

Verified reference architecture (VRA)

Coalfire opinions to confirm and communicate how your product may be used to achieve regulatory compliance

Since 2013, Coalfire opinion white papers have communicated how IT products may be used in a program of regulatory compliance for payment card, healthcare, banking, government, financial services, manufacturing, education, and other industries. Our verified reference architecture (VRA) white papers utilize our trusted “eyes of the assessor” viewpoint to verify the actual compliance use of your IT hardware, software, and Software-as-a-Service (SaaS).

Although thousands of technical products are regularly used in IT solutions that require cybersecurity, only a handful of them are eligible for certification. In cases where no certification program exists and specific compliance designs are being suggested, a Coalfire VRA opinion can ratify your product and its reference architecture to help your customers understand how to achieve compliance.

COMBINING PRODUCT KNOWLEDGE WITH DEEP REGULATORY COMPLIANCE EXPERTISE

As a companion to our product applicability guides (PAGs), VRAs generate customer confidence that your product will work in their complex audit and assessment scenarios, leading to sales success and customer satisfaction.

Answer the question: How should your product be deployed for compliance success?

A VRA supplies details on product deployment and the simulation of the specific assessment performed by an expert assessor and auditor. This powerful content introduces your product and the suggested reference architecture in a specific context designed to match likely customer use cases.

Demonstrate the results of a simulated regulatory assessment of your product.

Our VRAs use the same approach that a regulatory assessor would perform on an actual customer deployment of your product. By following this model in a scientific, regulation-informed review of your product and its prescribed architecture, the VRA provides a useful how-to guide for compliance success.

A team of subject matter experts (SMEs) with extensive product engineering experience and practical insight into the nuances of compliance regulations creates our VRAs. An embedded compliance assurance SME is responsible for the simulated assessment. Through narration, design diagrams, and the compliance findings section, we communicate precisely how your product would satisfy the controls, which customer responsibilities are required, and what companion technologies might be used for success.

TELL A DEEPER SECURITY STORY

The VRA takes the security stories offered in the Coalfire PAG to the next level, presenting a specific illustration of how customers can confidently make your product work for them.

Based on your suggested reference architecture, a particular use case representing a likely customer design is developed and featured in the white paper. Our experts consult with your sales and product engineering teams to construct an actual laboratory instance of that design, which is then subjected to our assessment. Although a simulation of an actual assessment, the veracity of our VRA produces the customer confidence to win product sales.

Content for your diverse audience

- Executive summary: Each VRA has a summary section specifically created for executives and senior-level decision-makers.
- Regulation recap with extensive reference material: We set the context for the paper with confirming material that summarizes the target regulation, including PCI DSS, HIPAA, HITRUST, DFARS, NERC CIP, GDPR, NIST 800-53/171/etc., FISMA, FedRAMP, and more. Additional references are included to connect the audience with extensive supporting material.
- Style and page count to match expectations: We keep content and length suitable to your audience and consistent with your corporate messaging guidelines. The VRA includes references to corporate data sheets, electronic documentation, and our benchmarks and PAGs.

PROMOTE YOUR SECURITY POSTURE

We offer a host of optional activities to make your outreach more successful. Our market development services (MDS) include marketing services and offerings that you can use to promote your security and compliance products and services. Our thought leaders are available to assist with marketing material development, event appearances, press releases, webinars, and other customer-facing activities.



PROMOTE AND COMMUNICATE YOUR PRODUCT'S READINESS FOR COMPLIANCE.

Learn about Coalfire's VAR offerings.

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CALFIRE

About Coalfire

Coalfire is the trusted cybersecurity advisor that helps private and public sector organizations avert threats, close gaps, and effectively manage risk. By providing independent and tailored advice, assessments, technical testing, and cyber engineering services, we help clients develop scalable programs that improve their security posture, achieve their business objectives, and fuel their continued success. Coalfire has been a cybersecurity thought leader for nearly 20 years and has offices throughout the United States and Europe. For more information, visit Coalfire.com.