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Francis A. Covington - Sr. Executive Consultant



Business Resiliency
Solutions



PIRC Overview

NIST Compliance Software for:

Systems Integrity and Data Cyber-Security

AvailabilityGuard® / StorageGuard®

SYSTEMS OUTAGE AND CYBER SECURITY
DATA LOSS PREVENTION



DISA MISSION

MISSION SUPPORT



Mission

“To conduct DODIN operations for the joint warfighter to enable lethality across all warfighting domains in defense of our Nation.”

“National Critical Functions (NCFs) are functions of government and the private sector so vital to the United States that their disruption, corruption, or dysfunction would have a debilitating effect on security, national economic security, national public health or safety, or any combination thereof.”

CISA

ABOUT US

- **Diversity Company (Nevada) (15% = 2024)** *MISSION SUPPORT*

- 13 -Years Young

- Focus

- *Business Resiliency and Cyber-Security Solutions*

- Strengths

- *Consulting*
- *Planning*
- *Auditing*
- *Security Services (Physical and Data)*
- *IT Software Solutions*

- *Featured Software Solutions:*

- *Continuity Software's (MISSION SUPPORT)*
 - *AvailabilityGuard®*
 - *StorageGuard®*

Contact Information Registrations

- » SAM
 - » SBA
 - » FBO
 - » NASA SEWP
 - » APEX (formerly PTAC)
 - » Sandia
- » **Company:** COVINGTON & ASSOCIATES, LLC
 - » **Name:** MR. FRANCIS A. COVINGTON
 - » **Title:** Managing Partner, Chief Executive Officer
COVINGTON & ASSOCIATES, LLC – US DISTRIBUTOR FOR CONTINUITY SOFTWARE
 - » **Address:** (MAILING – REMIT TO:) - P. O. BOX 752844 – LAS VEGAS, NV 89136
(PHYSICAL) – 1429 DEEP VALLEY AVENUE, NORTH LAS VEGAS, NV 89084
 - » **Telephone Number:** (702)381-7452 (OFFICE) | (702) 763-7343 (FAX)
 - » **Email Address:** fcovingt@CovingtonCA.com
 - » **Other Information:** UNIQUE SAM IDENTIFY: **MGEEQVETLLV1**
DUNS: **049082203** CAGE: **68YG1**
 - » REGISTERED LIMITED LIABILITY COMPANY
 - » DESIGNATED SMALL & MINORITY BUSINESS

Questions – You need this solution if...

MISSION SUPPORT

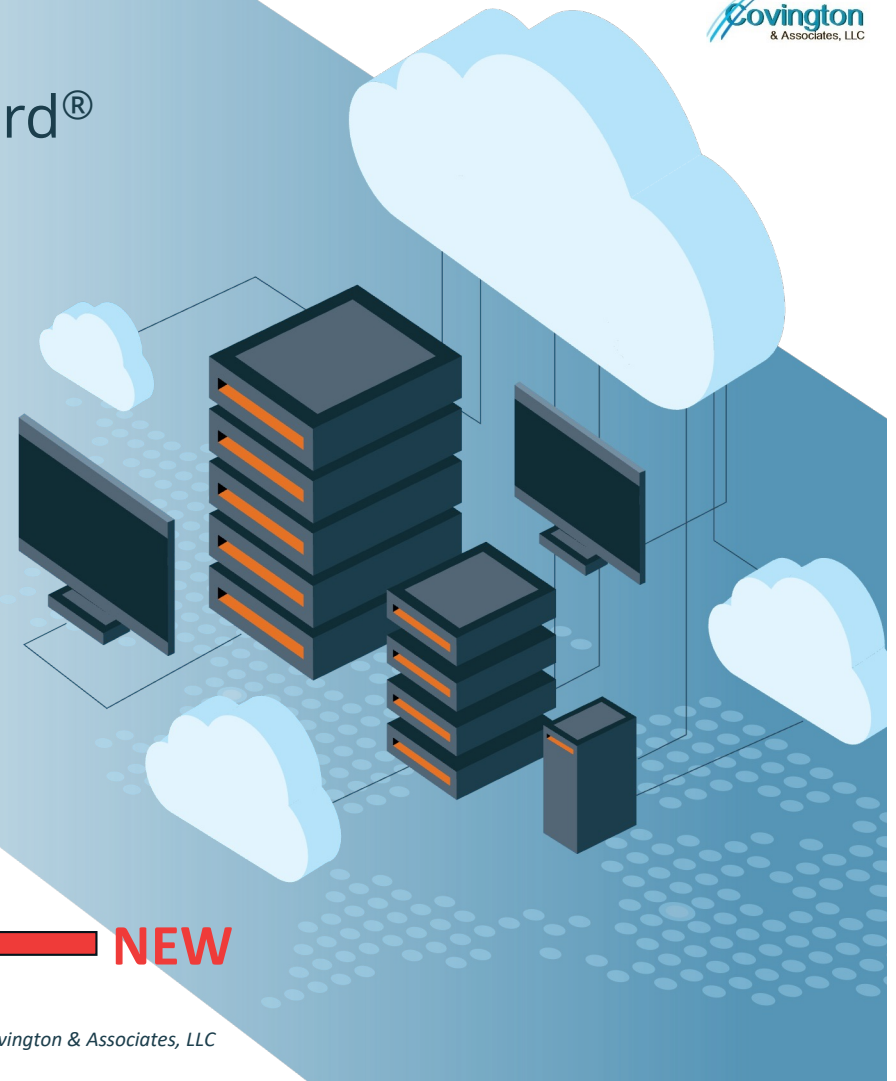
1. It would help if you had more IT uptime availability.
2. If you need daily IT Risk Analysis reporting.
3. If You have an increasing IT Workload with Limited Resources.
4. You cannot answer the question – ***How Do You Know?***
5. You cannot verify your NIST Compliance.
6. It is Important to Validate IT failover and Security Configurations Daily.
7. Your current IT Tools are Reactive and NOT Proactive.
8. You Think You already have something that Performs These Tasks... **YOU DON'T...**

Technology Overview

AvailabilityGuard® and StorageGuard®

Our software is a suite of software solutions that will **proactively identify and notify you of weaknesses in your current IT infrastructure,**

- The software will **proactively** Alert you to Harmful Changes. These changes or single points of failure, **can result in systems outages and potential "Data" cyber security breaches.**
- Our software will **Proactively** alert you to these problems, **prior to an incident occurring.** Thus, we eliminate up to 90+% of all unplanned system outages and security breaches. (FAA)
- Assure NIST SP.800.209 Required Compliance
- ISO 27040-2024



NEW



Covington & Associates, LLC
P O Box 752844, Las Vegas, NV 89136
POC: Mr. Francis A. Covington, CEO
Phone: (702)-381-7452 Office
Email: fcovingt@CovingtonCA.com

NIST COMPLIANCE SOFTWARE FOR: Systems and Data Security Management

AvailabilityGuard® & StorageGuard® Software

Part 571 – (PIRC) Pilot Program for Innovative Commercial Products



Technology / Capability Overview:

This technology is a Suite of proven Commercial Software that will assist all Government Agencies in Proactively addressing NIST Guideline specified in SP.800.209 while increasing Systems Availability, Data Cyber Security, and Reducing the Cost of Operations.

- Proactive Systems Management – Identify Failure Points
- Proactive Data Security Gap Identification – Identify Failure Points
- Proactive Cyber Protection For “Data” – Isolate Data from Intrusion
- Proactive High Availability Management – Know before it Fails
- Achieve True Systems Business Resilience
- Reduce Human Error
- Manage Disaster Recovery Preparation

Relevance to Agency Mission or other Need:

“Sub Category:” Commercial New and Innovative Information Technology

- NIST Compliant Software NIST SP.800.209
- Assure all Software and Applications are NIST Compliant
- NIST Compliant Reporting Capabilities
- Ensures Compliance with Executive Order 14028 Cyber-Security
- Maintains Data Integrity in the event of Attack
- Provides a Singular Window into current Systems Operations and Security
- Allows for Greater Management Capabilities at Reduced Cost.
- Automation and Ease of Use are built-in
- Rapid Deployment

Past Performance of Technology and Company:

- Software is Mature (i.e., Commercialization Phase)
- Software is a Chosen Solution for:
 - The Financial (i.e., Banks, Finance and Insurance) Communities
 - The Telecommunications Industry
- Software has a multi-year history in the Commercial Market.
- Software has been Utilized successfully with Metro Transit in Los Angeles (The largest Transit system in the US)
- Software has been successfully implemented and utilized in the Largest Tax Preparation company in the US.
- Software has been successfully utilized in a small Northeastern City.

Maturity / Scalability / Cost / Schedule - TRL: 8



- Demonstrated and proven in a small municipal agency and a large municipality
- Demonstrated and proven in hundreds of commercial clients
- The software is proven to operate in an environment, containing as few as 30 physical servers up to, and including more than 40,000 physical servers. Additionally, the system can scale from terabytes to zettabytes of data.
- The cost scales incrementally based on the needs of the agency. There is a significant discount built into the pricing, no matter what size or scale may be required.
- Software installation times range from four hours to as much as 18 hours for full implementation in larger installations.

System Performance - PIRC

MISSION SUPPORT

Covington & Associates Solutions Can Address Mission Objectives by:

- ❖ Mature Software Products (TRL: 8)
- ❖ Continuity Software (18 Y/O Company)
- ❖ Covington & Associates LLC
 - Established Business 13 -Years
 - Small & Minority Owned Company
 - US Based (Las Vegas, NV)
- ❖ More than 150 plus Man-Years of combined IT Experience/Solutions.
- ❖ Multiple Innovative software design and achievement awards

- ❖ Established Commercial Software with:
 - The Banking and Finance Communities
 - The Insurance Industry
 - City, State, and Local IT environments
- ❖ Recommended and/or Strategic Partners with:
 - Dell, Microsoft, Oracle, HP, EMC, Net Apps, etc.
- ❖ Level three 24 X 7 X 365 Support
- ❖ **Only Software Solution** that can Address NIST SP.800.209 requirements
- ❖ Has a dedicated team to support US Government Operations.

Proven Solution Can Address Current Mission Needs Today!!!

Relevance to Your Agency / Mission

NIST SP.800.209 Compliance

MISSION SUPPORT

Availability

- Regularly patch and update software and OSs to the latest available versions.
- Ensure devices are properly configured and that security features are enabled.
- Employ best practices for use of RDP and other remote desktop services.



AvailabilityGuard®

Component Hardening

- Protection of stored data in component hardening
- Leverage best practices and enable security settings.
- Retain and adequately secure logs from both network devices and local hosts.



StorageGuard®

Reporting & Accountability

- Accurate Tracking and Reporting of Events
- History Reporting for Accountability
- Recommendations for Remediation



**AvailabilityGuard®
& StorageGuard®**

A PART OF THE SOLUTION / NO ONE ELSE CAN ADDRESS

Government CIO's / CISO's Explain Their Business Challenges

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COMPLIANCE

The Government and the Insurance Industry are requiring compliance with NIST Security guidelines.

CUSTOMERS

Technology has provided Government agencies with limited resources to address their Customers' Needs.

FINANCIALS

IT systems outages and Cyber-Security attacks cost money and possibly lives. IT systems must be available 24X 7 X 365.

COSTS

According to Cybersecurity Ventures, the global cost of cybercrime will reach \$8 trillion in 2023. How will you avoid being a victim in 2024?

RESOURCES

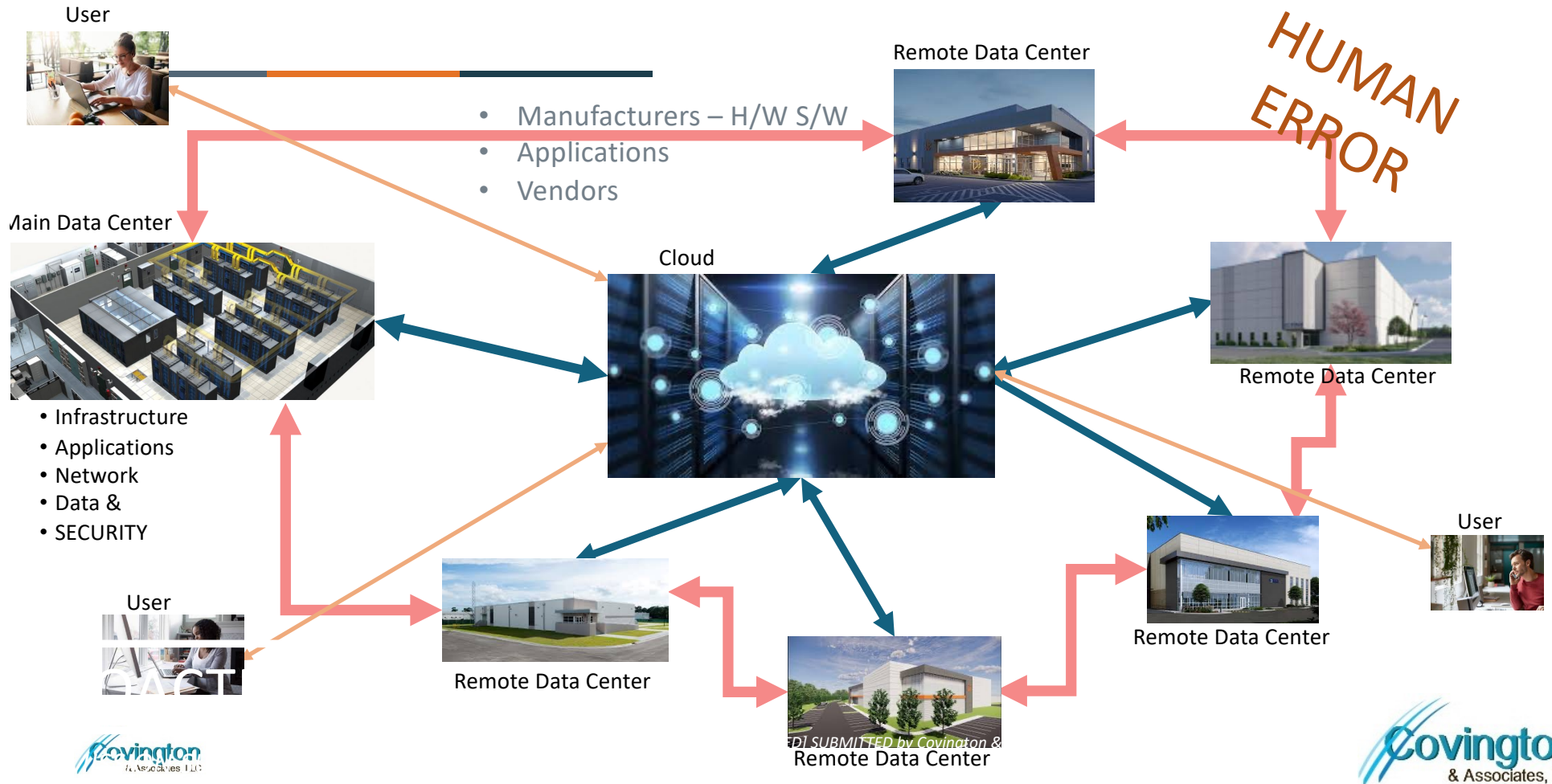
Trained and competent resources are in short supply. You must rely on technology to run efficiently. Compete with Private Sector

TOOLS

There are currently minimal proactive automated tools available that assist in reducing IT Outages and Cyber-Crime Prevention. What tools are you currently reviewing?

PROBLEM

How Do Our Solutions Assist You In Addressing Your 2024/5/6 Mission Objectives?



AvailabilityGuard®

Verifies that Daily Infrastructure changes in configurations are compliant with system compatibilities



StorageGuard®

Secures your Storage and Backup Systems to
Protect Your Data

C^oNTINUITY

How Does It Work

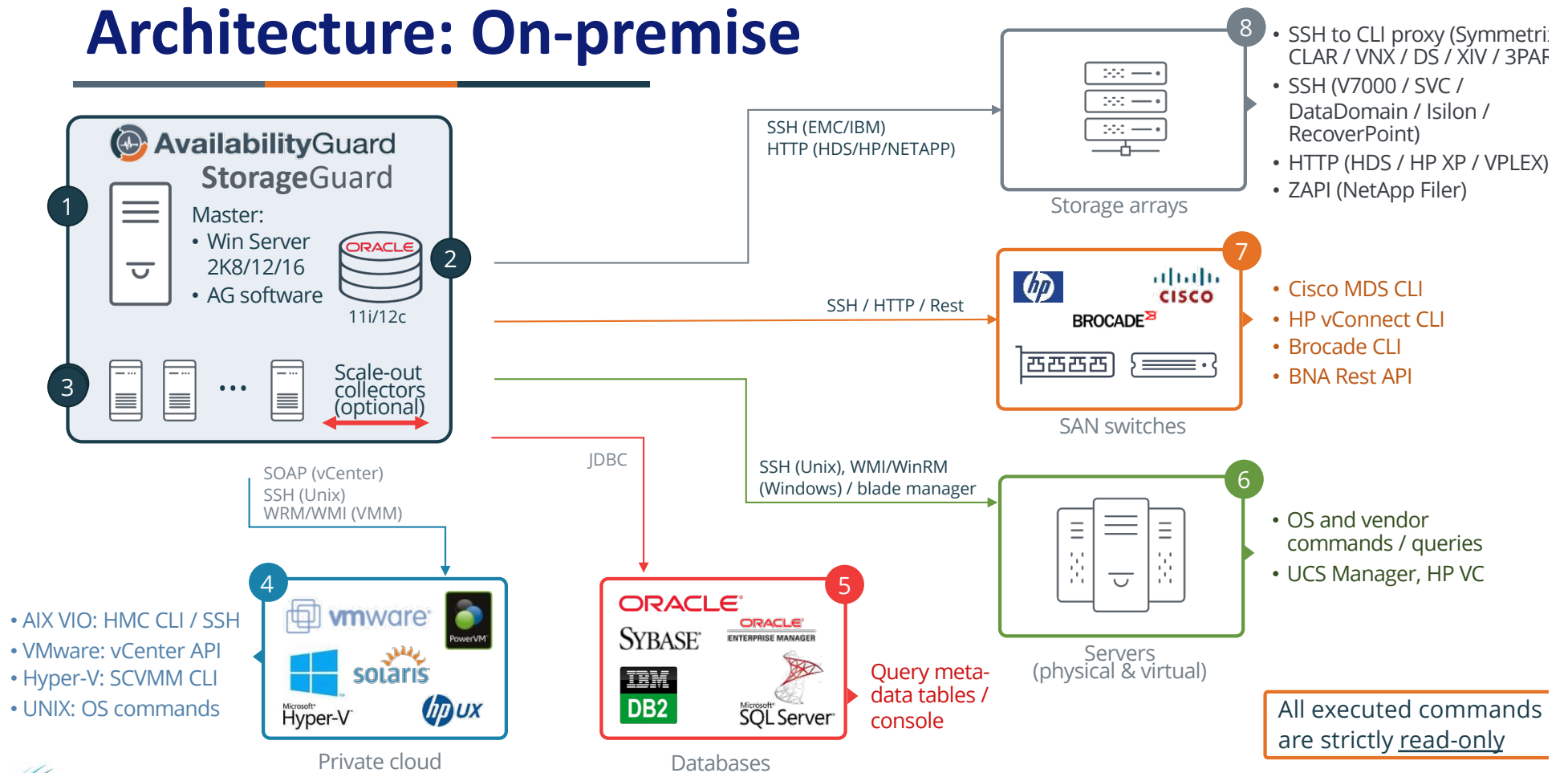


AvailabilityGuard[®]



StorageGuard[®]

Architecture: On-premise



How AvailabilityGuard works...

PROACTIVE

MISSION SUPPORT

- » Daily collection of configuration data from all infrastructure layers
- » **Non-intrusive**
- » **Agentless**

Collect

1

Detect

2

- » **Correlates** config across layers to build a visual topology
- » **Analyzes** config using a built-in risk detection engine (>8,000 issues)
- » Detects single-points-of-failure and other misconfigurations



SAP_01 > SAP-01

- » Single-pane-of-glass for configuration quality & operational stability
- » Presents issues by application or business service
- » Automatically reports on successful resolution of issues

4

Visualize & track

3

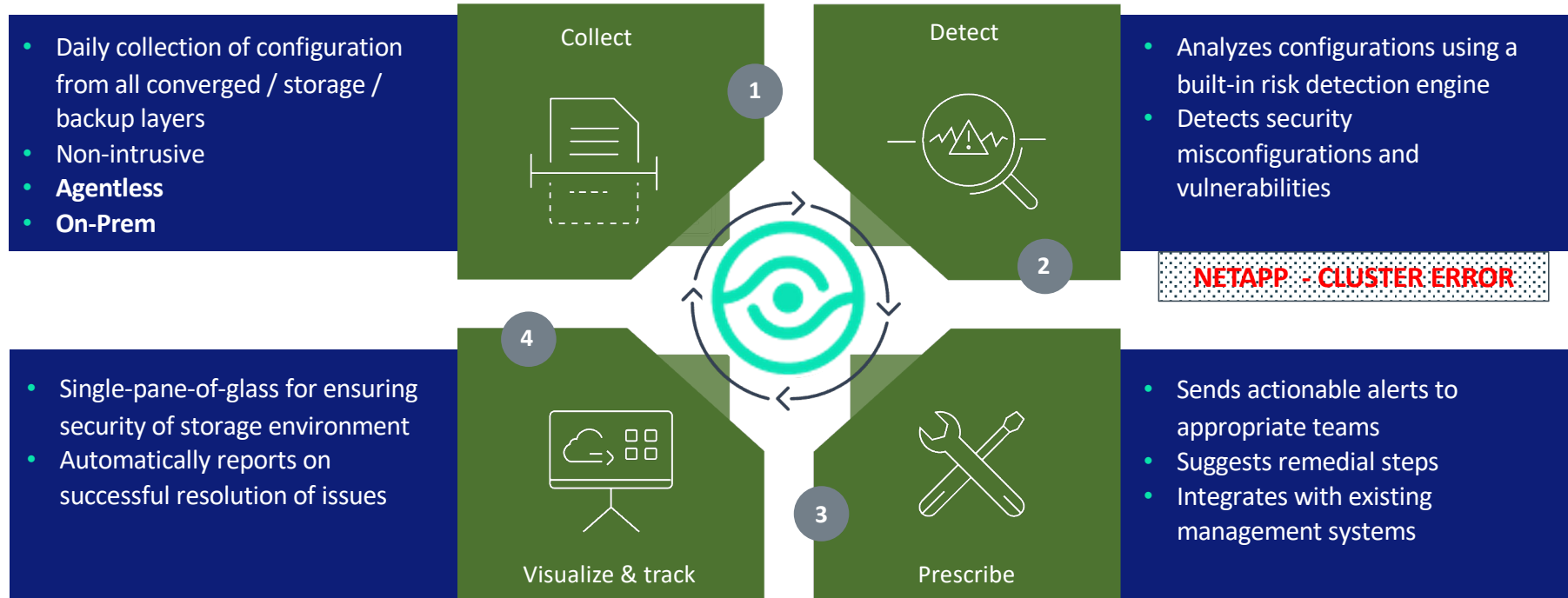
Prescribe

- » Sends actionable alerts to appropriate teams
- » Suggests remedial steps to prevent future outages
- » Integrates with existing incident management systems

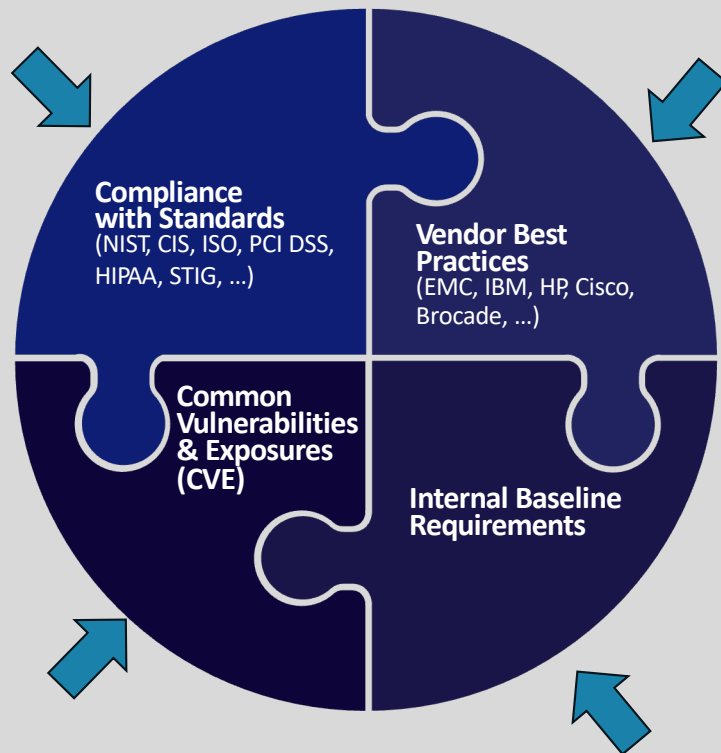
How StorageGuard® Works

PROACTIVE

MISSION SUPPORT



StorageGuard® Compliance Protection



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Four main sources, including:

- ☐ Automatic checks based on standard, interpreted for each device type
- ☐ Automatic checks for comprehensive and ongoingly updated industry best practices
- ☐ Automatic checks within the standards you establish for storage system vulnerabilities
- ☐ Automatic checks for vendor-driven security baseline configurations

ons

110 Risks

Protection 56

Jersey City 31

Hong Kong 16

Austin 9

Recoverability 54

Edinburgh 24

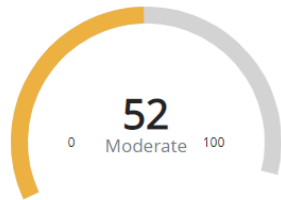
Austin 15

London 15

Jersey City 7

Risks overview - Protection (56)

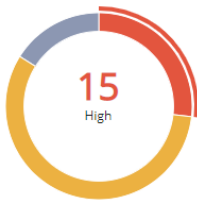
Health score



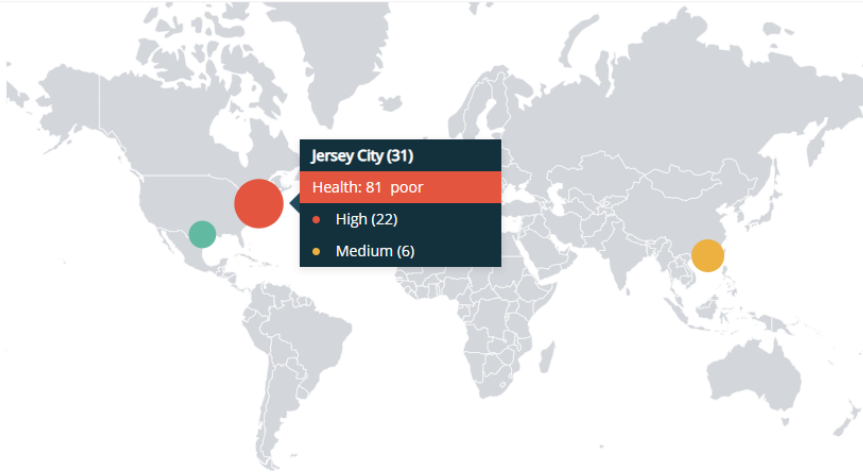
Recently opened

7 / 56
Last week All risks

Urgency



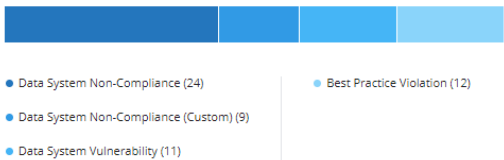
Risks Map



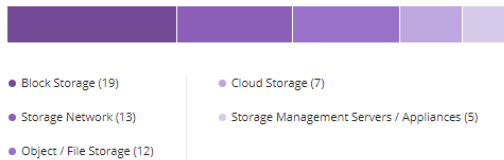
MISSION SUPPORT

100%
Scan coverage

Impact



Domain



CONTINUITY

DashboardComplianceRisksReportsConfiguration

0

← List

check name | [DSA-CVE-2021-22945: NetApp iSCSI vulnerability analysis NTAP-20211029-0003] ...

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Send feedback

NetApp cluster prdnass01: vulnerability identified (NTAP-20211029-0003)

298Dec-16-21

SuppressMark complete

Urgency

WarningSeverity

OpenStatus

StorageDomain

Description

NTAP-2021-22945 CVE-2021-22946 CVE-2021-22947 NetApp

NTAP-20211029-0003: Multiple NetApp products incorporate libcurl. Various versions of Libcurl are susceptible to vulnerabilities which when successfully exploited could lead to disclosure of sensitive information, addition or modification of data, or Denial of Service (DoS).
link: https://security.netapp.com/advisory/ntap-20211029-0003/
CVSS Score: 9.8
Vulnerable version
• 9.8P5

Impact

Successful exploitation of these vulnerabilities could lead to disclosure of sensitive information, addition or modification of data, or Denial of Service (DoS).

Activity log

Notes

Add a note

Resolution

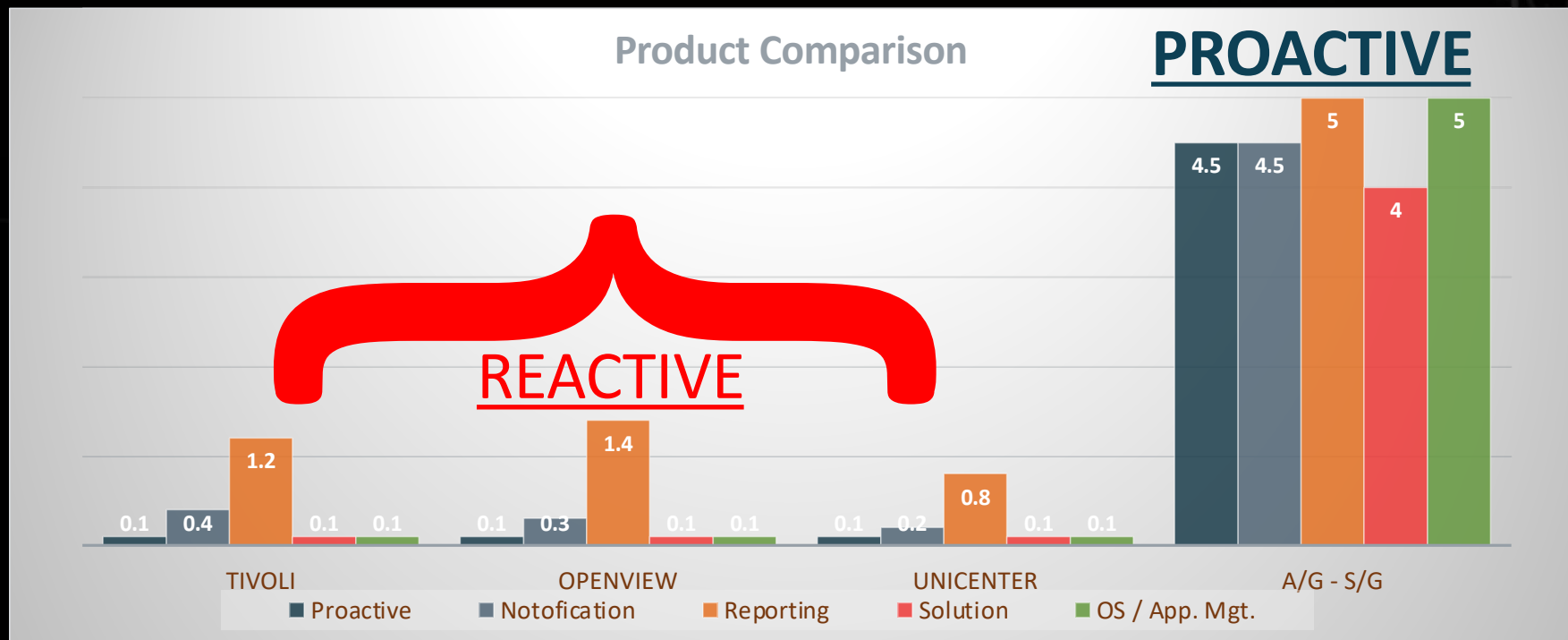
update to version 9.9.1P5 or higher.

PROACTIVE NOTIFICATION
BEFORE AN IT OUTAGE OR
SECURITY VIOLATION
OCCURS

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Covington & Associates,

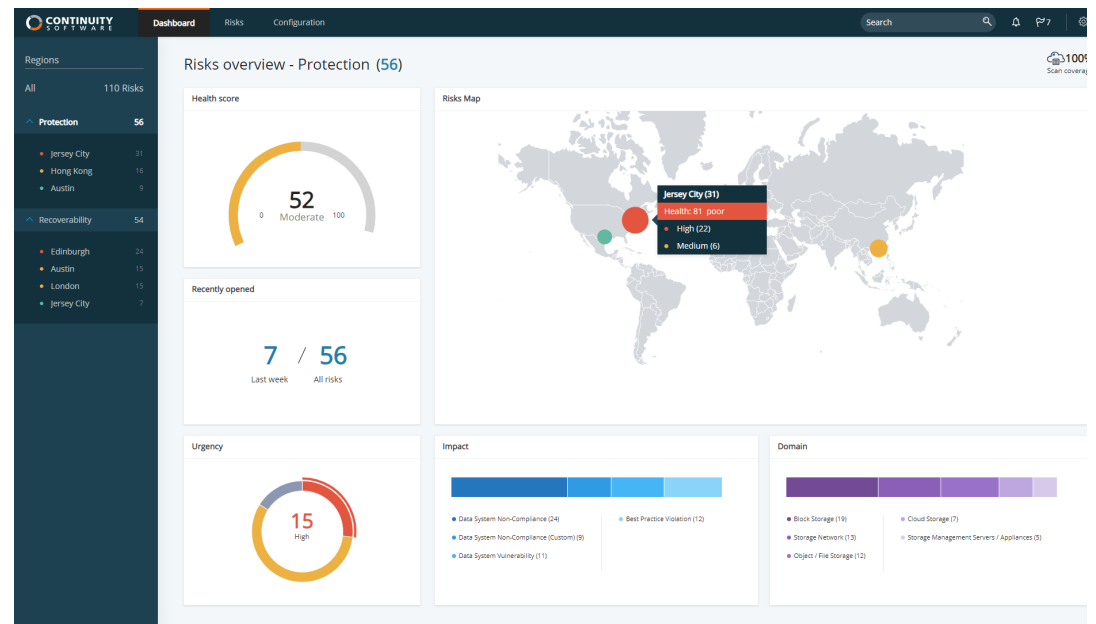
MARKET COMPARISON



Technology Maturity – TRL. 8

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- » A/G Version 1 - Introduced 2006
- » S/G Version 1 - Introduced 2018
- » Proven
 - › Banking
 - › Telecommunications
 - › Insurance
 - › Healthcare
 - › Airline
 - › Pharmaceutical
- » Spec for NIST SP.800.209 came from SP & AG



NOT ONE of Our Clients has experienced a Successful Cyber-Attack or a Significant IT Outage!

OUR CUSTOMERS AND PARTNERS

OUR CURRENT CUSTOMERS



OUR MANUFACTURER PARTNERS



Cost & Cost Savings (Projected...)

» Annual 12-Month Software License - AvailabilityGuard® and StorageGuard®

DESIGNATED PRICING FOR THE UNITED STATES GOVERNMENT EXCLUSIVELY*							
ITEM	SKU	QUANTITY	DESCRIPTION	COST EACH	RETAIL COST	US GOVERNMENT DISCOUNT(2)	TOTAL COST
1 ⁽¹⁾	SGAL001	300	StorageGuard - Annual License for 1 Storage/Backup System	\$ 5,500.00	\$ 1,650,000.00	\$ (412,500.00)	\$ 1,237,500.00
2 ⁽¹⁾	AGXAL4C001	800	AvailabilityGuard/NXG - Annual License for 1 Server	\$ 2,000.00	\$ 1,600,000.00	\$ (400,000.00)	\$ 1,200,000.00
3 ⁽¹⁾	AGXAL4C001	300	AvailabilityGuard/SAN add-on - Annual License for 1 Server	\$ 320.00	\$ 96,000.00	\$ (24,000.00)	\$ 72,000.00
4 ⁽¹⁾	SWINSSUPT	2	Software Installation and Support	\$ 19,500.00	\$ 39,000.00	\$ -	\$ 39,000.00
*This Pricing is for Agencies of the United States Government and its authorized Contractors "ONLY"						TOTAL	\$ 2,548,500.00

(1) Quantities for covered hardware are subject to Adjustment by the Agency (2) This is an Approved Discount for any US Government Agency and or its Contractors

COST SAVINGS ANALYSIS	
UNPLANNED DOWNTIME	RESULTS
Average Cost Per Hour*	\$ 440,100
Average Downtime Hours Per Month	1.55
Average Hours Per Year	18.6
Total Annual Downtime Cost	\$ 8,185,860
Projected Annual Improvement %	90%
NEW Annual Unplanned Downtime Hours	.15
Annual Software Cost	\$ 2,548,500.00
Projected Annual Cost Savings	\$ 5,637,360.00
*Based on Gartner Group Projections -10%	

Projected Annual
Cost Savings!!!

AvailabilityGuard®

PRODUCT BENEFITS



PROACTIVELY

- Automatic daily verification of Production, HA & DR systems... Daily Disaster Recovery Test
 - ✓ Validates Compliance with Vendor Best Practices
 - ✓ Validates that HA systems are always fail-over ready
- Comparison module - compare Hosts, SAN switches, and Storage devices:
 - ✓ Validates that Production and DR are always in sync
- Data protection and Recoverability analytics:
 - ✓ Clear visibility into RPO, RTO, Storage, and other key Resilience metrics
 - ✓ Clear Visibility to all backups of the critical stack by business entities
- Customization toolkit

MISSION SUPPORT

QUESTIONS /COMMENT

BENEFITS

StorageGuard®

PRODUCT BENEFITS

PROACTIVELY

- Automated, daily system validation *RISK ANALYSIS*
- Built-in knowledgebase of security-configuration best practices: vendor best practices, community-driven baseline requirements, ransomware protection, vulnerabilities, and compliance checks
- Focus on data storage systems (block, object, Cloud, IP storage), storage networks, data protection and storage management systems, Virtual SAN, NAS/SAN, File System, and more
- Configuration checks for Administrative Access, Authentication, Authorization, Audit Log, Data access, Services and Protocols, Isolation, ISO27040, CIS, NIST, and more.
- Custom checks - implement your agency's baseline checks

MISSION SUPPORT

QUESTIONS /COMMENT

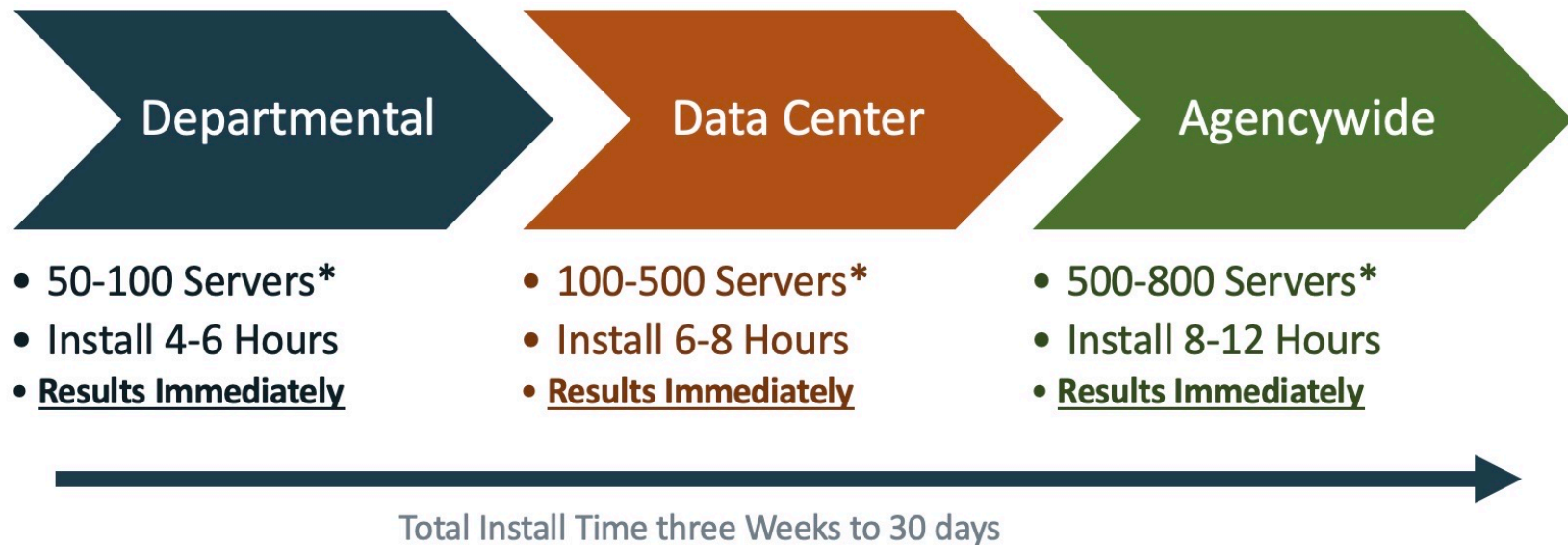
BENEFITS

25



Scalability & Proposed Rollout Schedule

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*"Servers"- Refers to PHYSICAL WIN/TEL Servers and/or Unix Logical Partitions – Not VM Partitions

Addendum 1

This software can Be Purchased Through the PIRC Program!

» Part 571 - Pilot Program For Innovative Commercial Products and Commercial Services (PIRC) - Updated August 17, 2023

- » **Commercial Software Acquisitions that are:**
 - a. **“New”** – Not purchased by the agency in the past
 - b. **“Innovative”** - Government innovation enables, or better enables the agency (or its customers) to do or know things they didn’t do or know, before.
 - c. **“Commercial”** – A solution that has been proven in the Commercial Business Space.
- » **The initial acquisition may be as much as \$10M with added products totaling up to \$25M**
- » **Designated Small and Minority Companies Preferred**

For more information

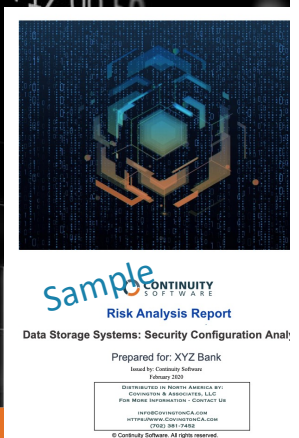
<https://www.acquisition.gov/gsam/part-571>





EVALUATION STRATEGY

Options for Proof of Concept for On-Site Software Evaluation



AvailabilityGuard®

HEALTHCHECK PROJECT

- Limited On-Site Software Trial
 - Duration – Three Weeks
- 100- Production Win-Tel Services
 - Full Level III Support
- Deliverable – System Report

FEES- \$34K*

StorageGuard®

SECURITY RISK TEST

- Limited On-Site Software Trial
 - Duration – Three Weeks
- 20 Storage Devices
 - Full Level III Support
- Deliverable – System Report

FEES- \$25K*

AvailabilityGuard® StorageGuard®

DEPARTMENTAL PURCHASE

- Selected Production Department
 - Duration – 1 - Year
- 20 Storage Devices
 - Full Level III Support

FEES - TBD

*FEES ARE CREDITED AGAINST ANY FUTURE CORPORATE AGREEMENT



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CONTINUITY
SOFTWARE



AvailabilityGuard

IT Infrastructure HealthCheck Report

Prepared for: XYZ Bank
Issued by: Continuity Software
March 2019



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CONTINUITY
SOFTWARE

Risk Analysis Report

Data Storage Systems: Security Configuration Analysis

Prepared for: XYZ Bank

Issued by: Continuity Software

February 2020

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FOR MORE INFORMATION - CONTACT US

INFO@COVINGTONCA.COM
HTTP://WWW.COVINGTONCA.COM
(702) 381-7452

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SUMMARY

In 2024, we have seen a wealth of new technologies that offer significant changes to the Information Technology Industry. However, we've also seen major IT organizations leverage their existing infrastructure, to enhance their security posture. Thus, while it is important to continually look at and review new technologies,

QUESTIONS /COMMENT

it is equally important that we enhance the existing infrastructure with technologies that are designed to protect core business assets. We at Covington, offer tried, and true information, technology, and business solutions. Many major Information Technology Organizations leverage our technology to avoid systems outages, protect their data assets, and ensure minimal downtime in the case of a catastrophic event.

SUMMARY

DISA MISSION

MISSION SUPPORT

Mission

“To conduct DODIN operations for the joint warfighter to enable lethality across all warfighting domains in defense of our Nation.”

“National Critical Functions (NCFs) are functions of government and the private sector so vital to the United States that their disruption, corruption, or dysfunction would have a debilitating effect on security, national economic security, national public health or safety, or any combination thereof.”

CISA

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QUESTIONS???
Or
ADDED INFO
REQUESTS

Contact Us

Email: fcovingt@covingtonca.com

Website: www.CovingtonCA.com

(702) 381-7452



Thank You

(Questions?)

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