



Trustworthy & Innovative Advice

- Confidis (\kän-fi-dis\) is passionate about helping organizations to succeed by becoming their **confidants**
- Extensive experience in advising businesses in various domains including Strategy, Operations, Technology, Security and Resilience
- With over 25 man years of experience, our advisors have served various industries:
 - BFSI
 - IT Industry (Managed Services, Security, Software Development)
 - ITeS
 - Electronic Security
 - Media
- We believe in having our “**skin in the game**”. Hence, our services extend beyond providing merely advice. We are prepared to implement the advice we give



Business Advisory Services

- We provide advice in the domains of strategy and operational excellence. This includes conducting **market research, developing a business strategy, developing financial models, business model validation** etc.
- We endeavor to introduce **innovative thinking and approaches**, through cross pollination of the knowledge gained by us across various verticals
- We have a **specific focus on supporting start-up companies** to achieve their business objectives
- We also provide support on achieving **operational excellence** by analyzing your business processes and recommending process improvements



"It doesn't really matter how fast you're going if you're heading in the wrong direction." – Stephen Covey

Business Challenges?

- How can I grow my business?
- How am I different from my competitors?
- How do I minimize risk when venturing into new areas?
- How can I build strong operational capability?

Technology Advisory Services

- We provide advice to businesses for their IT needs. We also **assist in implementation of IT solutions**.
- We have **vast experience in all areas of IT including infrastructure, security and applications**.
- We have **exposure to the newest technologies including Cloud Computing**, use of tablets, mobile computing etc..
- Our **extensive network within the IT industry** enables us to connect you to vendors who we can vouch for, while at the same time maintaining a vendor agnostic approach.
- Above all, we are excited about the potential of technology to transform the way business and society functions.



"No one will need more than 637 kb of memory for a personal computer. 640K ought to be enough for anybody." – Bill Gates, Microsoft, 1981

Technology Issues?

- Can I use technology to make my business more efficient?
- How to ensure Return on Investment (ROI) if I implement new technology?
- Is my current IT infrastructure meeting my business needs?

Security Advisory Services

- Physical Security needs elaborate planning to be effective. **Merely providing armed guards, physical barriers and monitoring without proper analysis and planning could be a waste of resources**
- We have the expertise to provide advice on **implementation of appropriate security measures at your home or office or even public places** to make these places safer
- Confidis offers security advice in the following areas:
 - **Physical Security**
 - **IT Security**
 - **Personnel Security**



“The general who wins the battle makes many calculations in his temple before the battle is fought. The general who loses makes but few calculations beforehand.” – Sun Tzu

Security Conundrums?

- Is the organization equipped to deter malicious damage to life and property?
- In case of any unfortunate event, do we have measures to detect what really happened?
- Is our network and computer security robust to prevent loss of Intellectual Property?

Business Resilience

- The services we offer in this space include:
 - **Business Continuity Management**
 - **Crisis Management**
 - **IT Disaster Recovery**
 - **BCM Training**
- We follow a creative approach to make your business resilient by involving all stakeholders especially your staff.
- Our team has experience in planning for business continuity in various sectors including **airports, insurance, software development** etc.



"The more you sweat in peace, the less you bleed in war." – George S. Patton

Unprepared for disasters?

- How do we continue business if we are hit by a disaster?
- Are we geared to handle the negative publicity that a disaster may entail?
- Who will be in charge in case of a disaster?
- What if our IT infrastructure collapses?

Services for SMEs and Homes

- We at Confidis would like to make easily implementable advice available to SMEs in a **cost effective manner** on a ongoing basis
- We bring with us experience gained during our careers with large consulting firms and will leverage the same to benefit your business
- This will include support in business and IT domains with the aim to enable you to be more competitive in the market place
- All of our services including Business Resilience, IT Advisory, Business Advisory and Physical Security have a tailor made version for SMEs which can scale once you grow into larger organizations
- With technology becoming so pervasive, we also offer services like IT Security and IT Management for homes



"No dreamer is ever too small; no dream is ever too big." – Unknown author

Need SME relevant advice?

- How do we get relevant, practical, and implementable advice?
- How can I make the most of the limited resources we have?
- Can someone help me to plan big but implement small?

Training

- Organizations need to continuously infuse new knowledge to keep themselves competitive. External experts can play a major role in bringing not just knowledge but also desired change
- We at Confidis are passionate about spreading knowledge. We believe that spreading knowledge is one way for ourselves to grow
- We have conducted training in several areas. These include:
 - Business Continuity Management
 - Cloud Computing
 - IT Security
 - Softskills



Credentials

Industry Experience

- With over 25 man years of experience, our advisors have served various industries:
 - BFSI
 - IT Industry (Managed Services, Security, Software Development)
 - ITeS
 - Electronic Security
 - Media

Select Client List



Certifications



Member of



MBCI



Associations, Partnerships

Senior Member



Microsoft

Amazon

Credentials – By Client

Leading Electronic Security Company	Leading IT Security Product Company	Newly launched Fast Food Chain
<ul style="list-style-type: none"> Designed the technology platform for delivery of security services Developed business plan for launch of services Documented operational processes Recruitment of personnel for various roles Design of marketing collateral 	<ul style="list-style-type: none"> Developed website content Developed marketing collateral Review of website design Developed white papers and case studies 	<ul style="list-style-type: none"> Implementation of IT infrastructure Implementation of POS Branding and Marketing Design and implementation of Supply Chain Recruitment of personnel Store location selection and design Social Media Marketing

Prior experience gained at consulting engagements

One of the largest airports in India	Leading Credit Information Bureau	IT Security / Compliance Reviews
<ul style="list-style-type: none"> Completed Business Impact Analysis Developed BCM Policy Developed Business Continuity Plan Developed Crisis Management Plan Reviewed IT Disaster Management Plan Developed and deliver BCM Training 	<ul style="list-style-type: none"> Performed datacenter assessment in terms of: <ul style="list-style-type: none"> People Process Infrastructure Reviewed datacenter migration plan review 	<ul style="list-style-type: none"> Logical and physical security reviews across various industries SAP and Oracle Security Reviews Network security reviews SAS 70 reviews for large organizations IT Due Diligence performed for large mergers

Credentials – By Service Line

Business Advisory	Technology Advisory	Business Resilience
<ul style="list-style-type: none"> • Business Strategy advice provided to leading electronic security company for launching new services • Marketing strategy for leading IT Security Product Company • Business plan development for Fast Food chain • Business strategy advise to leading BCM services provider • Recruitment of appropriate personnel • Process documentation for leading IT company 	<ul style="list-style-type: none"> • Technology platform design for leading electronic security company • Datacenter assessment and migration for leading credit information bureau • IT Infrastructure and POS implementation for Fast Food chain • Application review for leading microfinance company • IT Due Diligence Reviews for large acquisitions 	<ul style="list-style-type: none"> • Developed BCP for one of the largest media companies in India • Developed BCP for one of the largest airports in India • Developed BCP for a chemical company in Mauritius • Developed BCP for an IT company • Developed Crisis Management Plans for various companies • Reviewed several IT DR plans
Security Advisory	Training	
<ul style="list-style-type: none"> • Logical and physical security reviews across various industries • SAP and Oracle Security Reviews • Network security reviews • SAS 70 reviews for large organizations • Implementation of enterprise firewalls and antivirus 	<ul style="list-style-type: none"> • Accredited trainer of the Business Continuity Institute • Conducted BCI accredited 5-day training • Provided training on Cloud to various audiences • Provided SAP Security Training 	

Keith Prabhu, Executive Director



Keith is an Executive Director with Confidis, India. He has over 15 years of work experience, in the areas of Business Advisory, IT Management, Risk Consulting and Controls Assurance. His earlier experience has been with **KPMG, Deloitte, HSBC Software, Arthur Andersen** and **HCL Infosystems**. He is well known in the IT Security and BCM space and has worked with private and public agencies in this field including the Reserve Bank of India, Mumbai Police and BMC. He is the Founder of Cloud Security Alliance, Mumbai Chapter.


Experience Profile

- Assisted in development of business strategy for various services
- Has **detailed understanding of the entire spectrum of IT** including infrastructure, security, programming, administration and governance
- **Designed and implemented IT solutions** i.e. Networks, Applications and Databases for numerous clients
- **Handled large IT deployments** like datacenter and desktop rollouts
- Conducted **gap analysis of IT Disaster Recovery Plans** and provided recommendations thereof
- Is an **accredited trainer of The Business Continuity Institute** and has conducted several trainings
- Co-author of several articles and booklets on Cloud, BCM, Wireless Security and Physical Security
- Managed several IT Due Diligence Reviews for clients in industries like Media and Chemicals
- **Managed IT Security reviews** including Vulnerability Assessment/Penetration Testing, Application Security and Configuration Reviews etc.
- **Set up a Global IT Operations Center** for a large US Insurance company
- Developed and **implemented a Knowledge Management** solution for a large software development center

Qualifications and Memberships

- Master of Business (Australia)
- Certified Information Systems Auditor (CISA)
- Certified Information Systems Security Professional (CISSP)
- Member of the Business Continuity Institute
- Certificate of Cloud Security Knowledge
- Senior Member - Computer Society of India

Contact Information



**For any further
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