

EVIDENCE BEFORE ASSERTION

IN PLACE IS A CLAIM

Compliance labels are conclusions. The useful work is tracing each conclusion to the population, source, method, decision, and operating record beneath it.

SCOTT NORTON / PCI DSS QSA | JOHANSON GROUP, LLP

01

**IN PLACE, N/A, OUTSOURCED, SEGMENTED,
AND OUT OF SCOPE ARE CONCLUSIONS - NOT
STARTING ASSUMPTIONS.**

02

A SCREENSHOT CAN ACCURATELY SHOW A RESULT WHILE HIDING THE POPULATION, METHOD, PERIOD, AND EXCEPTIONS.

03

**THE ARTIFACT IS NOT THE CLAIM. THE
RELATIONSHIP BETWEEN THEM IS THE
EVIDENCE CHAIN.**

**READ THE TESTING PROCEDURE. IT REVEALS
WHAT MUST BE EXAMINED, OBSERVED,
INTERVIEWED, SAMPLED, OR TESTED.**

05

**SEPARATE THE SOURCE, TRANSFORMATION,
POPULATION, REVIEWER DECISION, AND
FINAL STATUS.**

**REUSE IS SAFE WHEN EACH CLAIM IS
EXPLICIT. WITHOUT LINEAGE, REUSE
BECOMES EVIDENCE ECHO.**

07

**STOP ASKING WHETHER THE FILE COUNTS.
ASK WHETHER THE CHAIN SUPPORTS THE
STATED CLAIM.**

08

TAKE ONE GREEN STATUS AND MAKE IT EARN ITS LABEL.

ONE MOVE TO MAKE NOW

Take one green status and write the complete claim beneath it, including scope, period, population, source, method, exceptions, owner, and review trigger.

MY PRACTITIONER POSITION / SCOTT NORTON