteria scope document.

PRE-CONFIGURATION AND PREP - Ensure final testing plan and resources as well as any pre-environment configuration needed from your technical team are in place and appliance delivery is on track prior to CyberMDX cyber security engineer being onsite, if applicable, for configuration & testing.

POV execution

The POV Execution stage is when active testing and evaluation is done jointly with your team. This stage typically takes two to three weeks after deployment of the solution and CyberMDX expects availability and active participation of your technical sponsor and other relevant resources to best and efficiently cover the agreed-to success criteria.

Touch point communications outline activities to be completed during each stage, resources needed, remaining action items as well as updates to POV documentation. Following each stage, a summary email outlining achievements, resources needed, and remaining action items will be provided. A typical set of POV Execution steps is detailed on the following page.

PREPARATION STAGE

During this stage sensor appliance will be delivered to you for deployment within your environment. Initial configuration, tuning and profiling based on POV success criteria will also be started. This stage may take additional time depending on the solutions and functionality being evaluated as well as scope. At this stage the initial agenda as well as resource needs for testing will be defined.

DAY 1 – POV Kickoff with your technical sponsor

- Perform sensor deployment validation
- Enable agreed 3rd party integrations
- CyberMDX begins identifying and cataloguing devices on the network
- Identify next set of success criteria, changes to schedule and resource needs

DAY 10 – First touchpoint

- Initial inventory and security insights from CyberMDX
- UI training with your technical sponsor
- Going over the first 2 use cases:
 - Inventory building
 - Applying security to the inventory
- Identify remaining success criteria, schedule changes, and resource needs

DAY 17 – Second touchpoint

- Feedback & questions
- UI training for additional personnel
- Going over the next 2 use cases:
 - New devices onboarding
 - Addressing a new vulnerability
- Execute test plan jointly with your technical sponsor and document results

DAY 25 – Third touchpoint

- Feedback & questions
- Going over the final use case - Working with compliance reports

POV executive summary

CyberMDX is committed to help you arrive at the best solution fit for your organization's needs as part of our POV process. To help you best understand the joint findings and ensure you can proceed with a solution selection, CyberMDX requires that you commit the appropriate sponsors and other relevant stakeholders to a POV results summary review following the POV. The POV Executive Summary consists of a presentation of main use cases, success criteria results and findings as well as next steps.