

# CYBERSECURITY

## SPECIAL REPORT

Baldonado at Oasis Technology said that the biggest risk is where the money is at. That includes government computers and the financial and medical sectors.

“People want to get money out of the banks,” Baldonado said. “Their primary attack vector is through regular retail customers to get into their bank accounts and steal their money.”

Attacks on government computers will come from outside

with state, county and city municipalities because they do not have the budgets or do not see themselves as vulnerable.”

### Cost of protection

If there is a commonality in the cybersecurity industry, it is in the business model that the firms follow. All charge customers a monthly fee – al-

locations in the U.S. and Mexico who will pay \$25,000,” Hodson said.

All the companies are growing and hiring, although finding qualified employees can be tough.

Baldonado said that cybersecurity is not an 8 to 5 job. Monitoring goes on all the time and needs people who are committed to it.

“There are so many ins and outs to cybersecurity that a lot of people either don’t have the experience or don’t want to go to that level of support,” he added.

Valeo’s goal is to go nationwide and add to its offices in Florida, California, Arizona and Oregon. To reach that goal, the division acquired late last year Etech

Solutions, a managed service provider in Des Moines, Iowa.

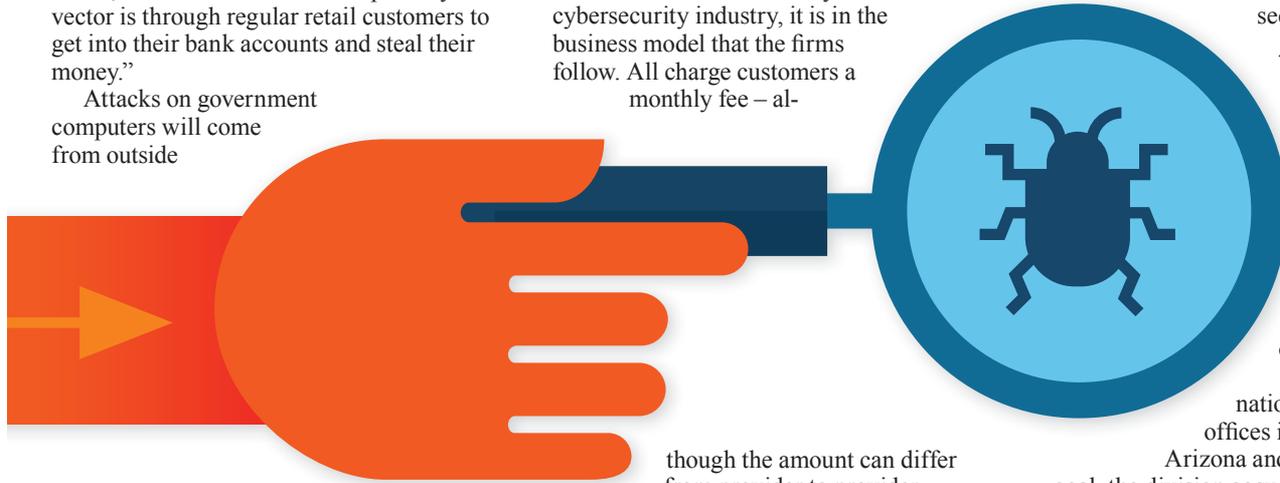
Key to attracting and retaining employees with the skillsets needed for cybersecurity is having a company culture that keeps the workers happy, engaged and doing something they like, Hodson said.

“We want to make sure that we help them grow into that role in the company,” he added. “That will reflect to the customer base. They will have a good customer experience and that will help the company grow overall.”

Educational programs like those at Cal Lutheran are the training ground for these employees that Valeo and Oasis look to hire.

Cal Lutheran bestows a master’s degrees in information technology with a focus on cybersecurity and a separate cybersecurity certificate.

“We have a variety of classes that we offer students to be successful as cybersecurity professionals,” Witman said. “We don’t train specifically for the industry certification, but the courses all lead in that direction.”



though the amount can differ from provider to provider.

the country. China and Russia are the main culprits there, he added.

And when it comes to medical records, hackers go after those because they translate into money as well because getting the information from those files helps in perpetuating Medicare fraud and Social Security fraud, he said.

Hodson said that anybody is vulnerable and that hackers do not pick one particular company or industry over another.

“The ones with the biggest vulnerabilities will get hit,” he added. “We have seen that

At Oasis Technology, Baldonado’s services can cost as low as \$400 or high as \$7,000 a month depending on the level of monitoring and security. Aberfeld charges between \$50 and \$85 per user, depending, like Baldonado, on the technology used at the client company.

Hodson, of Valeo Networks, said the cost depends on the size of the business, the industry they are in, the number of computers and any additional services the company provides, he said.

“We have clients with 10 employees who pay \$1,000 a month and others with 10

### Oasis Technology

**HEADQUARTERS:** Camarillo

**CEO:** George Baldonado

**BUSINESS:** IT consulting and security software

**NUMBER OF LOCATIONS:** 2

**EMPLOYEES:** 20

**NOTABLE:** Offers the patented Titan security software to protect a network’s firewall to keep hackers out.

### Valeo Networks

**HEADQUARTERS:** Rockledge, Fla.

**CEO:** Travis Mack

**BUSINESS:** Managed IT, cybersecurity and cloud computing services

**NUMBER OF LOCATIONS:** 7

**EMPLOYEES:** 80

**NOTABLE:** The commercial information technology division of Saalex Corp. in Camarillo.

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