

# SECURITY SOLUTION LABS CUSTOMER INNOVATION CENTER

ARE YOU SUCCESSFULLY TARGETING YOUR SECURITY INVESTMENTS?

Security spending does not necessarily translate into effective cyber defense. SHI's state-of-the-art Customer Innovation Center (CIC) provides you with a cost-effective way to validate potential solutions—before making final decisions.

SHI helps streamline your cybersecurity budget prioritization process with Proof of Value (PoV) engagements, solution evaluations and technology bake-offs tailored to your requirements. We partner with you to build a meaningful cybersecurity investment roadmap using SHI's test lab facilities as the foundation for product purchasing decisions.

## OBJECTIVES

- Assess the business and technical value of potential solutions
- Determine the appropriate security controls for your environment
- Align solutions to meet your organization's security and business goals

## BENEFITS

- Evaluate and test solutions without commitment
- Gain third-party validation of controls in a secure, real-world environment
- Offload manufacturer engagements and discussions to SHI
- Provide parallel and simultaneous solution testing
- Execute customized use cases, test plans and solution requirements
- Access 250+ security manufacturers and thousands of technical solutions

## ENGAGEMENT TYPES

1. Full – Offload project management. This includes use case and requirements gathering, methodology and test procedure creation, test scenario development, analysis and recommendations.
2. Partial – Jointly build use cases as well as test and success criteria. We handle project management, test lab builds, execute test plans, and document analysis and suggestions.
3. Minimal – Bring your use cases, test plans and/or success criteria. We build and execute testing infrastructure and scenarios in order to provide actionable recommendations.

## The SHI Approach

This effort focuses on helping you obtain the information you need to make quick, accurate technology decisions and advance your cybersecurity posture.

Key stakeholders are interviewed for use case and success criteria. Workshops are held to level-set testing procedures and validation steps. Feedback is gathered from all participants throughout the process to ensure momentum and continuous improvement.

## Deliverables

- Documented technical requirements and expectations
- Lab-proven solution architecture and design observations
- Completed testing and acceptance plans
- Engineering knowledge sharing
- Action plan workshop

## Estimated Duration

Projects are carried out in one-week increments, with a minimum of two weeks. Final pricing, scope and deliverables will be determined upon execution of a formal statement of work.



To learn more about SHI's Security Solution Labs offering,  
please contact your SHI Account Executive today.