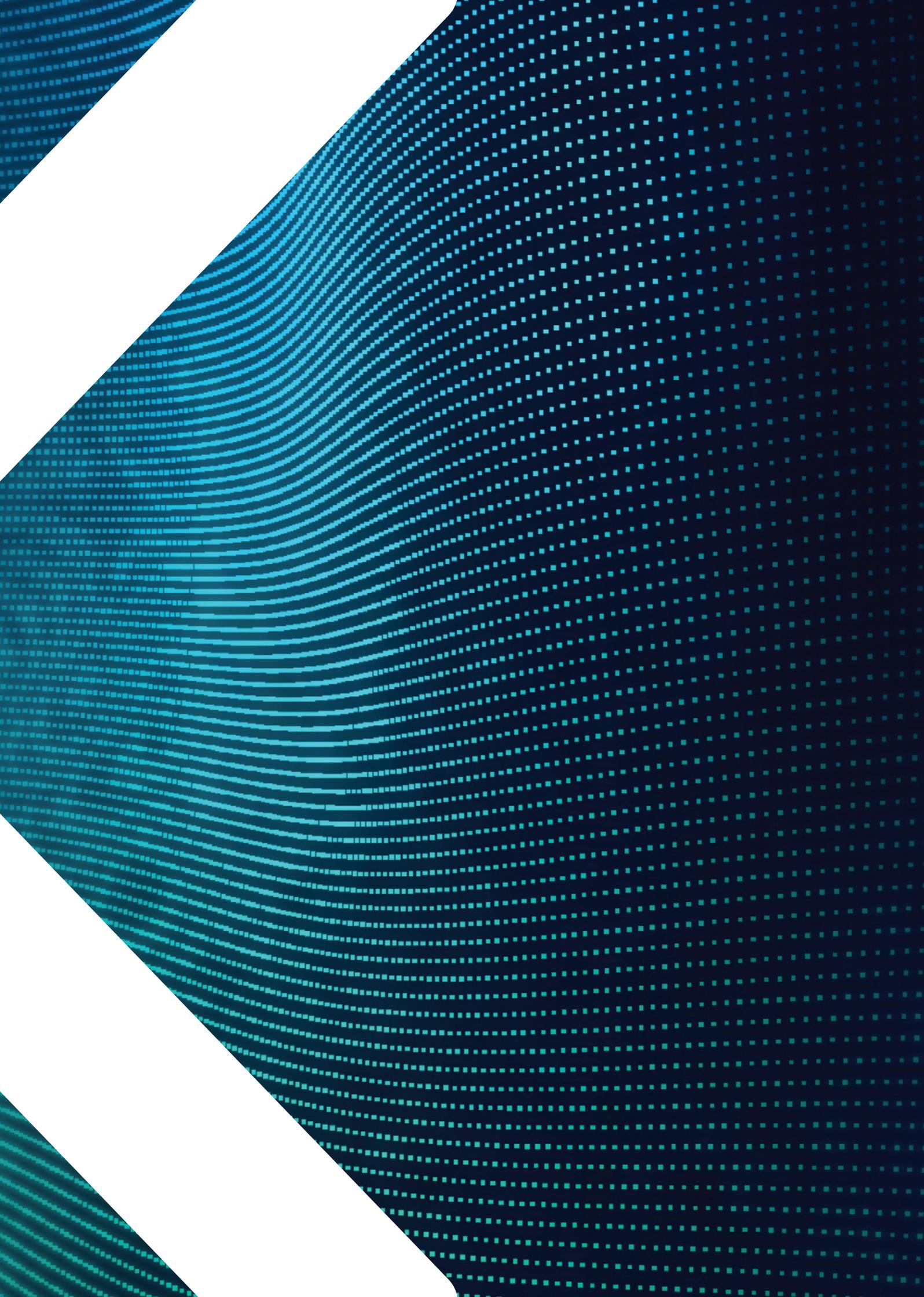# Excelium

Capability Statement

Providing strategic advice to senior business leaders on managing cyber & national security risks

Tangible Outcomes that Build Cyber Resilience

Excelium is a sovereign, Australian owned consultancy specialising in cyber security, risk management, critical infrastructure protection, and ISMS compliance. With offices in Canberra, Sydney, Brisbane, and Melbourne, we operate as an endto-end cyber partner, delivering high-quality services to Federal, State, and Local Governments, regulated industries, and private sector organisations, including critical infrastructure entities.

Our mission is simple: to enable clients to operate securely and without disruption by empowering their resilience. We combine deep technical cyber expertise, extensive experience, and sharp strategic insights to deliver solutions and services that are practical, affordable, sustainable, and proportionate to the risk environment and regulatory compliance obligations.
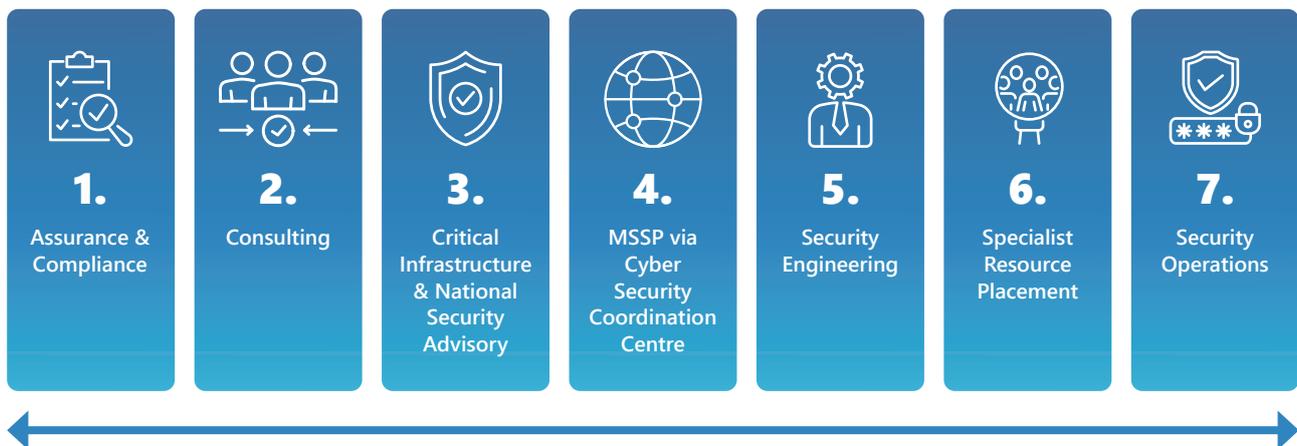
Excelium's unique strength lies in our integrated model, which spans multiple domains, including cyber, physical, personnel, governance, compliance, and supply chain security. This holistic approach builds organisational resilience and ensures our clients are equipped to **prevent** disruption, but also to **prepare, respond, and recover** from the risks which inevitably manifest in an increasingly converged threat environment. Simultaneously, we support our clients in navigating complex regulatory compliance obligations imposed by authorities seeking to create a resilient business ecosystem.

Matt Lefebvre
CEO & Co-Founder of Excelium

How we operate

Excelium's Seven Pillar model positions us as a true full-stack cyber and risk management partner. Our seven service lines combine to deliver end-to-end capability and full solutions across the entire security lifecycle from strategy to assurance, engineering to operations, and compliance to resilience. Each pillar is powerful in its own right and together they form the basis of a service which can provide a holistic resilience framework for our clients.

1.	2.	3.	4.	5.	6.	7.
Assurance & Compliance	Consulting	Critical Infrastructure & National Security Advisory	MSSP via Cyber Security Coordination Centre	Security Engineering	Specialist Resource Placement	Security Operations

Excelium's Seven Pillars

- **Assurance & Compliance:** Security framework achievement, certification readiness, and continuous compliance.

- **Consulting:** Strategic cyber advice, regulatory compliance, cyber security maturity assessments, and cyber uplift roadmaps.

- **Critical Infrastructure & National Security Advisory:** *Security of Critical Infrastructure Act 2018* compliance, 'All Hazard' risk assessments, Critical Infrastructure Risk Management Plans, Hosting Certification Framework accreditation, transport security plans and compliance, and national security risk management.

- **Managed Security Services (via CSCC):** Proactive threat monitoring, SOC/SIEM integration, and rapid cyber incident response.

- **Security Engineering:** Secure-by-design architecture, system integration, and security hardening and attack surface reduction.

- **Specialist Cyber Resource Placement:** Embedding skilled professionals (CISO, ITSA, Analyst, Architect and GRC personnel) for immediate impact and long-term capability.

- **Security Operations:** Offensive penetration testing, digital forensics, incident response, operational defence, and cybersecurity exercising.

Our Cyber Security Coordination Centre (CSCC) underpins the model, acting as a central command hub for managed services and rapid incident response, enabling faster mobilisation, coordinated resourcing, and continuous monitoring tailored to each client's environment - all under a single contract and single account manager.

Our Approach to Engagement & Delivery

We provide enduring and quality services, fostering long-term relationships between our clients and our team. This approach has allowed us to form enduring relationships and a strong professional reputation within our industry.

We found all our actions and interactions on our company values to ensure consistent and valued service. Our approach incorporates a strong focus on engagement and communication to create collaborative partnerships. We appreciate the benefits gained for all parties through the development of these strong partnerships. Above all, we prioritise value for money for our clients.

Strong relationships

We believe in fostering long-term, collaborative partnerships built on trust, transparency, and fairness.

Outstanding results

We strive to understand our clients' requirements and provide the best capabilities for the task.

Value for money

We offer genuine value by understanding our clients' needs and delivering the best outcomes for their budget.

Valuing our people

Our team is our greatest asset, and we focus on understanding individual needs and tailoring roles for maximum benefit and enjoyment.

Solid reputation

We take pride in our work and continuously strive to protect and enhance the reputation we have built.

Honesty & Integrity

We maintain transparency in all interactions, with honesty and integrety at the core of everything we do.

Capabilities and Services Designed to Your Needs

Excelium is structured to offer maximum flexibility while maintaining quality, accountability, and seamless service delivery. By combining technical expertise with strategic insight, our services help protect clients from evolving threats—allowing them to operate with confidence, efficiency, and continuity.

Assurance & Compliance

Excelium's Assurance and Compliance services support organisations to navigate complex regulatory and technical landscapes. We specialise in security architecture and support clients to align with all the following framework: IRAP, ISO, NIST, SOC 2, AESCSF, PCI-DSS, HIPIAA, CMMC, and CPS 234.

With deep experience across government, defence, critical infrastructure, and regulated sectors, we guide you through assurance processes with clarity and confidence, ensuring compliance while also unlocking value and resilience in your cyber and technology environments.

- Security Architecture
- Enterprise & Solution Architecture
- Audit & Assessment
- Security Governance Design
- Business Area Implementation
- Framework Implementation & Continuous Compliance

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Consulting

Excelium's Consulting practice helps organisations shape and execute strategic cybersecurity initiatives and projects of national significance. We partner with government departments (Fed, State and Local) and industry to deliver expert advice in Governance Risk & Compliance, Privacy & Identity, and Cyber / National Security policy. From cyber assessment to uplift roadmaps and regulatory alignment, we translate complexity into clear, actionable steps. Our strength lies in practical, real-world consulting - no shelfware reports or tick-and-flick solutions. We deliver defensible, outcome-focused solutions backed by data and evidence, coordinated and curated by consultants who possess demonstrable knowledge in both strategy and implementation.

- Cyber Security Strategy & Road-map Development
- Governance, Risk & Compliance (GRC) Advisory
- Cyber Uplift Program Design & Delivery Support
- Cyber Maturity Assessments
- Digital Identity & Privacy Advisory
- Policy, Architecture & Framework Alignment

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Critical Infrastructure & National Security Advisory

Excelium provides expert advisory services to organisations within the critical infrastructure and national security ecosystem, including Systems of National Significance. We support clients in meeting obligations under the Security of Critical Infrastructure Act 2018 (SOCI) and related frameworks, such as the Federal Government's Hosting Certification Framework (HCF) ; as well as supporting Board Level and the C-Suite in navigating Federal Government legislative frameworks and regulator oversight.

Our advisors combine deep experience and technical expertise, with sharp policy insight, delivering tailored, high-impact, support to entities to achieve compliance, maturity, and alignment between commercial and national interests.

- Risk Assessments
- Uplift Roadmap
- SOCI Act Advisory
- Gap Analysis
- Board and C-Suite Advisory
- Hosting Certification Framework (HCF) Advisory
- Critical Infrastructure Risk Management Program (CIRMP) Implementation

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Managed Security Services (via CSCC)

Building on our experience delivering high-assurance cybersecurity services to government and critical infrastructure sectors, Excelium provides a tailored managed service offering for private industry and small to medium-sized enterprises (SMEs) as well as government organisation seeking a single provider to support them with all their needs.

This service line enables organisations to meet cybersecurity obligations (e.g. Essential Eight Maturity Level 2, ISO 27001, CMMC Level 2) without the cost and complexity of building a full internal security function.

All services are coordinated through the Excelium Cyber Security Coordination Centre (CSCC), which acts as a unified command hub for managed services. The CSCC ensures integrated delivery, rapid mobilisation, and access to trusted SOC/SIEM partners, combining proactive monitoring with strategic oversight.

- Compliance Uplift projects
- Membership-Based Advisory Support
- CISO, Security Officer (SO), and ITSA-as-a-Service
- SOC/SIEM Integration (via Trusted Partners) Management

- Outcome-Focused Benefits
- Rapide Response & Incident
- Relationship-Driven Delivery

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Specialist Resource Placement

Excelium's Specialist Resource Placement service connects clients with highly skilled cyber professionals who integrate seamlessly into existing teams. We focus on both technical fit and cultural alignment, ensuring that resources deliver immediate impact while contributing to long-term value.

Whether for short-term projects, surge support, or strategic resourcing, our tailored approach helps organisations scale capabilities, adapt quickly, and maintain resilience in an evolving threat landscape. Each placement is backed by Excelium's assurance standards, so clients receive not only technical capability but also alignment with industry frameworks and best practice.

- Secure System Architecture & Design
- Platform Integration & Deployment
- Resilience Engineering & Continuity Planning

- Critical Infrastructure Protection
- Data Assurance
- Governance, Risk & Compliance

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Security Engineering

Excelium's Security Engineering practice designs, implements, and fortifies systems to resist advanced threats. We embed secure-by-design principles across ICT and OT environments, reducing vulnerabilities and enabling resilience.

Our engineers work across projects, work-orders, and uplift initiatives, delivering everything from appliance integration and micro-technology uplifts through to enterprise-scale Zero Trust adoption and Essential Eight engineering. By blending offensive insights, defensive controls, and real-world implementation expertise, we ensure security measures are both proportionate and sustainable.

- Secure Configuration Reviews & Hardening
- Attach Surface Reduction & Threat Modelling
- Specialist Uplift & Micro-Technology Enhancements
- Cloud & Identity-Centric Security
- Security Appliance Integration & Tuning
- Defensive Engineering & Security Scans

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Security Operations

Excelium's Security Operations team delivers a full spectrum of offensive and defensive cyber capabilities, ensuring organisations can anticipate, withstand, and respond to evolving cyber threats. From penetration testing and red teaming to security engineering and incident response / DFIR, we help clients simulate threats, defend assets, and restore confidence.

Our highly skilled professionals support technical security requirements with real-world expertise, enabling clients to build, maintain, and continuously improve a resilient and secure technology ecosystem tailored to their unique risk profile.

Offensive Security: Excelium's offensive security specialists emulate real-world adversaries to identify vulnerabilities before they can be exploited. We simulate attacks at nation-state sophistication levels to provide confidence in an organisation's resilience under pressure.

Digital Forensics & Incident Response (DFIR/IRT): Our DFIR specialists and incident responders help organisations detect, contain, and recover from cyber incidents with speed and precision. We combine deep forensic expertise with incident response playbooks to minimise damage and restore trust.

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