

# IN CLOUD COUNSEL

## CASE STUDY

### Deja vu Security gives InCloudCounsel Security Assessments Peace of Mind

InCloudCounsel (ICC) negotiates and manages high-volume, routine legal documents for large, sophisticated enterprises. ICC does this by blending cloud-based software tools with a virtual network of highly-experienced attorneys located in North America, South America, Europe, and Asia. ICC's software platform helps make their clients' processes more efficient and captures data to provide insightful reporting and analytics. ICC's mission is to help its clients boost their process efficiencies, free up internal resources, and save money.

The bulk of ICC clients come from industries such as financial services, where the nature of the documents are highly sensitive and require a high degree of document security. When engaging new customers, ICC is typically run through an extensive security due-diligence process. Critical to that is the need to show that the company has put in sufficient effort in identifying potential security vulnerabilities so that it can remediate issues and learn about potential attack vectors.



"For our existing clients, the data we have in our system would offer a view into our client's legal obligations and proprietary information. We absolutely cannot have a security misstep," said Lane Lillquist, InCloudCounsel Co-Founder and CTO. "This is about building trust, which we convey during deep vendor due-diligence that we go through with each of our customers. It is also imperative that we illustrate that we understand their risk," continued Lillquist.

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Deja vu Security Co-Founder Akshay Aggarwal

For ICC this requires an aggressive and proactive annual security check up. ICC engaged Deja vu Security, a recognized industry leader in application penetration testing, embedded device security, and cybersecurity strategy, to do just that.

Says Lillquist, "We work closely with our customers and understand their concerns. For starters, we knew we wanted to do penetration testing along with a security-focused code review and system configuration review for all the moving pieces of our production system."

ICC and Deja worked over a three-year period to focus on white box testing and code review. "The more information we get, the better able we are to understand the business logic, analyze the implementation, and then drill down deep to find risk," says Akshay Aggarwal, Deja vu Security Co-Founder.

Every security engagement has led to valuable findings and recommendations. ICC reviews each finding so that it can be remediated and investigates for any evidence of potential exploit. This provides an even greater sense of security for ICC; and perhaps even more important for Lillquist, he can go to current and future customers with the knowledge that his platform "is stable and has no gaps or existing security issues."

Each year, as newer functionality is introduced into the application, additional security assessments are imperative. This resulted in Deja working with ICC to more closely assess the newer functionality of the application, using an in-depth testing approach. In 2017, the focus was on a newly developed component for the application's permissioning hierarchy. Offers Lillquist, "We have encryption at every stage - transit, rest, et cetera. Beyond that, we also need to make sure that our application permissioning is secure and only the right people have access."

There is a bigger picture for Lillquist and his development team that Deja also delivers for ICC: "Data flows into our system in many ways. Deja helps us find where information could be potentially gleaned from our system at every single level and through their regression testing, we make sure every hole is patched. Beyond that, having smart folks outside of our company who know and anticipate where threats are coming from enables our internal team to focus on what they know best - building software that delivers the most value to our clients,"

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-Lane Lillquist, ICC Co-Founder and CTO

Working with Deja has enhanced ICC's understanding of security strategies. For companies who have similar security requirements, Lillquist offers these quick tips:

- Conduct an annual in-depth third-party security assessment for critical applications
- Make sure permissions are configured in a way that follow the principles of least privilege, with all events logged so that they can be traced in the event of a security incident
- Ensure that past clients of your security vendor found their assessments to be valuable; this seems obvious, but is not always the case
- Security needs to be an ongoing priority; take the items that come up in security review and evolve your development process to be preventative

"Security is of vital importance to us. The biggest item on my budget after employees is security. For companies with similar security needs to ICC, choose your vendor wisely so that you get value as we have from our relationship with Deja vu Security," says Lillquist. "We understand that our partnership with Deja is crucial to our business and as such we take their 'security point of view' and infuse it into every aspect of our business."

## About Deja vu Security

Since 2011, Deja vu Security has been a trusted provider of information security research and consulting services to some of the world's largest and most-esteemed technology companies. Our expertise is in information security services where we provide our clients strategic insight, proactive advice, tactical assessment and outsourced development. For each client, we offer a full range of security services.

We balance an organization's business and security needs by helping clients build robust, secure solutions that represent the leading edge of computer security. We're more than a collection of expert security consultants: we spend our hours brainstorming, discovering, researching and developing every possible point of entry and vulnerability in software and systems. We work around the clock conceptualizing system architecture, devouring code, and testing theories. The result of that work is evident in each of our client-facing projects.



1415 10th Ave., Suite #1

Seattle, WA 98122

(855) 333 5288 | [secure@dejavusecurity.com](mailto:secure@dejavusecurity.com)

[www.dejavusecurity.com](http://www.dejavusecurity.com)