



Uneasy About Changing Vendors?

3 Common Concerns Addressed

Q: We don't know BAI Security and have no idea what to expect. Why would we take a chance on your team?

A: We'd love to get to know you and vice versa! On our website and in our proposal, you can learn all about us, including:

- Our [mission and expert leadership](#) (VIDEO)
- Our audit team's [extensive degrees and certifications](#) (VIDEO)
- [Impressive organizations](#) our auditors have served all over the world
- [Highly regulated industries](#) we have deep experience with
- [What our clients / your industry peers have to say](#) about us
- [Hard data](#) about our outcomes - with audits and clients alike

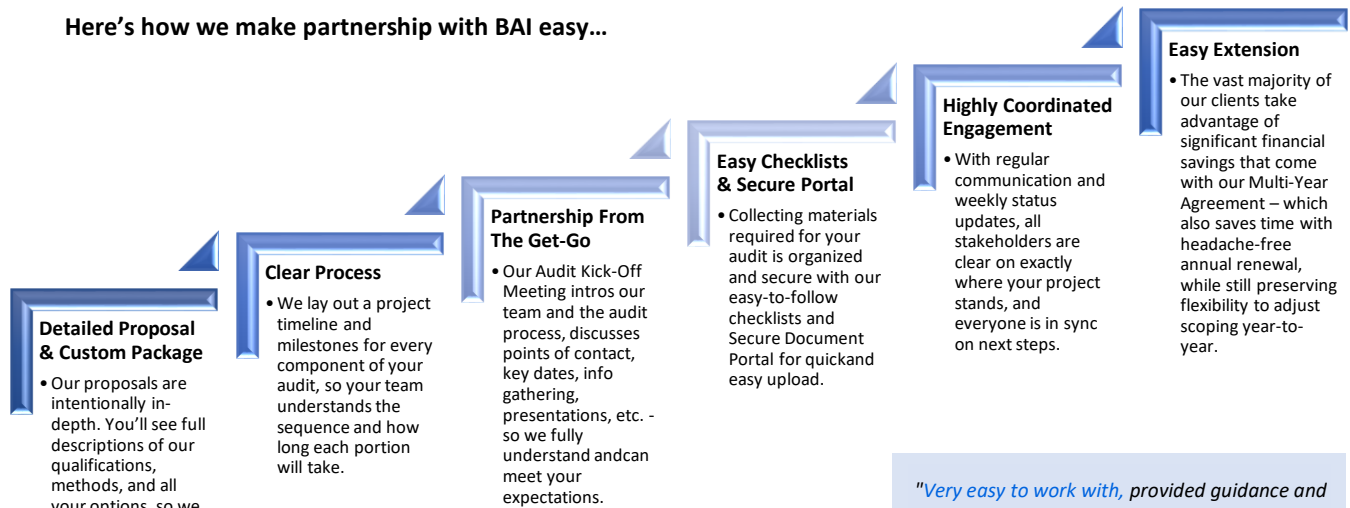


"I really appreciated all the information in the proposal about your team – I got a clear understanding of who you are and feel really good about moving forward."
Recent new BAI client

Q: We like what we see with BAI, but why should we take on the time and hassle of vetting a new provider?

A: We hear you – who wants more work? That's why we make the process of partnering with BAI Security **easy on you and your team**, so you can reap all the benefits and savings we offer with none of the headaches.

Here's how we make partnership with BAI easy...



(VIDEO)

"Very easy to work with, provided guidance and excellent reports." IT Director, CO

"Personnel are easy to work with and professional." VP of IT, HI

"BAI has been professional and easy to work with on all our security assessments." CTO, KY

"Easy to work with service engineer and quality reports with concise and just the right amount of technical detail." Bank VP of IT, MA

One more Q&A...

Q: We're fine with our current vendor. Why should we try BAI Security at all?

A. We get it – if it doesn't seem broken, why fix it? But consider this...

- **85% of the time**, we uncover previously undetected issues missed by other audit companies who use less robust methods and tools. So it's wise to get another set of eyes, and **highly experienced expert** ones at that, to assess your environment and get your TRUE security picture.
- BAI Security also **stands apart from other providers** in many ways that have a direct impact on your security, including:

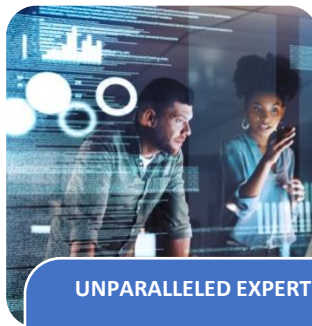


"Far more extensive test than any we have had in the past... The reps are 100% on our project and always available to give you feedback." CISO, TX



UNCOMMON SPECIALIZATION

- As a rare pure play provider, assessment & compliance are our 100% focus - because with the intensity of today's threats, you simply can't keep clients secure off the side of your desk. (VIDEO)
- *"The other firm we were using was more of an MSP. I like that BAI was a company just for security."*
IT Manager, IL



UNPARALLELED EXPERTISE

- Our team is made up of 100% in-house, **highly certified, highly experienced auditors** who learn your distinct environment. No come-and-go outsourced novice auditors on your project. (VIDEO)
- *"The professional experience and technical expertise made the choice and easy one. Exceptional results."*
IT Director, NC



CUTTING-EDGE TOOLS

- We use only **best-in-breed, independently validated tools** for the most accurate results. We'll never use sketchy open source tools or freeware on your audit.
- *"Outstanding platform for vulnerability remediation. Everyone I talked to were all great to work with and very knowledgeable."*
VP of IT, PA



CUSTOM PACKAGES & SIGNIFICANT SAVINGS

- We offer an **array of services** with custom scoping options to precisely suit your needs AND budget.
- À la carte pricing and multi-year discounts offer serious savings, along with flexibility to adjust scoping year-to-year as your security needs change.
- *"We like to format, the pricing, but most of all the variety of tests and the à la carte menu of items we can choose from."*
VP of Operations & Compliance, IL



PRACTICAL SOLUTIONS & TRUE PARTNERSHIP

- Our experts provide user-friendly reports with **easy-to-implement solutions** for your unique environment to quickly mitigate risk and reach your security goals.
- Our team is also there for you between audits with as-needed consultation as a true security ally.
- *"They go out of their way to be helpful, offering guidance and suggestions (as opposed to a cookie-cutter approach)."*
Bank IT Director, GA



RESULTS. SATISFACTION. RECOGNITION.

- From 93% breach rates to 100% client ratings, we have **hard data, client testimonials, and numerous accolades** - so you don't have to take our word for it.
- *"Price was right, service was excellent, and the final deliverables were outstanding. Great team."*
Chief Innovation Officer, DE
- *"Quality service, excellent deliverables, and outstanding customer service."*
VP/CFO, KS

Interested in learning more, discussing options, or receiving a proposal?

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www.baisecurity.net