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Customer Readiness Assessment

Blacksands, Inc.
Version 1.3

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1. Introduction

Blacksands patented Separation Powers Architecture enables a zero-trust environment to create simple, secure and scalable connections between devices and services. Blacksands Secure Connection as a Service (SCaaS) provides encrypted point-to-point connections without touching your data.

There are four key aspects of the Blacksands SCaaS solution: Deploy, Manage, Secure and Audit. Our solution is designed to be simple to Deploy requiring only a couple hours to set up the SCaaS environment in most scenarios. It is easy to Manage with our simple user interface and Stakeholder Management control. It is highly Secure utilizing our Virtual Receiver (VReceiver) to create an invisible edge and our Separation of Powers architecture to create a dynamically encrypted point-to-point connection. And it provides near real-time Audit capability to understand the who, what, when and where of every connection.

This assessment will ensure smooth installation and clear team expectations.

2. Basic Architecture

The Blacksands Separation of Powers architecture is predicated on splitting up how authorizations are performed. Our zero-trust environment requires all connections to be authorized. With the Blacksands architecture we have Receivers, Authorizers and the Blacksands Private Management Cloud.

2.1. **Authorizer** – forward facing identification system

2.2. **Manager** – invisible, external cloud management system

2.3. **Receiver** – invisible, software edge appliance

2.4. **Certificates** - unique industry standard X509v.3 certificates for every user device

With our Separation of Powers architecture, the SCaaS solution is designed to invert the typical internet connectivity process. Instead of the standard Trust but Verify process where one connects to the entire internet and then attempts to filter out malicious or illegitimate traffic, Blacksands, prior to making any network connection at the edge, dynamically authenticates, authorizes, and provides point-to-point routing through its external management architecture to pre-defined services (PCs, Applications, IoT Devices).

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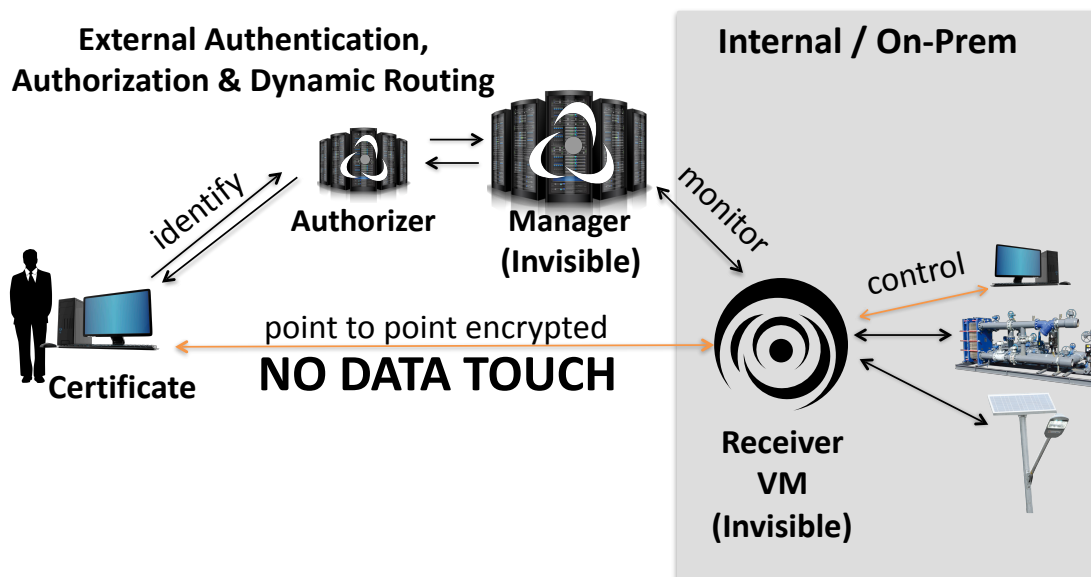
3. Project Business Readiness Assessment

Customer to complete the following in preparation for pre-deployment meeting:

Business Assessment	
Is there Executive Sponsorship (yes / no)	
Who is the Executive in charge of Project's overall success?	
Have all the key stakeholders been identified, including alternates / replacements, for Project Outcomes?	
Is there a complete Project Description, including objectives, scope and budget?	
Is there a detailed plan with schedule and personnel identified?	
Is there an issue resolution process?	
Have testing and acceptance criteria been identified?	
Is there a process for completion and formal acceptance?	
Have the final documentation requirements been identified?	
Have the final turnover and production requirements been identified?	
Is there a Master Plan for continued use?	
Have the above plans been shared with Blacksands?	

Network & Service Assessment

VMWare Version	
Single or Multiple NIC Deployment	
Name of virtual switch (1)	
Firewall(s) Make and Model	
WAN/Public IPv4 address (Static Public IP)	
LAN (OT Network) Private IPv4	
DMZ Private IPV4 Receiver Address	
Name of virtual switch (2 - if multiple NIC deployment)	
Private IPv4 BiRDS Client/ Service IPv4	
Target PC OS Version	
Target PC IPV4 Private IP	
HTML Service IPV4 Private IP and Port	
SSH Service IPV4 Private Address	

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4. Technical Readiness Assessment

Project Personnel Assessment	
Project Point Person	
VMWare Administrator (Responsible to Install and Configure Receiver)	
Firewall Administrator (Responsible to Configure External / DMZ / LAN Networking to Receiver)	
IP Address Administrator (Responsible for External IP Allocation)	
Security Systems Administrator (Responsible for Security Policy and Additional Security Systems i.e. IDS/IPS)	
Target PC Administrator (Responsible to Install BiRDS and Configure Security)	
Target HTML Application Administrator	
Target SSH Service Administrator	
Budgeting	
Contracting	

5. Project Personnel Readiness Assessment