



CASE STUDY: R. Kinney Williams & Associates— Bank Internet Security Auditor Gains Independence and Control

Business Overview

Service: Audits the Internet security of federally insured deposit institutions for proof of regulatory compliance and board fiduciary responsibilities.

Scope: National

Employees: One principal and one assistant

Web site: www.yennik.com

The Story

Business Problem

Required a faster, more cost-efficient way to independently audit the Internet security of federally insured deposit institutions.

Operational Hurdle

Replacing a software-based solution that was unreliable, always out-of-date, time-consuming and complicated to use with clients in 39 states.

Solution

QualysGuard Consultant enables independent audits with reliable, comprehensive, and easy-to-use interface.

I'm purely an auditor, not a consultant," says R. Kinney Williams. "We do not sell computer software or hardware."

Williams audits bank and credit union web sites, does penetration testing, and network/Internet security audits. Customers for his auditing services include boards of directors in 39 states who hold fiduciary responsibility for information security at their federally insured deposit institutions.

"I'm not a true techie," says Williams, "and don't put myself out as a techie, just an auditor." His 40+ years of audit experience include more than 21 years as a bank examiner for the

states of Missouri and Texas. Williams started his independent audit business in 1980 and operates from Lubbock, Texas. He is accredited by the Information Systems Control and Audit Association as a Certified Information Systems Manager, and is a Certified Financial Examiner.

Williams was previously using a host-based testing program but says it didn't fit his needs and wasn't kept current with the latest vulnerability signatures. "I had to find something that was more reliable," he says. "Now I use Qualys as the building block of my testing service."

Williams used to sub-contract the technical side of security audits to a computer company. "They had to spend many hours on each customer—way too much time," he says. "That cost went down dramatically when I switched to Qualys."

Independence is a key benefit that Qualys brings to Williams. "I

control the entire security audit with QualysGuard," he says. "Results are totally independent, which allows me to certify compliance for boards of directors." He also values the technical expertise from Qualys. "The Qualys technical support people have been outstanding; I can't say enough about how helpful they are."

"I use Qualys as the foundation of my Internet security testing service."

R. Kinney Williams
Principal Auditor

Why Williams Chose Qualys

- Allows independent control over the Internet audit process
- Easy to use by a "non techie"
- Dramatically cut costs of doing independent audits
- Always up-to-date with current vulnerabilities