

Program  
CATALOG  
Executive



# Message from the Chief Executive

Welcome to **ecfirst!**

We deliver solutions where **precision** in execution is not optional - it's the standard.

Why **ecfirst?**

With **humility** at our core, we approach every engagement with **passionate** dedication and unwavering **devotion**. Your priorities become our priorities—executed with surgical focus and relentless follow-through.

We proudly serve organizations across all 50 states and worldwide, always anchored in a single mission: to earn and deepen your trust at every step. Our relationships are built to last, and every project is an opportunity to deliver measurable, meaningful value.

**Our commitment is unconditional.** Your satisfaction is not a goal - it's our guarantee. We would be honored to collaborate on your AI, cyber risk, and compliance initiatives, bringing the full force of the **ecfirst DNA** to your success.

Let's make it happen!



## Uday Ali Pabrai

Global AI Cyber Defense Thought Leader



# Leadership



**Ali Pabrai**

Chief Executive & Co-founder



**Allen Nguyen**

President & Co-founder



**Debbie Burke**

VP, Operations & Finance



**Mike Turpin**

VP, Global Assessments



**Ben Miller**

Director, Cyber Defense



**Dwayne Hodges**

Senior Director & vCISO, Assessment



**Dave Ekstrom**

Team Lead, HITRUST



**Will Allen**

Team Lead, Assessments



**Lorna Waggoner**

Director, Training & Certification



**Audra Curtis**

Team Lead, Certification Programs



**Casey McLoughlin**

Team Lead, Client Operations



**Heather Orbich**

Client Engagement Coordinator

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# AI | Why ecfirst?



AI Governance Methodology

Virtual AI Governance and Risk Management Program

**CAIO**  
Chief Artificial Intelligence Officer



**aiCRP**  
AI Cyber Risk Professional  
Online | Self-Paced

AI Cyber Risk Certification Training

AI Governance Reference



AI Governance Playbook



Learn More

AI and Gen AI Governance Playbook

AI Risk Management Assessment  
AI Cyber Certification

**HITRUST**  
Authorized External Assessor



AI Toolkit  
[www.ecfirst.biz/ai](http://www.ecfirst.biz/ai)

AI

CMIMC

Certification Training

HITRUST

HIPAA

NIST

Cyber Defense

Compliance

Online Store

## AI Governance

Establish a customized AI Governance and Risk Management program, tailored for your organization. The virtual CAIO program from ecfirst, provides opportunities in the following areas,

- ❖ Establish an AI Governance program
- ❖ Build a customized AI acceptable use policy
- ❖ Develop an AI risk management policy
- ❖ Access to **aiCRP** an online, self-paced training program (Complimentary)
- ❖ Tailored presentations to senior leadership and the Board
- ❖ Perform an AI cyber risk assessment based on the NIST AI RMF

Customized

Flat Rate

Fixed Cost

Flexible

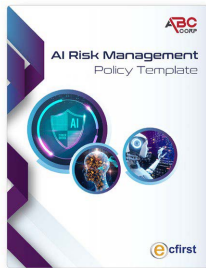
## AI Governance Program



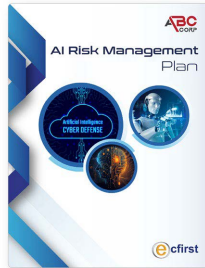
# AI Risk Management Assessment



1



2



3



NIST AI 100-1 • ISO 23894 • ISO 42001

## AI Risk Assessment



AI

Organization  
Questionnaire

AI

Scoping  
Questionnaire

AI

Policy

AI

Assessment

AI

Report  
Dashboard

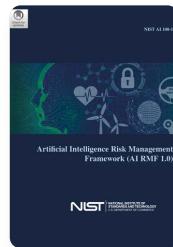


Certificate

## Sources



ISO 23894



NIST AI 100-1



ISO 42001

AI

CMIMC

Certification  
Training

HITRUST

HIPAA

NIST

Cyber  
Defense

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Store

## The Industry's First AI Cyber Risk Management Training Program



## Unlock the World's First AI Playbook

### AI Governance Playbook

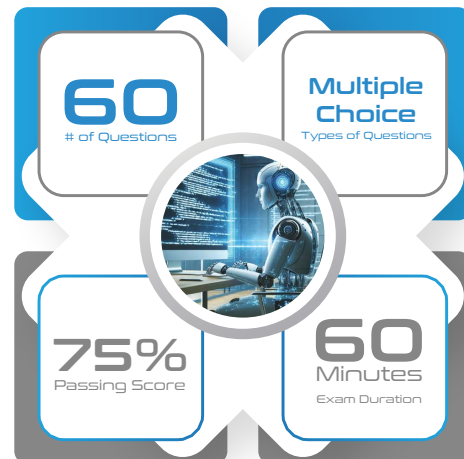
AI Governance Playbook



## What's in it for you?

- ✘ Examine the NIST AI Risk Management Framework (RMF)
- ✘ Review valued AI resources for risk management including ISO 23894 and ISO 42001
- ✘ Understand EU AI Act requirements and risk classifications
- ✘ Step through a sample AI risk management policy
- ✘ Identify AI cyber defense controls
- ✘ Determine key phases for an enterprise AI risk assessment

## AI Exam Specifications



## Digital Badge

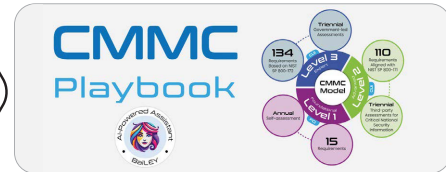
ecfirst also offers a Digital Badge with your certification. There is no fee for this service and acceptance is totally up to you.





## Credentialed Staff

Master of Science, Electrical Engineering ✖  
 CISSP (ISSAP, ISSMP) ✖  
 CISA ✖  
 CISM ✖  
 CCSP ✖  
 HITRUST CCSFP ✖



## Surgically Defined CMMC Assessment Process



### CCP Reference

"I am happy to let you know I passed the CMMC CCP exam on my first attempt. The CCP prep process was easier than I expected - thanks to the fantastic training class and study materials from the ecfirst CCP Academy! I appreciated my ecfirst experience."



### CCA Reference

"The ecfirst CCA Program was extensive with excellent assessment resources. Practical, real-world CMMC assessment scenarios presented, including insight on a credible SSP."



## CMMC Readiness Mock Assessment



**DoD CMMC Certification Training Content**  
 Approved and Authorized

**DoD CMMC Certification Training Provider**  
 Approved and Authorized

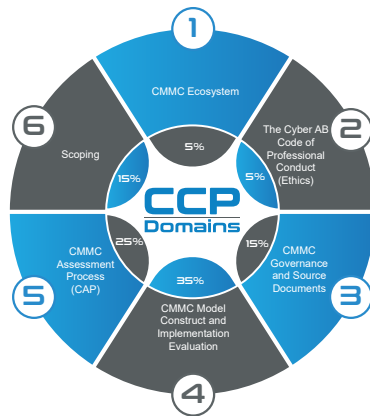


## CMMC Certified Professional (CCP)

### Summary

The CMMC Certified Professional (CCP) credential will verify a candidate's knowledge of the Cybersecurity Maturity Model Certification (CMMC), relevant supporting materials, and applicable legal and regulatory requirements to protect Federal Contract Information (FCI) and Controlled Unclassified Information (CUI). The CCP exam will assess the candidate's understanding of the CMMC ecosystem. A passing score on the exam is a prerequisite to CMMC Certified Assessor (CCA) and CMMC Certified Instructor certifications.

### CMMC Certified Professional (CCP)



### CCP Exam Specifications



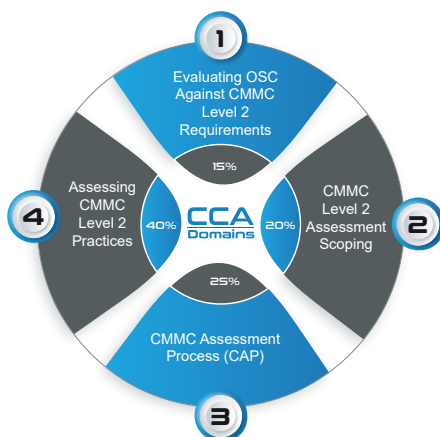
This is not an open book exam

## CMMC Certified Assessor (CCA)

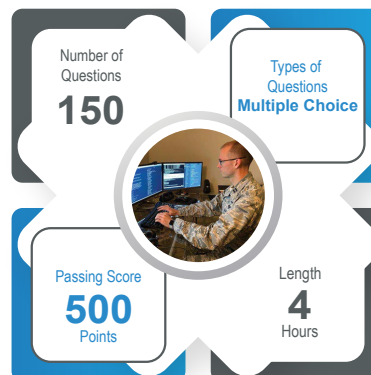
### Summary

The CMMC Certified Assessor (CCA) exam will verify a candidate's readiness to perform as an effective Certified Assessor of Organizations Seeking Certification (OSC) at CMMC Level 2. A passing score on the CCA exam is a prerequisite to a CMMC Lead Assessor designation.

### CMMC Certified Assessor (CCA)

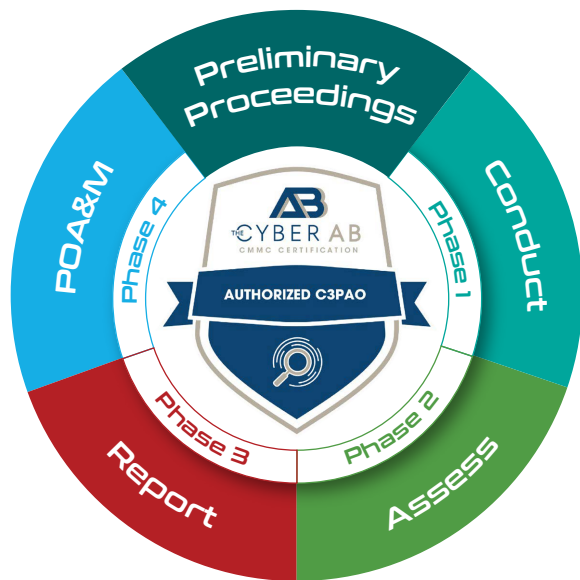


### CCA Exam Specifications

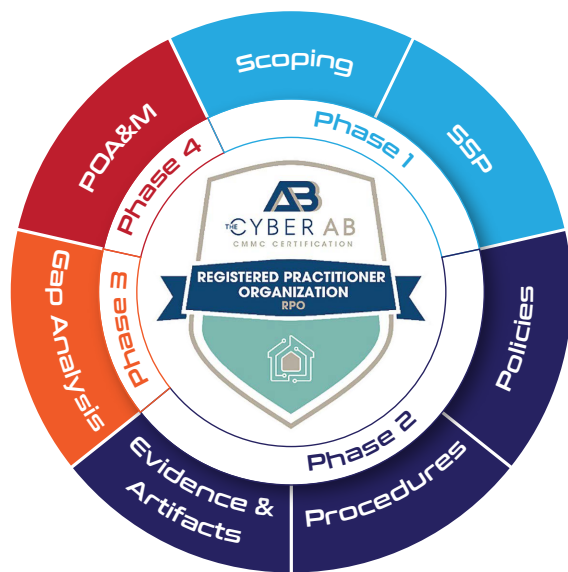


This is not an open book exam

CMMC Assessment

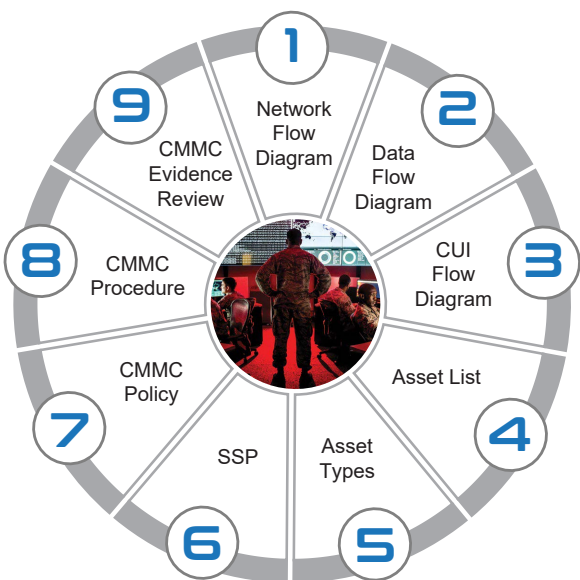


CMMC Readiness



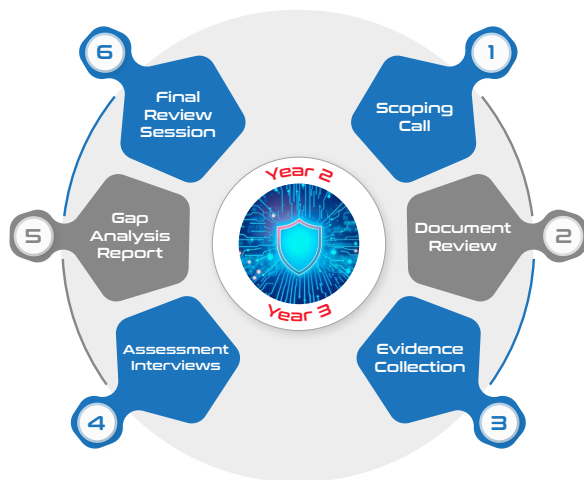
CMMC Advisory Services

Guidance | Documentation | Gap Analysis



Annual Affirmation Assessment

14 Domains • 110 Requirements





### Healthcare Industry's First & Leading HIPAA Credential

- ✦ Analyze the latest updates in HIPAA Privacy, HIPAA Security, and HITECH Breach mandates
- ✦ Examine OCR HIPAA settlements to understand the bar for HIPAA compliance
- ✦ Review HIPAA compliance challenges and best practices for Covered Entities and Business Associates
- ✦ Understand HIPAA Safe Harbor



### The Industry's First Program Focused on Compliance & Cybersecurity Mandates

- ✦ Step through industry standards such as PCI DSS, GDPR, CCPA, CPRA, ISO 27001, and HIPAA
- ✦ Evaluate America's standard for compliance: NIST guidance and special publications
- ✦ Understand U.S. state government information security mandates (e.g. Texas, California, New York, and others)
- ✦ Explore best practices to build a credible compliance and cybersecurity program



### An Executive Cybersecurity Program

- ✦ Examine how to establish a cybersecurity program based on the NIST Cybersecurity Framework
- ✦ Learn how to establish a credible Ransomware Readiness Program based on NIST Standards
- ✦ Walk through core components, organization and CMMC Levels
- ✦ Review encryption implementation across the enterprise to mitigate business risk
- ✦ Examine NIST guidance for AI Risk Management



### An Executive CMMC Program

- ✦ Identify and apply official CMMC implementation and assessment guidance
- ✦ Define scope by identifying CUI systems and mapping assets to workflows for compliance
- ✦ Maintain an SSP outlining control responsibilities and provide evidence to validate implementation during assessment
- ✦ Manage and sustain CMMC compliance through continuous governance





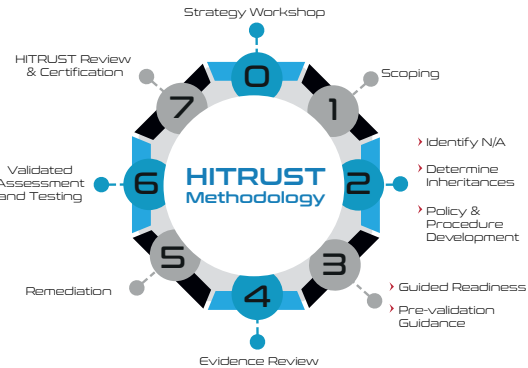
# HITRUST

Why ecfirst?



ecfirst is one of the few HITRUST External Assessment Organizations to achieve HITRUST Certification for our own company.

## Signature Methodology



## Devoted to Client Success

## HITRUST Assessor Council

Member, AI Committee



HITRUST Commitment

## HITRUST Thought Leadership

## Knowledge Transfer

At every step ensures cost and time efficiency

Frequent updates and Touch-point calls

## Weekly HITRUST Status

## Single Point-of-Contact

For HITRUST Engagements

HITRUST Queries

## Swift Team Response

## Flexible Terms

e1 · i1 · r2 · AI



Monthly Payment

Multi year Engagement

Flat Price

AI

CMIMC

Certification Training

HITRUST

HIPAA

NIST

Cyber Defense

Compliance

Online Store

## Essentials, 1-year (e1) Validated Assessment Foundational Cybersecurity



### e1 and HIPAA

- ✖ Aligns with HIPAA Security Rule  
*Provides essential controls for securing ePHI*
- ✖ Covers access control, audit logging, data integrity, and transmission security

### e1 and AI

Enhances e1 Assessments with AI-specific controls for stronger security and compliance.



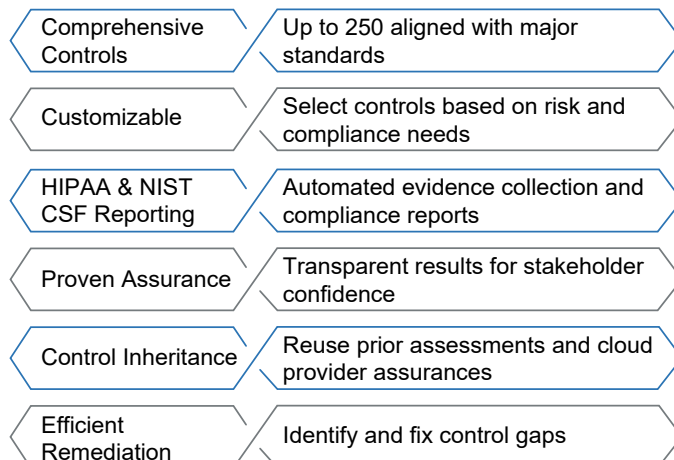
## i1 Key Highlights



- ✖ Leading security practices with HITRUST-curated controls
- ✖ Reliable assurance against evolving cyber threats
- ✖ Threat-adaptive controls aligned with HITRUST assessments
- ✖ Operational maturity through pre-set control requirements
- ✖ Flexible implementation with carve-outs and third-party inclusions



## r2 Key Highlights



# HIPAA

Why ecfirst?



HIPAA Signature Methodology

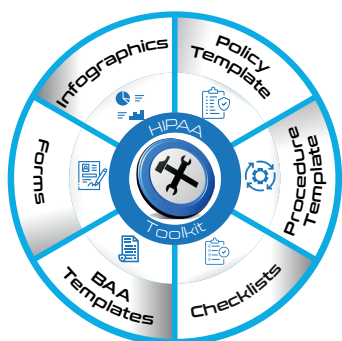
Industry Leading HIPAA Certification Training  
Updated with NPRM

**CHP** Certified HIPAA Professional  
HIPAA Academy



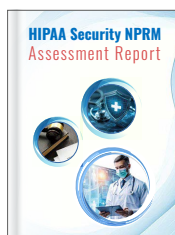
Delivering HITRUST Certification Since 2016

AI Powered HIPAA Playbook



HIPAA Toolkit  
[www.ecfirst.biz](http://www.ecfirst.biz)

HIPAA NPRM Assessment



HIPAA Compliance Attestation

AI

CMIMC

Certification Training

HITRUST

HIPAA

NIST

Cyber Defense

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Online Store

## Risk Assessment

Every organization must conduct a thorough and comprehensive assessment of the potential risk and vulnerability to the confidentiality, integrity and availability of all PII.

### HIPAA Mandates

| Grade               | Security Rule                           |
|---------------------|-----------------------------------------|
| D                   | Administrative Safeguards               |
| F                   | Physical Safeguards                     |
| A                   | Technical Safeguards                    |
| B                   | Organizational Requirements             |
| F                   | Policies, Procedures, and Documentation |
| Privacy Rule        |                                         |
| B                   | Administrative Requirements             |
| A-                  | Uses and Disclosures                    |
| Breach Notification |                                         |
| C                   | Reporting                               |

### Signature Methodology



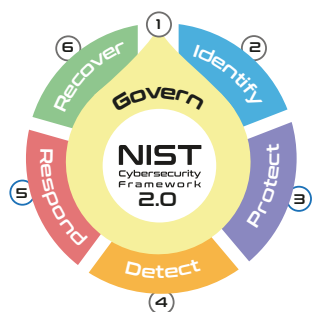
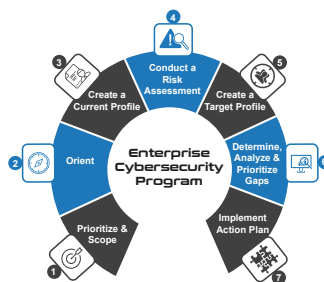
## HIPAA End-User Training

- ✘ End-to-end training content covering HIPAA Privacy, HIPAA Security, HITECH Breach, the HIPAA Final Rule, and more
- ✘ Practice quiz to emphasize important concepts
- ✘ HIPAA End-User Certificate Exam
- ✘ Several sample documents for reference including HIPAA quick reference cards, flash cards, and more

### HIPAA<sup>TM</sup> Academy Portal



## NIST Signature Methodology



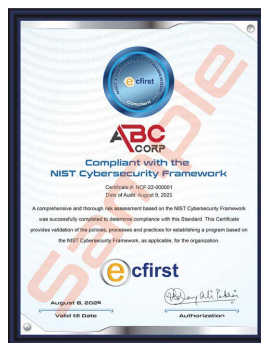
## NIST 2.0 Assessment

## Industry Leading Cybersecurity Certification Training

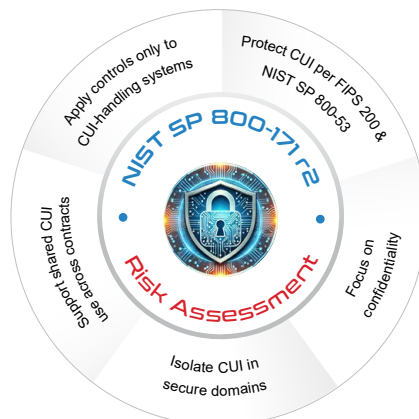
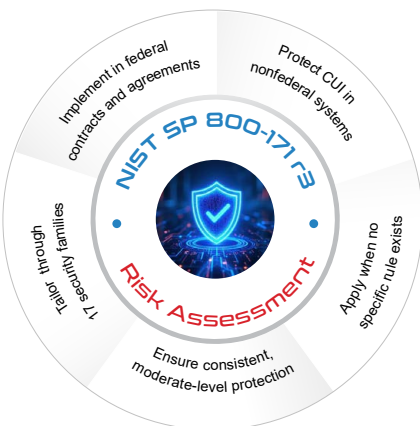
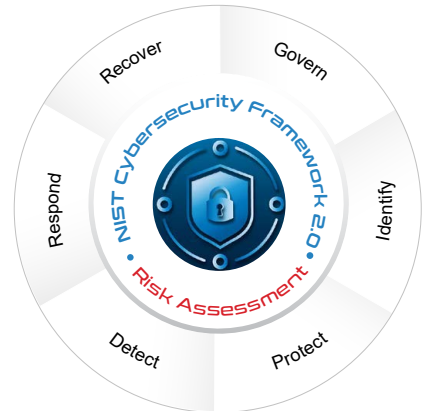


## NIST Risk Assessment Report

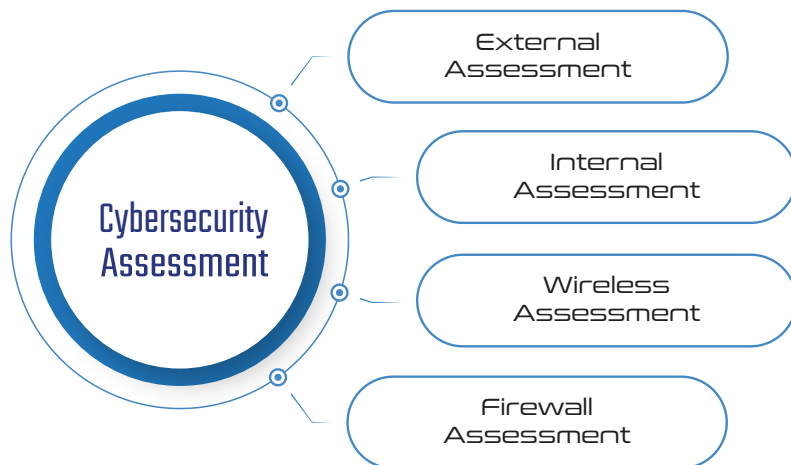
## NIST Compliance Attestation







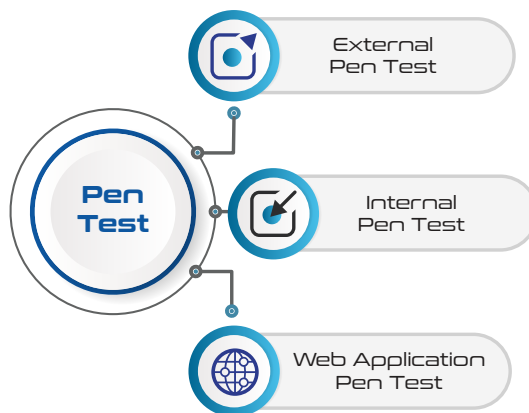
## Cybersecurity Assessment



## CloudFirst Assessment



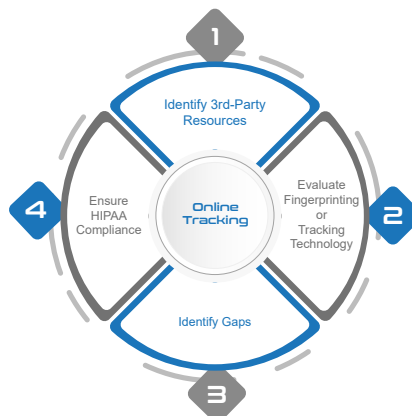
## Pen Test



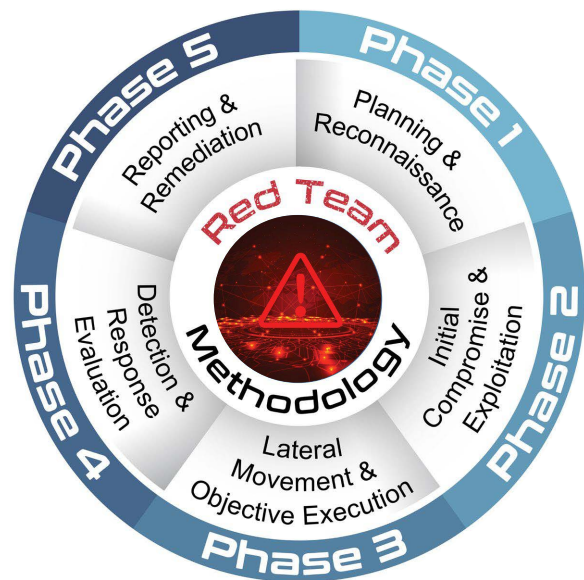
## Social Engineering



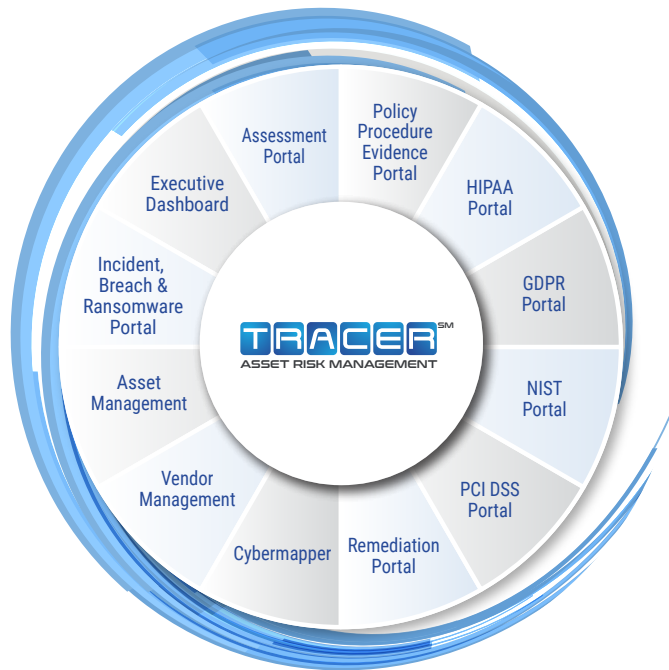
## Online Tracking Assessment



Red Team Exercise



Cyber Defense Platform



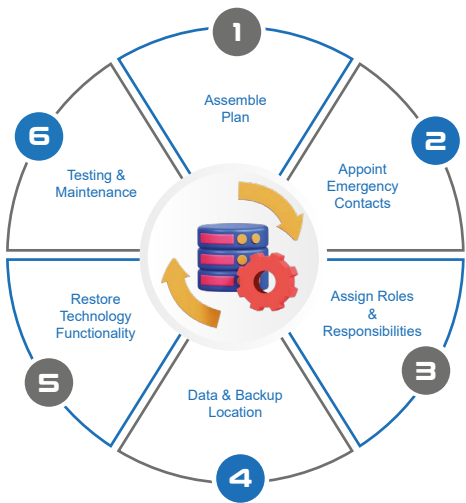
Ransomware Readiness

Business Impact Analysis (BIA)



NIST IR 8374

IT Disaster Recovery Plan



Managed Compliance



On Demand

- Fixed-rate
- Expert Advisors
- No Long-term Commitment



VISO



AI

CMMC

Certification Training

HITRUST

HIPAA

NIST

Cyber Defense

Compliance

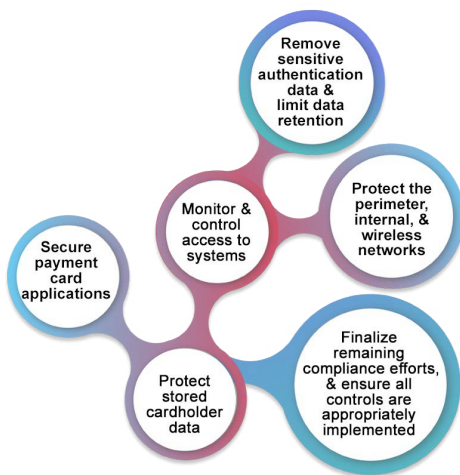
Online Store

### PCI DSS Readiness Assessment

- ✘ Review of compliance against PCI DSS v4.0 requirements
- ✘ Identify gaps & risks in protecting cardholder data
- ✘ Deliver actionable assessment report with findings
- ✘ Provide prioritized remediation plan & timeline
- ✘ Executive summary for leadership & stakeholders



### PCI DSS Goals



### PCI Consulting



### GDPR Services

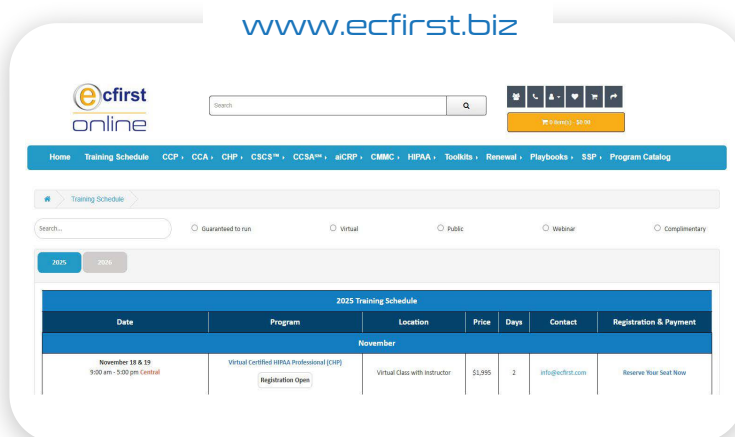


### GDPR Signature Methodology





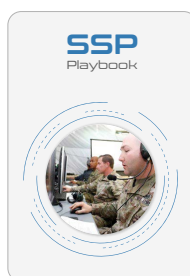
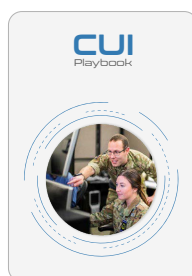
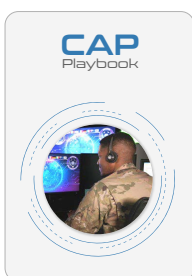
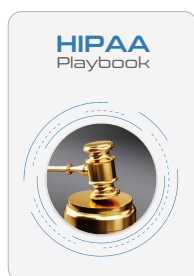
# Online Store



## Training



## Playbooks



## Templates

CMMC

HIPAA

GDPR

NIST

SSP

AI

CMMC

Certification  
Training

HITRUST

HIPAA

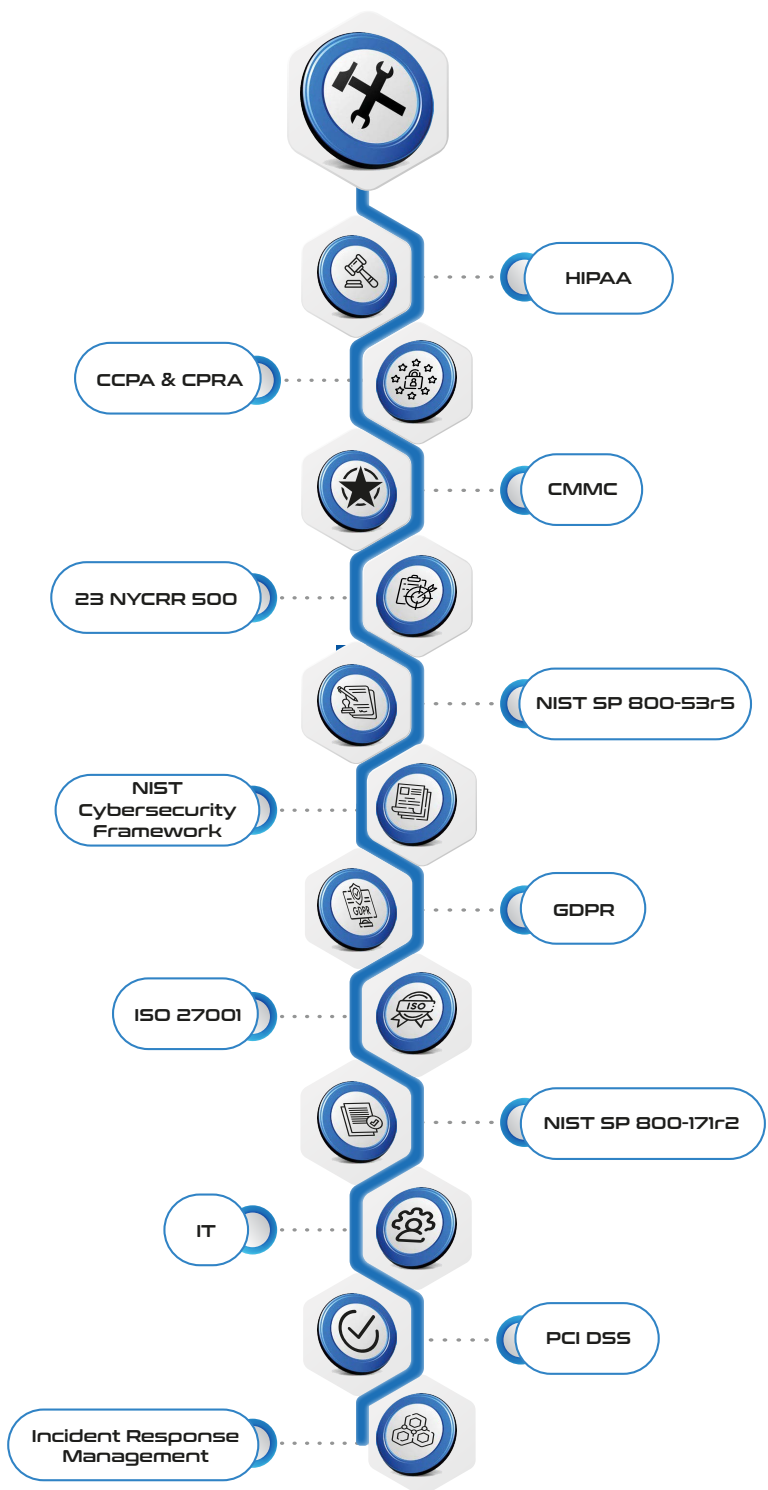
NIST

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Toolkit Packages



Components



## CMMC Level 1 Toolkit



## CMMC Level 2 Toolkit



## CMMC Level 1 Portal



Home / Assessment / CMMC 2.0 Level 2 Engagement

Back



Client Phase



ecfirst | Assessor  
Phase

CMMC Reference

Readiness Portal

Policy Template

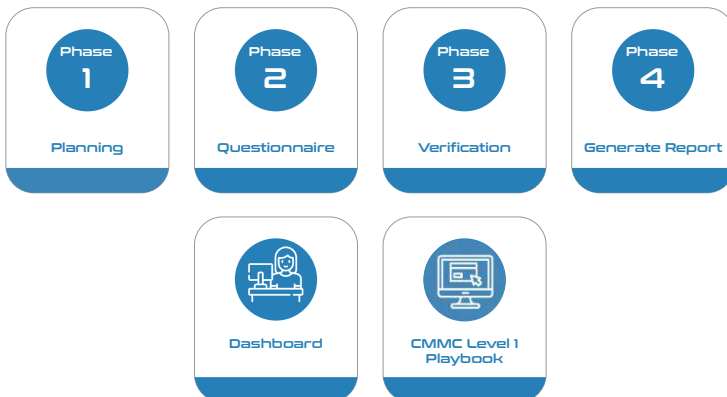


## CMMC Level 2 Portal



CMMC 2.0 Level 1 Self-Assessment

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## HIPAA Playbook

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| HIPAA Security Rule       |   |
| HIPAA Security NPRM       |   |
| HITECH Breach             |   |
| HIPAA FAQ                 |   |
| Cybersecurity             | v |
| OCR Resolution Agreements |   |
| Ransomware Guidance       |   |
| References                | v |
| Posters                   | v |
| Templates                 | v |
| Training                  | v |
| Other Regulations         | v |



## AI Governance Playbook

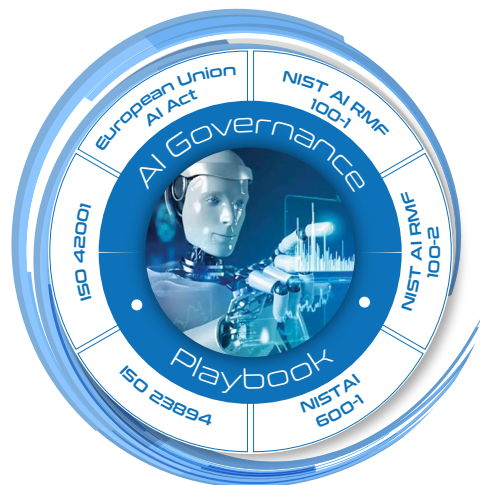
### Quick Links

Home

AI Guidance

NIST AI RMF

Explore the Playbook

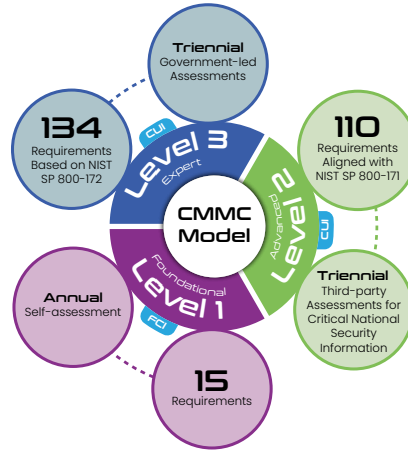




## CMMC Playbook

### Quick Links

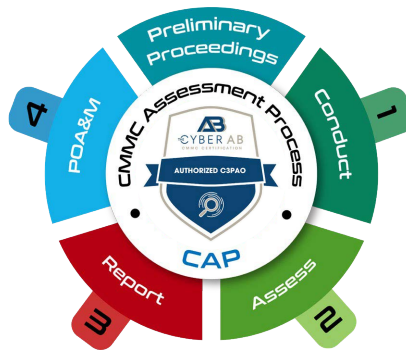
|                            |
|----------------------------|
| Home                       |
| CMMC Final Rule            |
| CMMC Level                 |
| CMMC Domains               |
| Domains/Roles/Topics       |
| CMMC Training              |
| Source Documents           |
| Getting Started with CMMC  |
| DoD CUI Mandatory Training |
| CMMC Ecosystem             |
| CMMC News                  |



## CMMC Assessment Playbook

### Quick Links

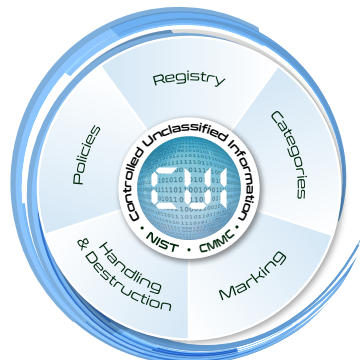
|                                     |
|-------------------------------------|
| Home                                |
| ecfirst CAP Doctrine                |
| CMMC Assessment Readiness           |
| CMMC Training                       |
| Assessment Phases                   |
| Preliminary Proceedings             |
| Phase 1: Conduct the Pre-Assessment |
| Phase 2: Assess Conformity          |
| Phase 3: Report Assessment Results  |
| Phase 4: POA&M                      |
| CMMC Source Documents               |
| Assessment Templates                |



## CUI Playbook

### Quick Links

|                  |
|------------------|
| Home             |
| CUI DoD          |
| CUI DoD          |
| About CUI        |
| CUI Categories   |
| DoD CUI Registry |
| CUI Marking      |
| CUI DoD Policies |
| FAQ              |
| CUI NARA         |
| CUI NARA         |
| Introduction     |
| CUI Registry     |
| CUI Categories   |
| CUI Marking      |
| CUI Policy       |
| CUI Glossary     |
| CUI Resources    |
| CUI FAQ          |



# System Security Plan

Playbook

Template

Portal

**SSP.ai**  
System Security Plan

**ecfirst**  
online

- ❖ The SSP describes how the controls and solutions meet the security requirements.
- ❖ The SSP explains how your organization handles sensitive information and defines how that data is stored, transmitted, and protected.
- ❖ The SSP criteria guide network and resource configuration to align with company goals.
- ❖ To keep the SSP current, implement a policy for annual review and updates.



## SSP Playbook



### Quick Links

|                               |   |
|-------------------------------|---|
| Introduction                  |   |
| SSP Components                | ^ |
| System Identification         |   |
| System Environment            |   |
| System Requirements           |   |
| SSP Scope                     |   |
| Examining SSP Requirements    | ^ |
| Sample SSP                    |   |
| NIST SP 800-171 SSP           | ^ |
| How to Implement and Document |   |
| Components of an SSP          |   |
| Benefits of SSP               |   |
| SSP Templates                 |   |
| SSP References                |   |
| Training                      |   |

## SSP Templates

### SSP Level 1 Template



### SSP Level 2 Template



**SSP.ai**

SSP Portal

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## Get Started



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