

# Cybersecurity and Operational Resilience for Wealth Management

## Capabilities Brief

Solanasis is a cybersecurity and operational resilience firm built specifically for wealth management professionals. We work with RIAs, estate planning attorneys, and private foundations to close the gap between what regulators expect and what most firms actually have in place.

## The Problem Nobody Talks About

Most wealth management firms have three parties involved in their compliance and technology: a compliance consultant who writes policies and prepares for examinations, an IT provider who manages day-to-day operations, and the firm itself trying to hold it all together.

Here's the thing: neither the compliance consultant nor the IT provider typically handles the technical verification that ties the two together. The compliance consultant writes "the firm shall maintain and test backup and recovery procedures." The IT provider configures automated backups.

But nobody verifies the backups actually restore. Nobody tests the incident response plan. Nobody documents the evidence trail that examiners will ask for.

That gap is where quiet failures accumulate. Policies say one thing; systems do another. Backups run on autopilot for months without anyone confirming they work.

Vendor access persists long after relationships end; the risk debt builds in silence until a regulator, an insurer, or an attacker brings it into the light.

## Where Solanasis Fits

### Your Compliance Consultant

Regulatory strategy, policy development, examination preparation

### Solanasis

Cybersecurity verification, DR testing, vendor risk, remediation

### Your IT Provider / MSP

Day-to-day technology, help desk, infrastructure

We are the verification and proof layer between your compliance consultant and your IT provider.

## The Starting Point: Compliance Readiness Assessment

Our 10-day Compliance Readiness Assessment gives your firm a clear, evidence-based picture of where you stand. Every finding maps to your specific regulatory requirements. The assessment includes a real disaster recovery restore test (not just a checkbox), a prioritized risk register, and a 90-day roadmap your team can act on immediately.

### Deliverables

- Gap analysis with regulatory mapping
- Risk register (prioritized, evidence-backed)
- 90-day roadmap with owners and deadlines
- Readiness maturity scorecard
- Disaster recovery report + restore runbook
- Executive summary for leadership

**Your team's time:** approximately 3-4 hours over 10 business days. We handle everything else.

## Beyond Assessment: Services That Make Your Firm Run Better

Once the fundamentals are solid, we help firms move faster. Every service below builds on the foundation of knowing where you stand.

### Compliance Readiness Assessment

10-day baseline with a real disaster recovery test, regulatory gap analysis, and a 90-day roadmap. The starting point for every engagement.

### Security Remediation Sprint

Close the top findings in 2-4 weeks. Vendor contract updates, incident response buildout, access control hardening, backup reconfiguration. Fixed scope, fixed fee.

### Fractional Cybersecurity Partner

Ongoing oversight on a monthly cadence. Quarterly backup testing, documentation maintenance, vendor monitoring, and board or leadership reporting.

### Data Migrations

Controlled moves between platforms with validation at every step. We test before, during, and after.

### CRM Setup and Optimization

A CRM that matches how your firm actually works, with proper permissions, backup strategies, and integrations that don't silently break.

### Responsible AI Implementation

AI tools with guardrails. Document analysis, client communication, and operational workflows with appropriate data handling and governance.

## Who We Are

### Dmitri Sunshine, Founder

23+ years building, securing, and stress-testing business systems. Built and scaled an ERP SaaS company from the ground up. Dmitri walks into a firm's existing setup and sees clearly what's solid, what's held together by luck, and what needs to change.

### Patrick McHeyser, Operations Lead

Seven years at NOLS teaching leadership to Fortune 500 CEOs, Special Operations Forces operators, and Wharton MBAs. Five years as a software engineer building operational systems designed to run without constant hand-holding.

## Industries We Serve

### RIAs

SEC and state examination readiness, Reg S-P compliance, vendor oversight

### Estate Attorneys

ABA Rules 1.1 and 1.6 compliance, document security, breach preparedness

### Foundations

Board-ready cybersecurity reporting, DR for irreplaceable records, nonprofit data protection

## How to Get Started

- 1. Book a 30-minute intro call.** We learn about your firm. We'll tell you straight whether we're the right fit.
- 2. Compliance Readiness Assessment.** 10 business days. Fixed scope, fixed fee. Clear picture of where you stand.
- 3. Choose your path.** Execute independently, bring us in for a sprint, or engage us as an ongoing partner.

**Book a 30-minute conversation:** [go.solanasis.com/intro](https://go.solanasis.com/intro)

Download the free compliance checklist: [go.solanasis.com/checklist](https://go.solanasis.com/checklist)

**BOOK A CALL**