

STRATSEC

Their web site states that: "stratsec will be the smartest, strongest and most respected cyber security firm in the region. We are progressive and innovative."

Inspiring goals for an organisation only seven years old and it looks like this company is well on its way, with ads on the web site calling for new staff stating: "We're Hiring. A Lot!"

stratsec is the brainchild of founders, Peter Lilley and Doug Stuart in 2003. Their vision was to build an information security consulting firm that was focused on marketing practical solutions, rather than simply exploiting the fear, uncertainty and doubt prevalent in the industry at that time.

From its base in Canberra, the company began to grow at a rapid pace, establishing itself as one of just three licensed and accredited security evaluation facilities in Australia, delivering security testing services on a global scale.

In 2009, **stratsec** merged with SIFT, a Sydney company with similar values. The merger with SIFT provided **stratsec** with a diverse client base across both government agencies and commercial organisations in banking and finance, and critical infrastructure.

The merger established the joint companies as the largest independent information security consulting firm in Australia and set **stratsec** on a yet

more rapid growth path. Together, **stratsec** and SIFT have delivered projects in over 20 countries, so a targeted focus on export markets was an obvious next step. Permanent offices have been established in Singapore and Malaysia to ensure a foothold in the Asian region.

According to Nick Ellsmore, Head of Business Development, **stratsec** recognised early that the cost of exporting **stratsec** services was very low.

"Servicing a client in Singapore, the United Kingdom, the United States or Italy is not significantly more complex than working with a local client," Nick said.

"We recognised that a significant pool of potential clients and projects existed outside of Australia. Servicing an overseas market has been a natural extension of the domestic business."

Nick attributes the company's exporting success to a thorough investment in time and resources to build trusted relationships with key industry influencers, including national cyber-security authorities such as Cyber Security Malaysia. Combined with a commitment to quality procedures and accreditation against international standards, strong networks have been instrumental in securing international recognition for the company's services.

"As a business owner, you don't always take the time to look at your business objectively and learn from both your successes and your failures. These export awards get you to assess your own business performance."

One key strength which continues to define the company is the ability to move in sync within the fast moving world of technology. The company invests heavily in R&D and has a team of internationally-recognised professionals behind it.



stratsec
A BAE Systems Company



ACT
Government
Economic Development



ACT Chief Minister's
EXPORT AWARDS

2010 was a very good year for **stratsec**. The company won an ACT Chief Minister's Export Award and was named the Telstra Australian Business of the Year for 2010, as the overall national winner. The year was capped off by the announcement in November 2010, that BAE Systems Australia had entered into an agreement to acquire **stratsec**. Whilst fully owned by BAE Systems, the company continues to trade as **stratsec**.

One recent highlight of the company's exporting performance was the signing in August 2010 of an agreement with Cyber Security Malaysia, the first time an Australian company or any commercially based security evaluation facility has set up operations with the Malaysian Common Criteria Certification & Evaluation Scheme.

stratsec continues to look to the future.

Nick explains: "We are forging ahead with aggressive growth plans for 2011 and beyond, investing over \$7m through to 2013. This includes building our team from the current 85 towards 200 personnel, in the next five years, in order to achieve our vision.

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"We plan heavy investment in technologies and techniques for the testing of security devices, vulnerabilities and exploits, as well as the development of high-end systems using best-of-breed technology (both commercial and in-house) to provide detection of advanced persistent threats unlike any service currently on the market. The most exciting part of the plan is the expansion of our accredited common criteria testing capability into the Asia-Pacific region."

The ACT Chief Minister's Export Awards have been of significant value to **stratsec**.

"As a planning tool, it forces you to look critically at your business, both looking back at what you have achieved as well as looking forward to your aspirations and plans for how you will achieve them," Nick said.

"As a business owner, you don't always take the time to look at your business objectively and learn from both your successes and your failures. These export awards get you to assess your own business performance.

"You also get to see other successful businesses and business owners, and can observe the characteristics

that made them successful, allowing you to model those behaviours and increase your own success."

For **stratsec** achieving success in the Export Awards has brought further credibility to the organisation in overseas markets.

"Our success in the awards and the public acknowledgement has helped us to market **stratsec** as a strong international consulting firm," said Nick.

"It has also enabled us to acknowledge the valuable efforts of the team who contributed to the organisation's success, which is always important and something we were pleased to be able to do."



ENQUIRIES

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