



Cyber security and data protection are now national security issues impacting all U.S. businesses, no matter the size.

China and other nation states, as well as organized and disorganized criminals are stealing from all of us. They are disrupting the American way of life. It is time to take this seriously and protect everything valuable to us and to our nation as a whole.

Cybersecurity First Steps™ Purpose

- Provide a free secure, standards-based tool to help small businesses understand their real cyber and data breach threats.
- Identify and Protect what information and data is important to keep secure.
- Detect, Respond and Recover from cyber and data breach events.

Cybersecurity First Steps is General in Nature

Even though First Steps provides good practices for all businesses, many businesses have additional specific requirements to fulfill if they retain certain types of information, such as Payment Card Information and/or Personal Health Information. Some businesses may need to comply with more extensive federal, state or industry specific regulatory requirements relating to data security and breach prevention.

Many funding sources and larger businesses are now requiring smaller businesses to show documentation that they have addressed cyber and data breach security within their company, as a requirement to securing funding or obtaining a contract to provide products or services. We are here to help you and your business.

Cybersecurity First Steps Has Two Components: The Questionnaire and a Living Report

The Questionnaire:

The questionnaire is completed securely, online in approximately 30 minutes, to make you aware of areas you need to focus on to protect against cyber and data breach threats.

Advice within the questionnaire helps you understand how to address these threats. Many questions will be revisited as your organization updates your cyber posture.

Get started at: <https://asbdc.auditmachine.com/portal>

STEP 1 IDENTIFY		What people, data, systems, and capabilities do you need to protect?
STEP 2 PROTECT		What are the basic practices you have in place to protect your systems?
STEP 3 DETECT		What do you use to identify someone or something malicious?
STEP 4 RESPOND		How will you deal with a breach when it occurs?
STEP 5 RECOVER		How will you get your business back to normal after a breach?



The Report:

Responses from the questionnaire are organized into an easily readable and digestible report. You may share this report with your SBDC advisor who can help find other resources for you. This will strengthen your organization's cyber and data security.

Communications with supporting product and service providers are made easier. Good practices are easier for you to share with this consistent standards-based approach.

Basic awareness videos and pdfs are also provided in cooperation with the SBA, FTC, DHS, and NIST to share with your employees.

The report is updated every time changes are made to answers in the questionnaire. This report grows in information as your organization grows, thus making it a living report.





AMERICAS SMALL BUSINESS DEVELOPMENT CENTERS ROLE:

We have over 4,500 business advisors at over 1,000 locations to support small businesses in the U.S. and our territories. The traditional role of our advisors is to assist small businesses with business and marketing plans, set up bookkeeping, and help them gain access to capital.

Cybersecurity First Steps and advisors play an important role in making sure you consider the value and necessity of incorporating cyber and data protection into your business plans, policies, and normal activity.

Think of this like generally accepted accounting principles, but for cybersecurity and data protection instead. The **First Steps** program will provide a working document for you to share with others who may be able to assist you to improve your company's cyber security position.

ASBDC ADVISORS SHOULD NOT BE CONSIDERED CYBERSECURITY EXPERTS: One of our most important roles is to help you find qualified software, product, and service companies to help your business grow. Advisors are careful to stay in a business advisement role and help you find "experts" that can assist you with the technical nature of cyber and data protection. We are happy to guide you if you need help walking through the questionnaire and reviewing the report.

SECURE PLATFORM: **Cybersecurity First Steps** is hosted on a FedRAMP secure cloud. You will see mention of FedRAMP in upcoming messaging associated with the Cybersecurity Maturity Model Certification developed by the Department of Defense (DoD). This is a necessary approach for you to securely handle the confidential data of clients who complete the **First Steps** program. You have total control and ownership of your data in this environment.

CYBERSECURITY NEXT STEPS CMMC: The ASBDC is monitoring the development of the Department of Defense's Cybersecurity Maturity Model Certification (CMMC) as it is being developed, to ensure that we will be able help small businesses who work with the DoD be compliant. The CMMC is also being discussed as the model that will apply to all US businesses that work with the federal government and may become a national standard that many U.S. businesses will need to comply.

For More Information, please contact us via email at: firststeps@americassbdc.org

To Complete **Cybersecurity First Steps** Visit: <https://asbdc.auditmachine.com/portal>

America's Small Business Development Center's "Cybersecurity First Steps" is made available through a grant from [Continuum GRC Inc.](#), in partnership with the [Delaware's SBDC](#) and the University of Delaware's Office of Economic Innovation Partnerships.

"America's small businesses benefit from utilizing consistent standard based approaches to enhance their cyber security knowledge. This cannot be overstated. Businesses are safer, our nation more secure, and our economy stronger when efforts are coordinated to inform and train them."

Charles "Tee" Rowe – President/CEO of Americas Small Business Development Centers

"We will declare the first round of victory when small businesses are compelled into informed business decisions made obvious through use of the NIST Cybersecurity Framework."

Charlie Tupitza, Lead Consultant for First Steps, ASBDC

"Small businesses are under persistent attack by both nation state and criminal threat actors. National security and the competitive advantage of the United States is being threatened. Supporting the mission of the ASBDC is our core focus."

Michael Peters, CEO, Continuum GRC

