

1 · SUMMARY

Eker report extract — Ateliers Morvan (fictitious example)

Eker Assessment of a fictitious industrial mid-sized company with 420 employees, built from its documents, its exports and an interview, with no direct access to its information system.

81% of critical activity stopped in the worst attack scenario

INDICATOR	BASELINE	AFTER WORK (SIMULATION)
Maximum stoppage after an attack	81%	34%
Worst case	€2.4M to €4.9M	€0.9M to €1.8M
Expected annual loss	€150k to €980k	€40k to €260k
Weak entry points	5	1
Backups out of reach	no	yes
NIS2 measures assessed as met	4.5 out of 10	8 out of 10

What was read

- Eight sources: documents (diagrams, contracts, procedures), GLPI inventory, directory, firewall, tickets from the last 12 months, purchasing software, Microsoft 365, cloud console
- The resulting map: 23 applications, 38 servers, 41 flows, 7 suppliers; duplicates across sources are merged
- A three-question interview with the CIO, on what the sources did not say

To review first

Single point of failure on shipping

Continuity · source: inventory, interview

IT service provider connected permanently

Suppliers · source: directory, connected 212 days out of 365

Backup restore never tested

Backups · source: interview, tickets

Shared privileged accounts

Access · source: directory

No procedure for reporting an incident within 24 hours

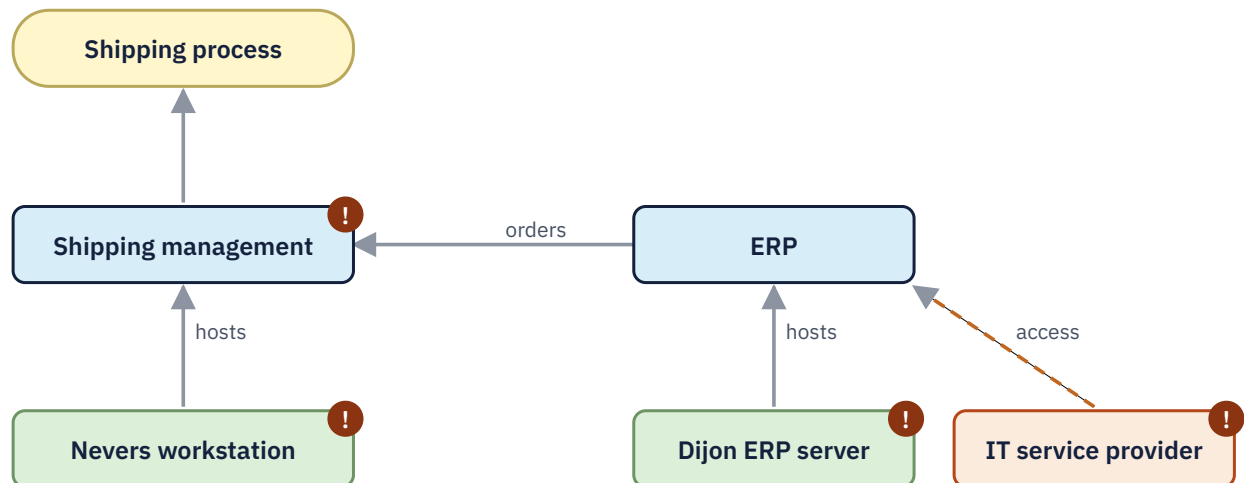
Incidents · source: procedures

“After work”: conditional estimates, assuming the measures are carried out and produce the modelled effects; not guaranteed risk reductions. The NIS2 score counts the ten Article 21 measures (1 point per measure met, ½ if partial); it is not a compliance certificate.

2 · MAPPING A CRITICAL DEPENDENCY

Shipping depends on a single workstation, in Nevers

The maintenance contract mentions shipping management software that is missing from the inventory. The interview established where it runs: the map makes it a single point of failure, that is, an item whose failure alone can stop a critical activity.



Extract: 6 items of the map · orange dashes = gap · ! = point of attention

The interview question

“The maintenance contract mentions shipping management software that is missing from the inventory. Where does it run?” The CIO’s answer: “On a single workstation, at the Nevers warehouse.”

ITEM	TYPE	HOSTING	CRITICALITY	GAP	SOURCES
Shipping management	Application	Nevers workstation	High	Missing from the inventory; single point of failure, no backup declared	Maintenance contract, interview
Nevers workstation	Workstation	Nevers warehouse	High	Hosts a critical application on its own	GLPI inventory, interview
ERP	Application	Dijon ERP server	High	Version close to end of support (2027)	GLPI inventory, vendor contract, firewall
Dijon ERP server	Server	Dijon server room	High	Restore never tested	GLPI inventory, cloud console
IT service provider	Supplier	External provider	High	Permanent access, no bastion or security clause	Directory, invoices, interview

Every fact cites its source: dependency, maintenance contract, p. 4; missing backup, backup report of 3 October.

3 · INCIDENT SCENARIO AND FINANCIAL ASSUMPTIONS

What would a 3-day ERP outage cost?

The question the Ateliers Morvan CIO asks the map, in plain language. The figures come from Ekerai's calculation engine, independent of the language model: same data, same result.

What the ERP supports · 6 processes, including invoicing and shipping

Cost of the scenario: ERP down for 3 days · €0.6M to €1.1M

Where the figures come from · Ekerai engine, assumptions displayed · ERP: GLPI inventory · revenue: 2025 accounting entries file

Four notions to keep apart

NOTION	ATELIERS MORVAN	WHAT IT MEASURES
Cost of a scenario: the worst case	€2.4M to €4.9M	The loss from the most costly entry point
Cost of a scenario: ERP down for 3 days	€0.6M to €1.1M	What this given incident would cost, by duration and scope
Expected annual loss	€150k to €980k	What the scenarios studied would cost on average each year
Effect of the measures: maximum stoppage after an attack	81% → 34%	A modelled change in risk, not avoided spending

The calculation assumptions

- Expected annual loss: for each entry point and each single point of failure, estimated annual frequency × scenario loss, added up.
- Ranges: from low assumptions (frequencies, days of downtime, response costs) to high ones.
- Accounts: the accounting entries file gives revenue and variable costs; the margin is split across revenue streams, each counted once.
- Stoppage: a process counts as stopped as soon as a component it depends on is hit; the engine does not distinguish processes that are only degraded.

Estimates as ranges, to discuss with technical and finance teams: a reasoned basis for prioritising, not a guarantee of the actual cost of a future incident. Reproducible does not mean exact: the result is only as good as the data and the assumptions.

4 · COMPARING THREE WORK OPTIONS

Shipping continuity: three solutions assessed

Why: end of support for the shipping software announced for June 2027, repeated incidents, NIS2 continuity requirement not met. Method: two eliminatory criteria, then five weighted criteria families.

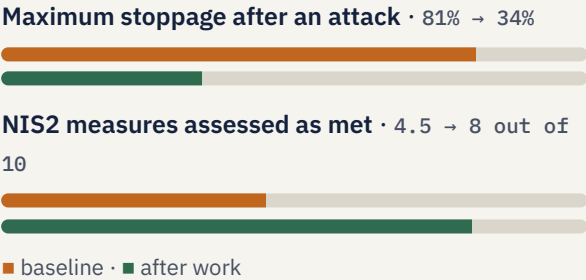
OPTION	DESCRIPTION	SCORE	ASSESSMENT
A	Keep the current software, add a backup workstation	Eliminated	No named authentication, eliminatory criterion
B	Logistics module of the European SaaS ERP	82 / 100	Recommended: continuity, integration, cybersecurity
C	Third-party transport software	70 / 100	Good coverage, one more supplier

Option B, ready for the request for quotation

- Quantities read from the tools: ERP logistics module, 1 warehouse, 6 users, 1 interface with the ERP
- Clauses to put in the contract: hosting in the EU, logs shared, reversibility, incident notification within 24 hours
- Catalogue order of magnitude: €38k to €55k, to be confirmed by quotes

Decision recorded as a draft: ADR-009, solution B selected. Criteria, scores, sources and rejected solutions are kept. It goes through the decision process, then will be written into Archi. Purchasing approves and sends the request for quotation; Eker AI never places an order.

Modelled effect of all the work (simulation)



“After work” results: conditional estimates. Costs are orders of magnitude, replaced by quotes and then by invoices.

5 · PRIORITISED ROADMAP

The work, in order

The work items follow from the gaps. Effort in days: orders of magnitude from the building-block catalogue, to be confirmed by quotes.

THIS QUARTER

Backup and fallback for the shipping workstation

Continuity · **3 d**

Named accounts, two-factor authentication

Access · **8 d**

Incident reporting procedure

Incidents · **2 d**

Service provider access through a bastion

Suppliers · **to be priced**

FIRST HALF OF 2027

Shipping continuity plan

Continuity · **6 d**

Network segmentation, supplier portal

Security · **12 d**

Restore test, then every quarter

Backups · **to be priced**

SECOND HALF OF 2027

Security clauses in supplier contracts

Compliance · **4 d**

Replacement of the Dijon firewall

Obsolescence · **5 d**

Retire the quoting tool, unused licences

Costs · **2 d**

Decision then migration of the ERP

Obsolescence · **to be priced**

The decision process

CIO CISO CFO Purchasing Executive management

Each approves, rejects or asks for a change; decisions and opinions are logged. Nothing is written to the company's tools before approval by an authorised person, and every write can be undone.

Then, continuous monitoring

Eker cross-checks the outside world and the tools against the map: a vulnerability published on the ERP version, a server missing from the map, end of support for the shipping software (June 2027), a new version of the Référentiel Cyber France. It alerts on what affects the company and proposes the changes to decide.