MSIS PROJECT

The Creation of a New Enterprise

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Project Overview

- Creation of a new IT Security Business
  - Business Plan
  - Data Strategy & Governance
  - Systems Development
    » HR, CRM, Web, Finance, Database
  - Security Training and Certifications
  - Security Assessments and Audits
- MSIS Project was Managed Using MS Project and the Team Developed a custom Project Workbook
- [Demo Project, Demo Workbook]
Timeline

- Start Project
  - February 1, 2011
- Business Plan
  - April 1, 2011
- Finish Training and Audits
  - June 1, 2011
- Finish Systems
  - July 15, 2011
- Finish Project
  - August 2, 2011
Dependencies and Resources

- Product Vendors
- Project Team
- Service Providers
- UofU Faculty
- Customers
Creation of Business Plan

• Researched Different Areas for the Business Plan
• Analyzed the Current IT Security Industry
• Used Porter’s 5 Forces to Analyze Competitive Situation
• Determined Lines of Business to Operate within
• Determined Product and Services to Offer and How to Deliver
• Determined Target Market to Exploit

• **DEMO**
Data Strategy and Governance

• Developed Company’s Data Strategy
  o Decisions made based upon Data not Intuition
  o Centralize Analytical Work and Eliminate Bias
  o Act on Analytical Data

• Developed Policies for Company’s Data Governance
  o Ensure Data and Analysis meet needs of the Business
  o Protect, Manage and Develop Data as a Valuable Asset
  o Lower the Costs of Managing Data
  o Ensure Accessibility, Availability, Quality, Consistency, Auditability, and Security of Data
Systems Development

• Planned, Analyzed, Designed and Implemented Systems to run business including:
  
  • Website
  • Database
  • HR System
  • CRM System
  • Financial System

  o Completed Economic, Technical and Organizational Feasibility Analysis
Database Development

• Did initial Database planning and developed system request
• Collected and Analyzed System Requirements and documented the requirements.
• Designed System to meet User Requirements
• Researched Alternative Systems and Determined best match to User Requirements.
• Developed Database using GoDaddy pre-configured tools.
• Database is integrated with Drupal and the Ecommerce System and stores changing web content including products and services.
Website Development

- Did initial website planning and developed system request
- Collected and Analyzed System Requirements and documented the requirements.
- Designed System to meet User Requirements
- Researched Alternative Systems and Determined best match to User Requirements.
- Developed Website using GoDaddy and Drupal

- **DEMO**
HR System Development

• Did initial HR System planning and developed system request
• Collected and Analyzed System Requirements and documented the requirements
• Designed System to meet User Requirements
• Researched Alternative Systems and Determined best match to User Requirements
• Developed HR System using Cloud Based ZOHO

• DEMO
CRM System Development

• Did initial CRM System planning and developed system request
• Collected and Analyzed System Requirements and documented the requirements
• Designed System to meet User Requirements
• Researched Alternative Systems and Determined best match to User Requirements
• Developed CRM System using Cloud Based ZOHO

• DEMO
Financial System Development

- Did initial financial system planning and developed system request
- Collected and Analyzed System Requirements and documented the requirements.
- Designed System to meet User Requirements
- Researched Alternative Systems and Determined Best Match to User Requirements.
- Developed financial system using QuickBooks Enterprise Edition with Remote Access

- DEMO
Training and Certifications

• Researched competitive training and certification programs
• Determined what was needed in the marketplace
• Designed Training and Certification classes to meet the demands of the marketplace.
• Set pricing, timetables, and venues for training classes and certification
• Developed Training Materials for initial courses.
• Determined marketing strategy for training and certifications

• **DEMO**
Security Assessments and Audits

• Researched competitive security assessment and audit services
• Determined what was needed in the marketplace
• Designed Security Audit and Assessment Checklists to meet the demands of the marketplace.
• Set pricing, timetables, and venues for Security Audits and Security Assessments
• Developed Checklists for all Security Audits and Assessments.
• Determined marketing strategy for Security Audits and Assessments

• **DEMO**
Qazztek Security Assessment

- Provided a full security audit for Qazztek
- Developed and provided Qazztek with a comprehensive list of security policies and procedures
- Provided training as needed for Qazztek on any security solutions or policies that were provided
- Installed or implemented recommended security systems or policies

- **DEMO**
Execution of Business Plan

- Implemented all systems and ensured they were functioning properly
- Helped “kick-off” business with development of website and marketing campaign
- Developed relationships with other security companies to provide products and services (out-sourcing)
- Developed product sourcing relationships
Lessons Learned

- Starting a new business is complex, time consuming, and difficult
- Requires experience and expertise in many different areas
- Most of MSIS Course Content was used in this project and each member of the team gained valuable experience
- Competing priorities makes progress more challenging
- Success comes from hard work and ingenuity
Appendix

• MSIS Project Report
• Business Plan
• System Requests
• Training Course Materials
• Security Assessment and Audit Checklists
• Qazztek Security Assessment
• MS Project File
• Project Management Workbook