

PCI Consultants Lazarus Alliance Interview with Joe Barkawi

As one of the leading PCI consultants in the world, we're dedicated to proactive cyber security. One of our clients is Joe Barkawi. He is the Chief Information Security Officer (CISO) at [Infinite Tiers Group Software Engineering](#).

Joe was searching for a proven team of PCI standard experts to help Infinite Tiers manage their B2C and B2B e-commerce solutions. Due to the complexity managing PCI standards, Joe and his team needed a trusted provider to help them streamline their security and documentation compliance.



Joe's Interview with our PCI Consultants

Q: Joe, you had shopped around for PCI consultants. What were some of the reasons you chose to work with Lazarus Alliance?

A: Familiarity. We entertained other PCI consultants and security firms that could certainly do this work. But we had experience with you through previous partnerships. We had heard a lot of great things about Michael and his team at [Lazarus Alliance](#).



In my initial conversation with you, I was very impressed with your attitude and approach to your work. Especially with the immediate knowledge you have for the PCI standard and specifically how it applies to the e-commerce and retail space.

We had a certain level of comfort based on your reputation and our initial conversations with your team. You were best suited for this position because we were confident you would make it as easy possible for us.

Q: Joe, since you're an expert in the e-commerce world, what were some of the requirements Infinite Tiers were looking when you interviewed other PCI consultants?

A: Well, I would say due to your expertise, you have a really good understanding of what's upcoming on the PCI front. You know what new standards need to be put in place as well as the new scanning tools we need to have in place.

Michael, your team was able to make us aware of a lot of things that aren't necessarily required now, but will be required for compliance in the future. You

understand, at a deep level, how we operate internally and how we deal with our clients from a data perspective.

Another point we like is you're really able to assess what we need to do to ensure that not only today, but moving forward, we remain secure. And also, and more importantly, the information we store for our clients remains secure as well. The thing is, you have a great level of expertise in this industry.

Q: Joe, what was the process like working with us?

A: The process you have managing the certification and security process is exceptional. It makes it extremely easy to use and understand the certification process working with your team. And really, the main selling point in my opinion is you're able to take a very complex and broad standard and really simplify it in terms that are easy to digest and understand.

Q: PCI consultants working on sensitive security projects consider documentation mission-critical. How did we help you with your documentation requirements?

A: We knew exactly what was being talked about what our organization needed to do. Your level of support is fabulous. Literally, any documentation that we need is generated by your team at Lazarus Alliance. You're always available 24/7 to answer any questions or concerns we had.

Also, you're customer-driven. I always felt like our satisfaction was important to you and your team. For those reasons, I highly recommend your company.

Q: Joe, what are your thoughts about our IT Audit Machine (ITAM) tool?

A: The PCI standard has a lot of different documentation and information. It's really easy to lose track of all that. What [ITAM](#) does is it puts it all in one place. It's like a portal for all your documentation needs and all your certification needs. It makes managing a mountain of paperwork effortless and easy. It's the single source of truth for a lot of complex information. The benefit is tremendous.

Q: What would you recommend to other companies interviewing PCI consultants specializing in this type of work?

A: I would certainly recommend they speak with you and your team for a multitude of reasons. It's really apparent you understand the PCI standard. Your team knows the e-commerce retail space and other business areas extremely well.

Learn more about our PCI consultants and what we can do to help your company keep your data secure. Visit LazarusAlliance.com and ContinuumGRC.com for more information.