CYBERSECURITY & THE SINGULARITY

Overview
Technology Solutions

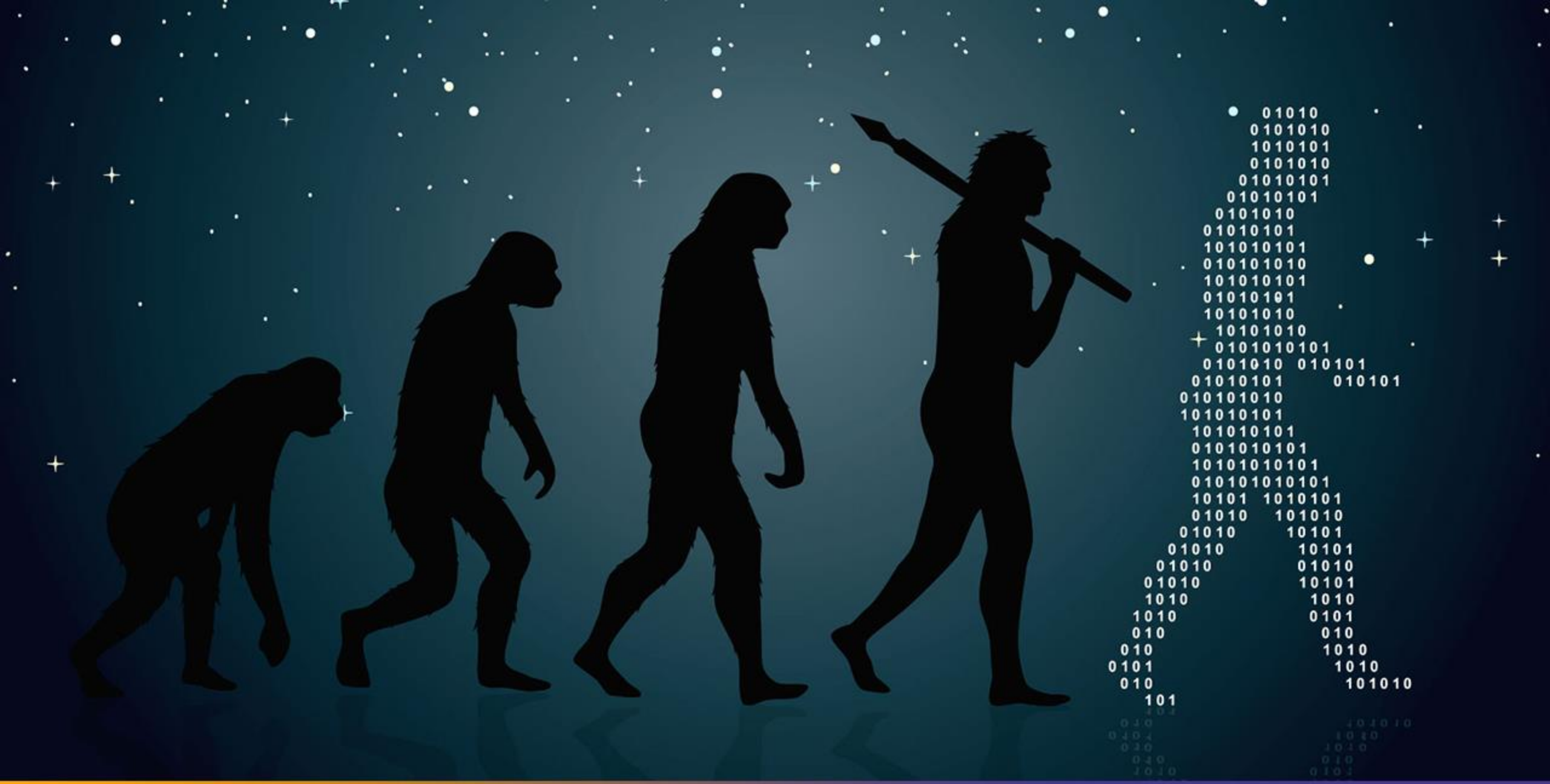
LiiNCS

NASSAU COUNTY · STATE OF NEW YORK

THE
SERHANT
TEAM

Sunrise
DAY CAMP
Long Island, NY

WHAT IS THE SINGULARITY?



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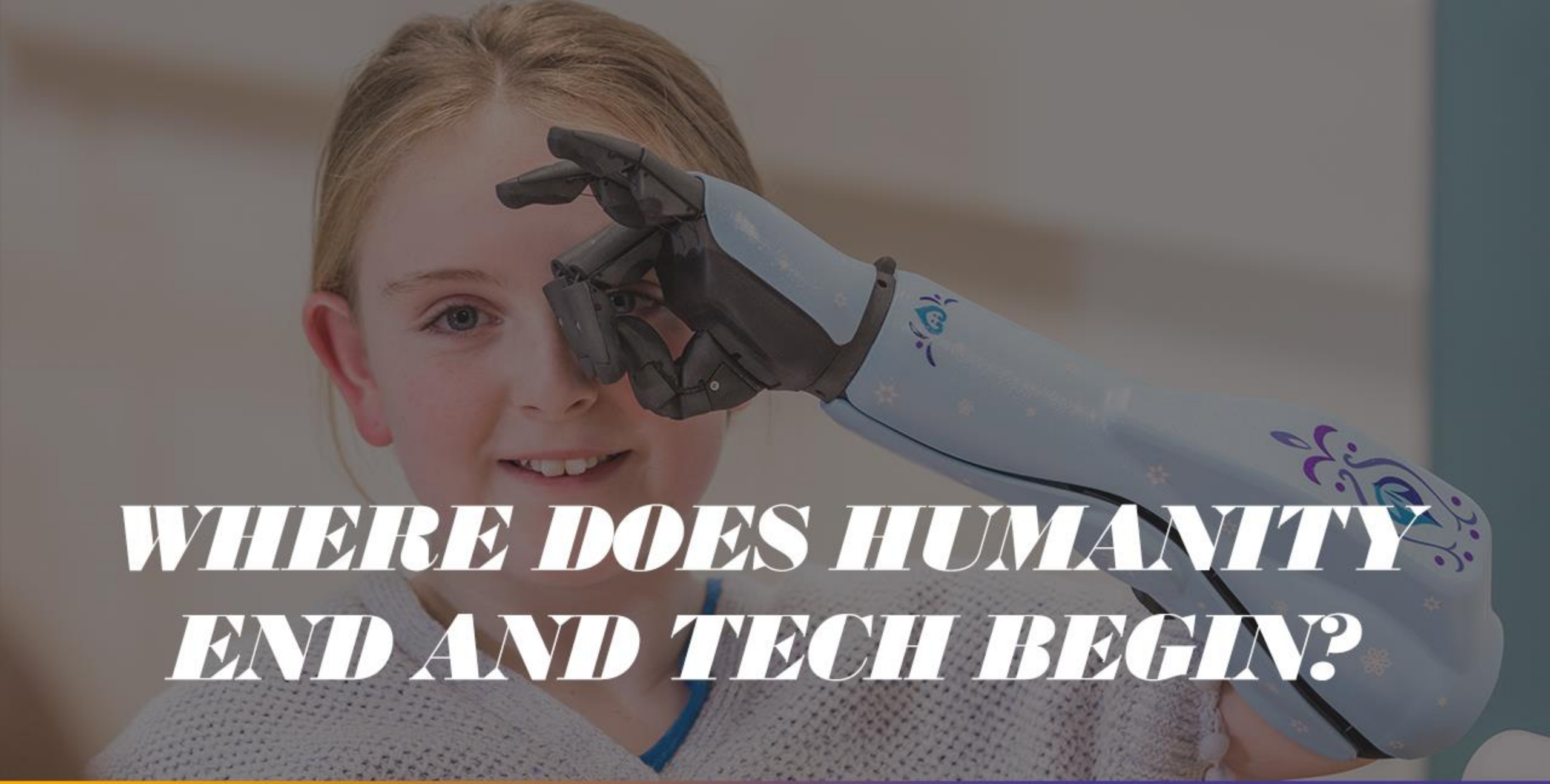

WHERE DOES HUMANITY END AND TECH BEGIN?

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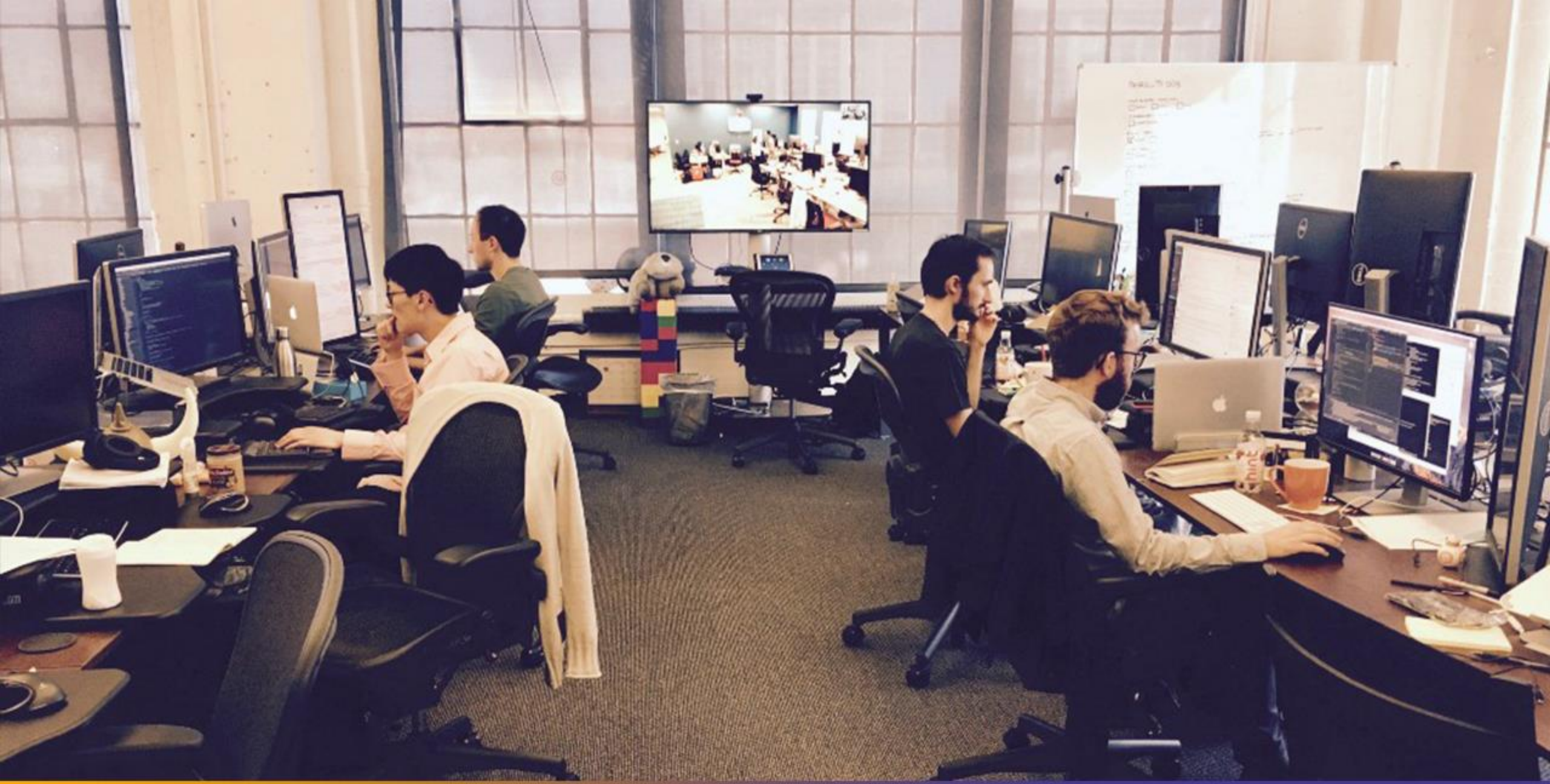

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WHAT ARE WE DOING ABOUT IT NOW?

USERS &
THREATS
CYBERSECURITY
SOLUTIONS

PREVENTION

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Symantec
McAfee
KASPERSKY lab
AVG Anti-Virus
COMODO SSL CERTIFICATE
Malwarebytes
WEBROOT SecureAnywhere
BullGuard
SOPHOS Silver Partner
bitdefender
AVIRA
panda
eset
F-Secure
TREND MICRO
VIPRE ANTIVIRUS
FORTINET
JUNIPER NETWORKS
SentinelOne
CISCO
Check Point SOFTWARE TECHNOLOGIES LTD.
FORCEPOINT
CYLANCE
BSN
HUAWEI
SONICWALL
paloalto NETWORKS
WatchGuard
Barracuda
Reclaim your network.
SOPHOS
HUNTRESS
DUO
H3C The Leader in Digital Solutions
SANGFOR
Security made simple.
AhnLab
Hillstone NETWORKS

REACTION

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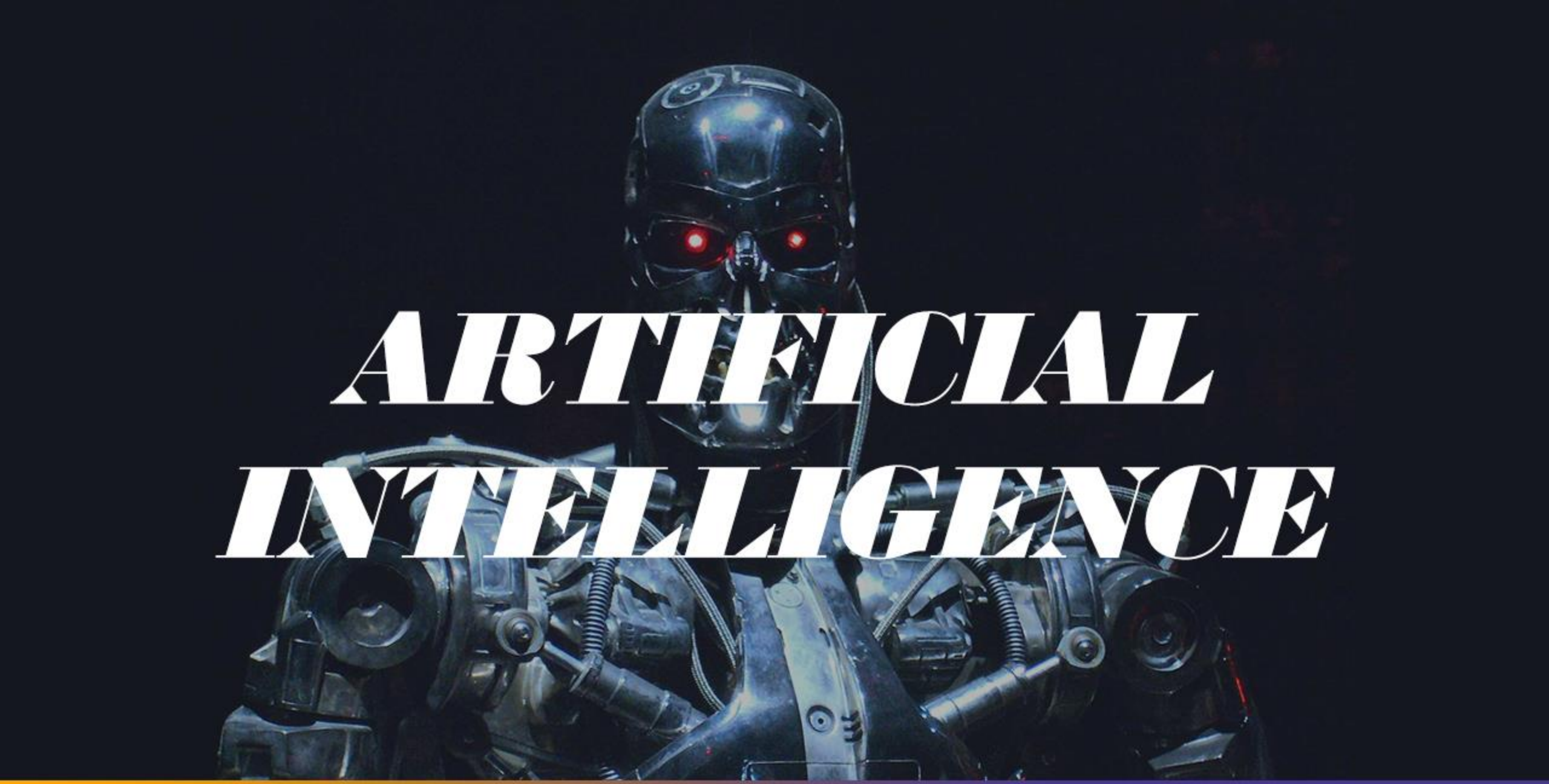
BIG DATA



ARTIFICIAL INTELLIGENCE

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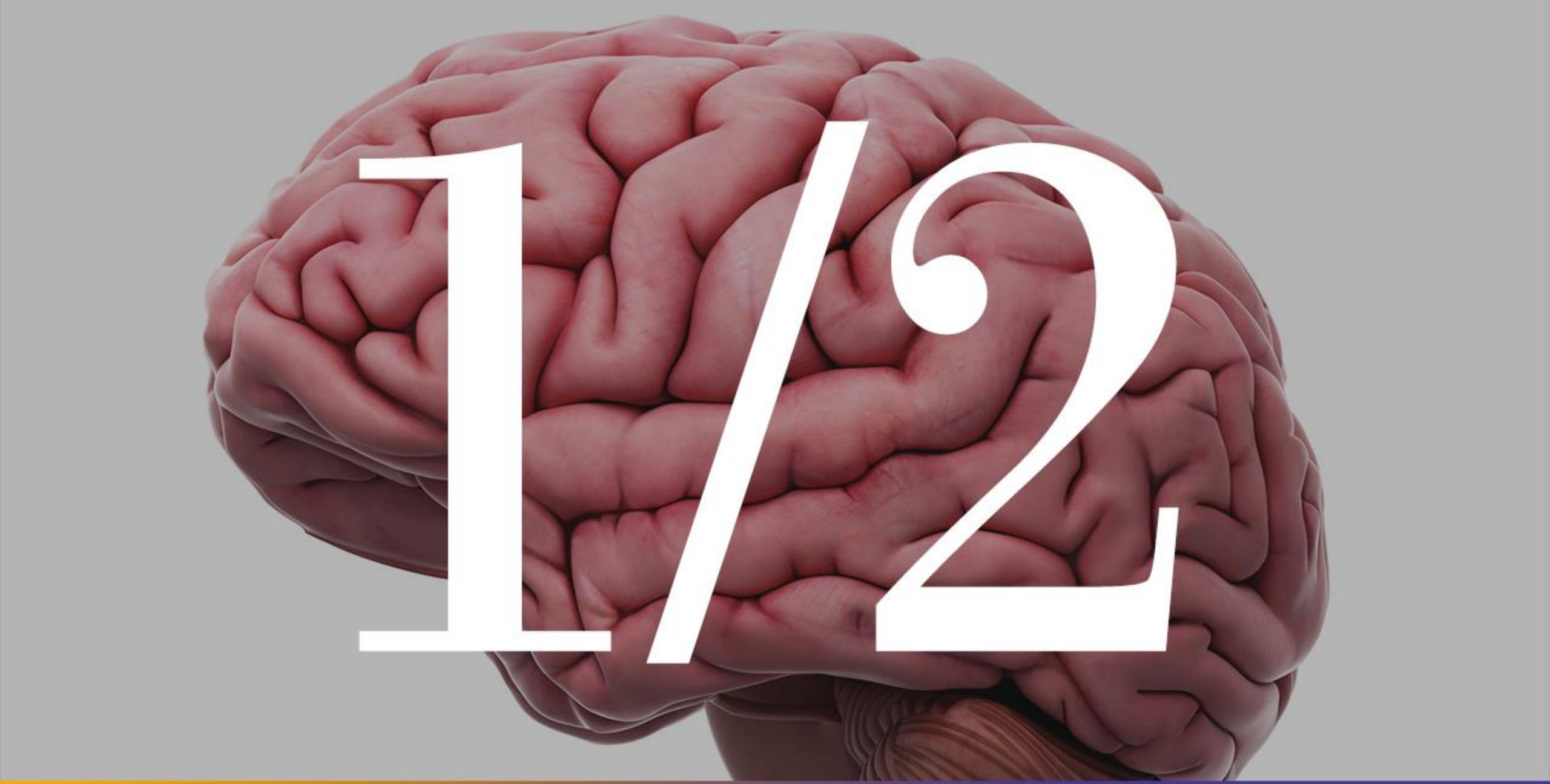

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PEBKAC

EDUCATION

TURNOVER

MINDFULNESS
IS HARD

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MY SOLUTION

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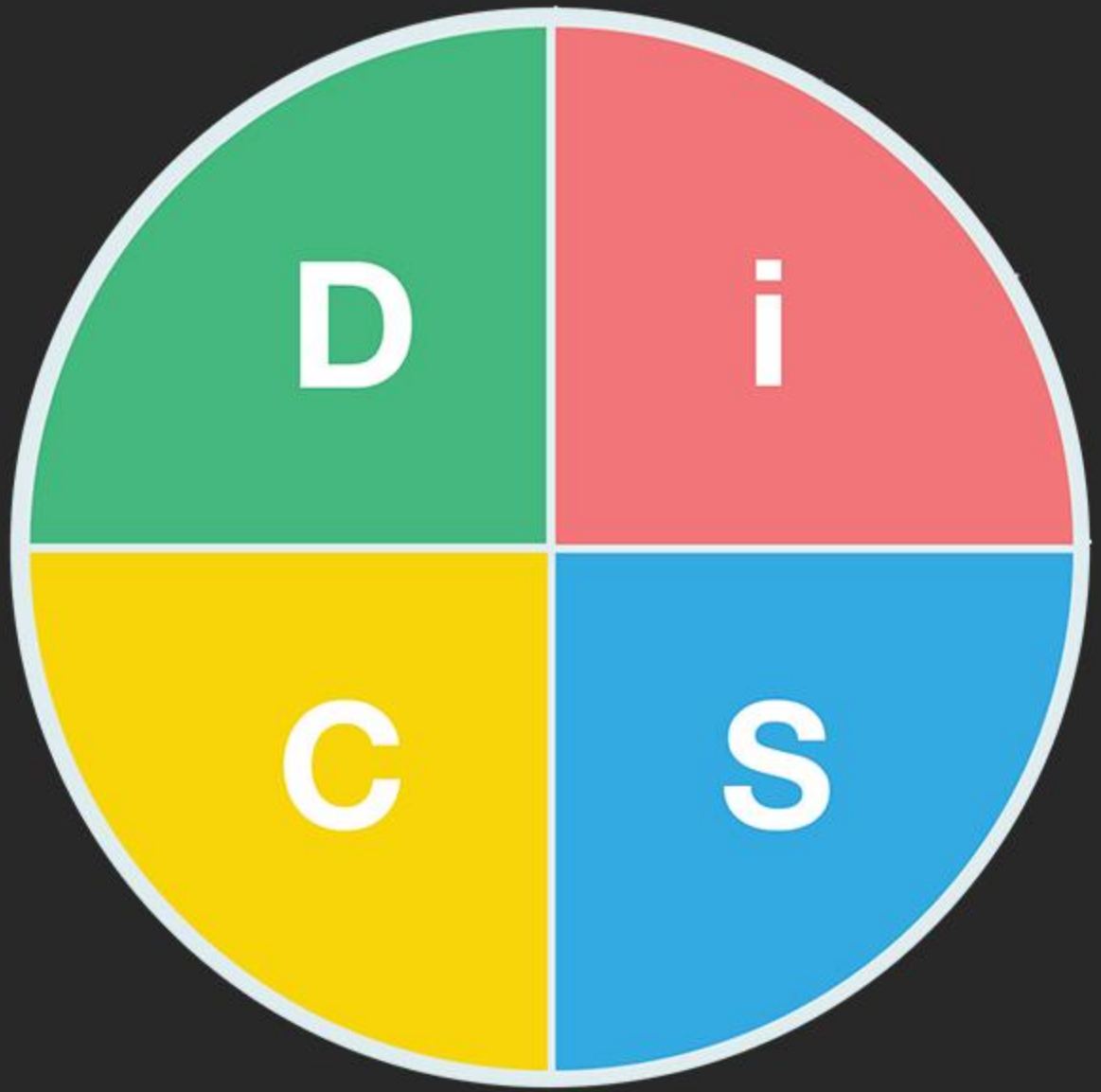
IDENTIFYING
POTENTIAL
HUMAN RISK
WITH DATA

Preventative Evaluation of Behavior for Kick Ass Cybersecurity

Crystal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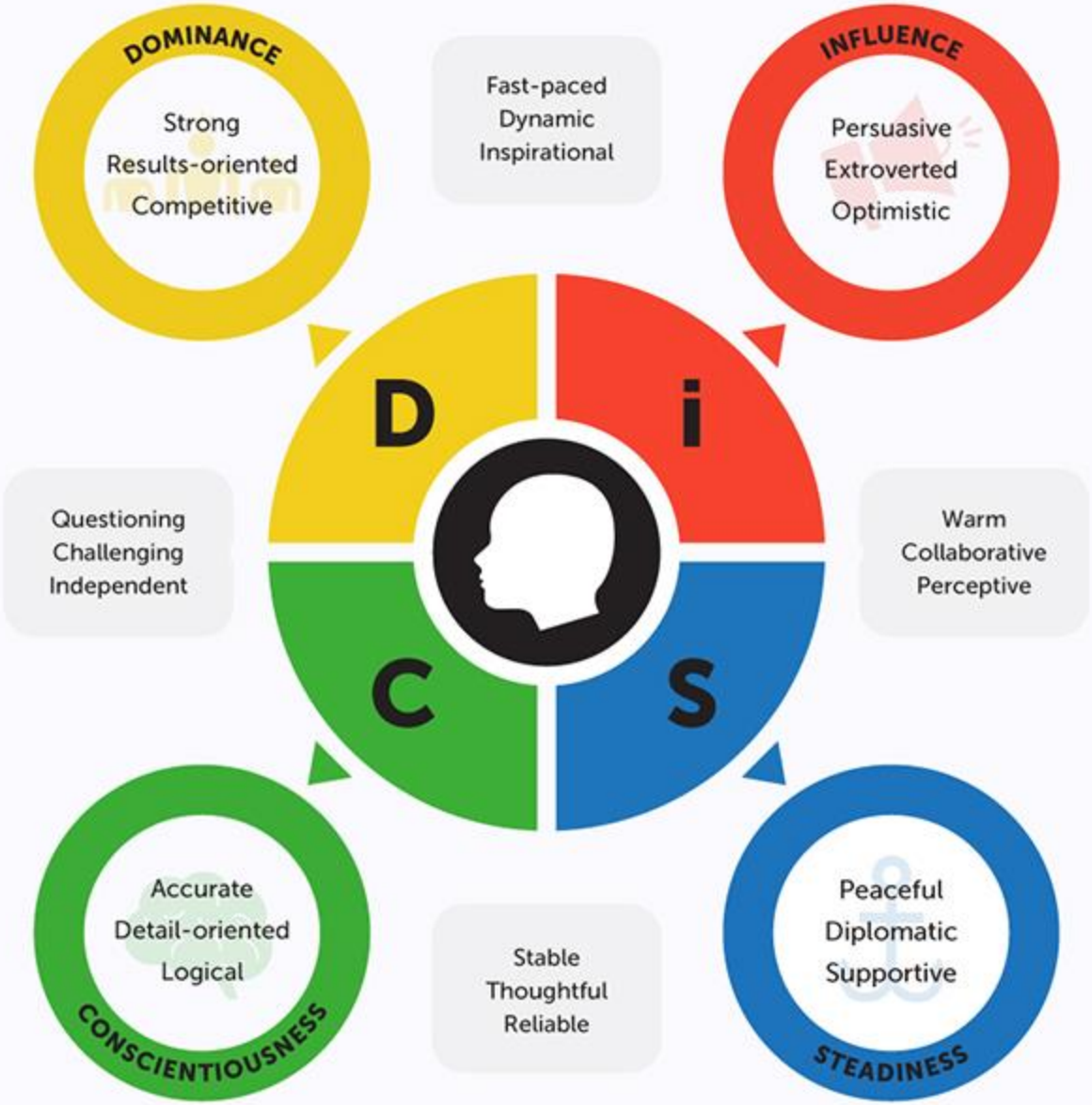
DOMINANCE
Strong
Results-oriented
Competitive
Fast-paced
Dynamic
Inspirational
INFLUENCE
Persuasive
Extroverted
Optimistic
D
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Questioning
Challenging
Independent
Warm
Collaborative
Perceptive
C
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Accurate
Detail-oriented
Logical
CONSCIENTIOUSNESS
Stable
Thoughtful
Reliable
Peaceful
Diplomatic
Supportive
STEADINESS

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Greg Skloot • 1st

President & COO at Crystal

Nashville, Tennessee

Message | More...

Crystal Knows

Northeastern University

See contact info

500+ connections

Hi, I'm Greg. Currently, I'm President & COO of Crystal, the app that tells you anyone's personality. Try it out at crystalknows.com. Previously, I was VP Growth at Netpulse (70 employees, $40M funding) where I led sales, customer success, marketing and

Promoted

Deltek

10 Hotspots-G
[Report] Get mar
hotspots in SLED
contracting

Johns Hopkins
Museum Master's
Certificate. Flexib

MBA Syracuse

Want to Skip t
Syracuse's online
waivers for work
req'd.

Learn the skills

Entrepr
Founda
Viewers:

Essenti
React D
Viewers:

PHP Es

Greg Skloot
Verified profile

Greg tends to be direct, fast-paced, and primarily driven by results or goals.

Quick Tip: Move quickly, but be precise.

Type: Architect (Dc)

Likes: big ideas

Avoids: stagnation

View Full Profile

CONVERSATION COACH

I need to...

Call Greg

So I can...

Make a sales pitch

GET ADVICE

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David H

David is likely to be enthusiastic, enterprising, and decisive, while favoring results over process.

SPONTANEOUS CONFIDENT VISIONARY

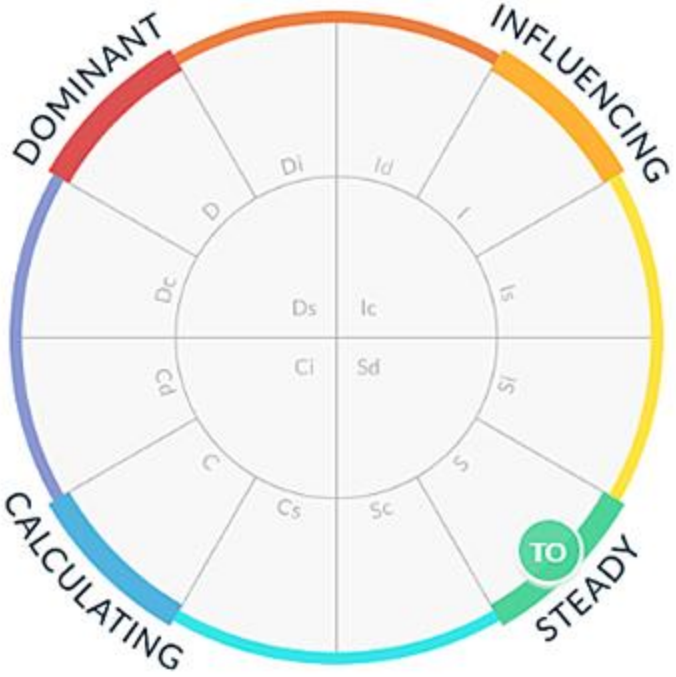
Tonya Olivas S

Tonya is diligent, stable, extremely perceptive, skeptical of change, and non-confrontational.

DISC Results

Predicted by Crystal

Tonya is focused on building supportive relationships with peers and colleagues.**Patient**, **accommodating** and **humble**, she is a reliable, neutral source of stability.

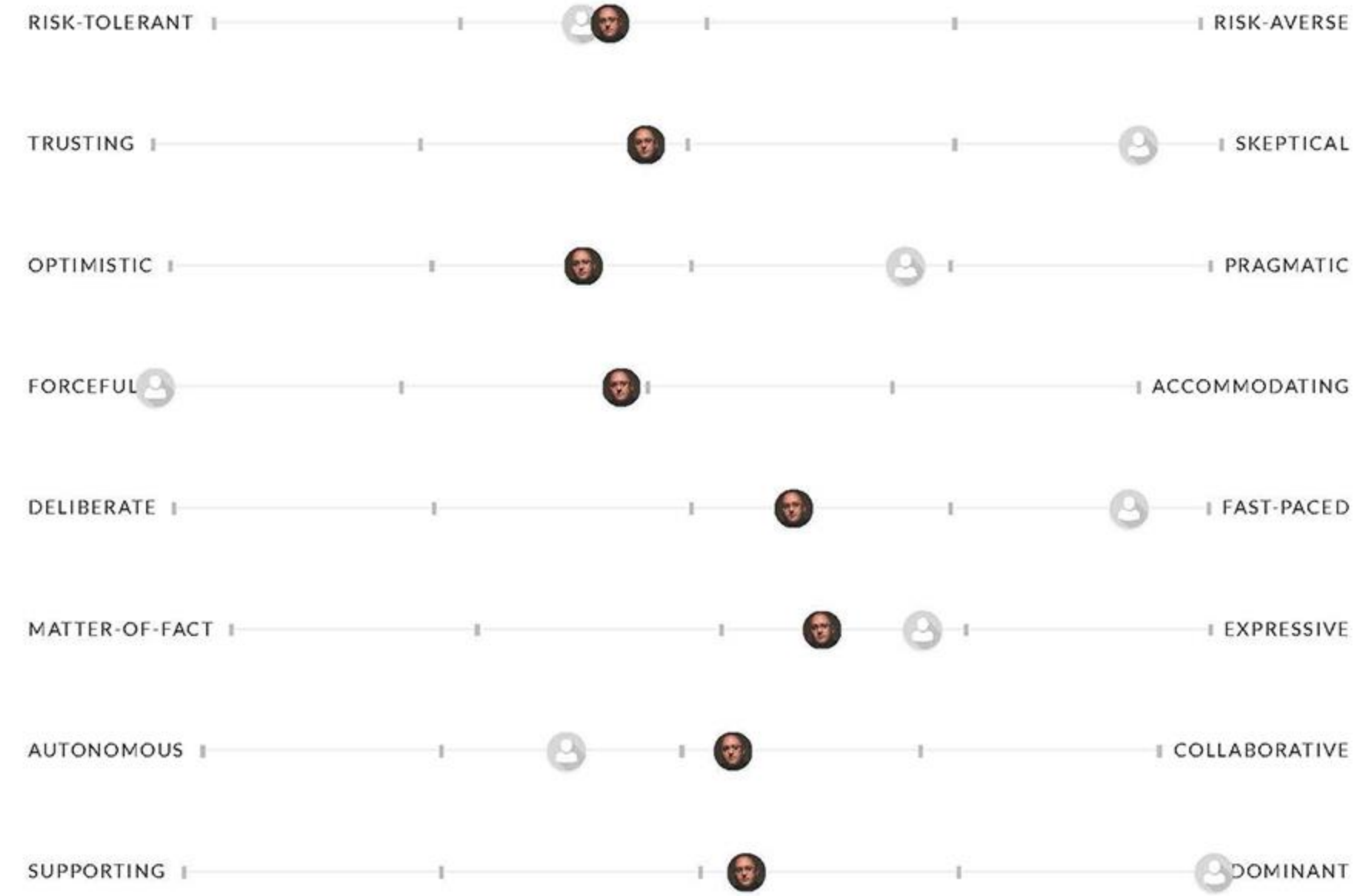


It comes naturally to Tonya to...

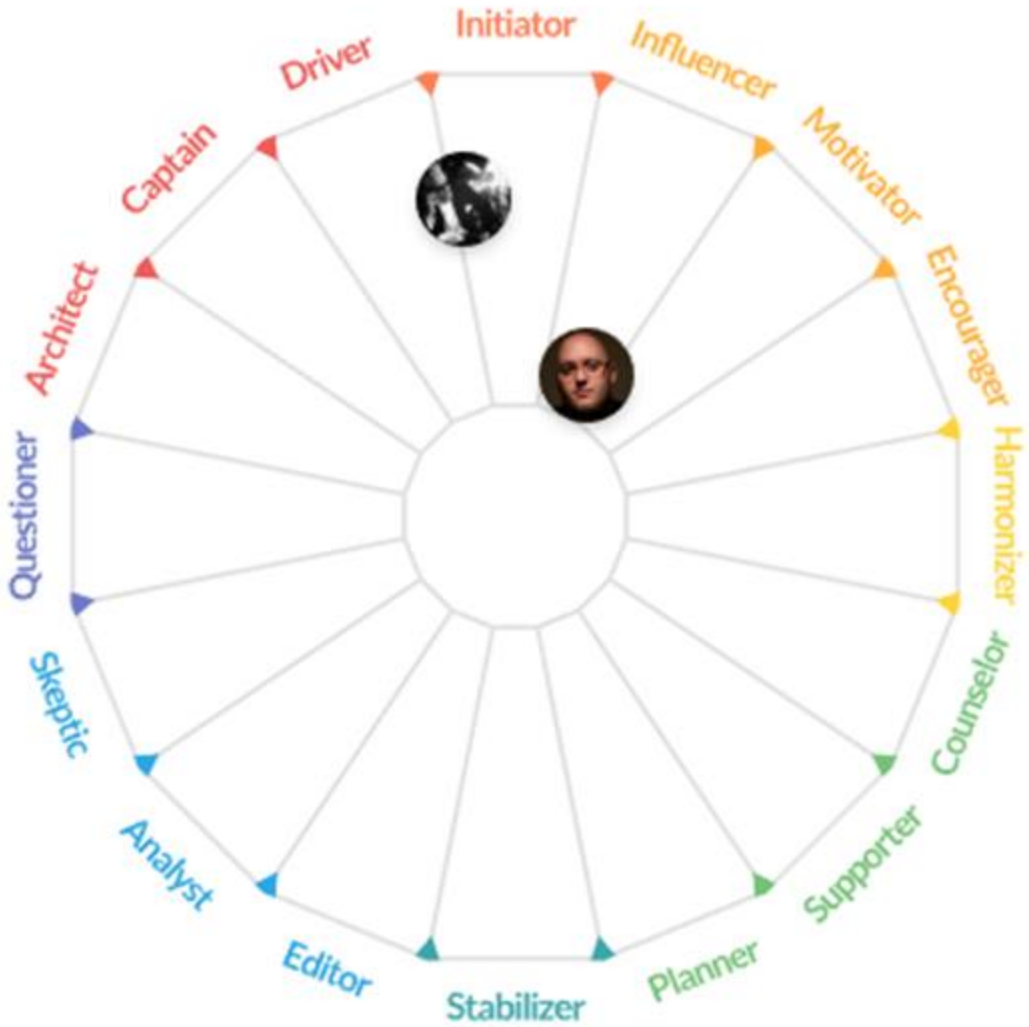
Enjoy a smooth and predictable work environment

Perceive subtle hints

Absorb information more quickly than others


RISK-TOLERANT
RISK-AVERSE
TRUSTING
SKEPTICAL
OPTIMISTIC
PRAGMATIC
FORCEFUL
ACCOMMODATING
DELIBERATE
FAST-PACED
MATTER-OF-FACT
EXPRESSIVE
AUTONOMOUS
COLLABORATIVE
SUPPORTING
DOMINANT

Potential blind spots for David
May not involve others in problem-solving due to desire for an immediate solution
May resist formal structures and rules.
May be overly brief in communication
May have trouble following consistent, predictable routines.



Archetypes | DISC types

Type: Initiator (DI)

David is likely to be enthusiastic, enterprising, and decisive, while favoring results over process.

Ryan is likely a quick learner with strong creative skills, and may bounce around between many interests.

Fit Score 30 out of 100

CASUAL | ADVENTUROUS | ENTHUSIASTIC

What comes naturally to Ryan
Trust someone quickly
Make hand motions while talking
Independently generate new ideas
Share big, inspiring ideas

↘ What drains Ryan
Feeling micromanaged
Using too much caution
Feeling stuck in the same place
Repetitive, routine tasks

SORRY, MARC.

	A	B	C	D	E	F	G
1	**Full Name**						
2							
3	**DISC Type**	Dominant	Influential	Conscientious	Steady		
4							
5	**DISC Type Skew**	D/I/S/C	D/I/S/C	D/I/S/C	D/I/S/C		
6							
7	**Dominant Traits**	Risk-Averse	Skeptical	Pragmatic	Accommodating	Fast-Paced	Expressive
8							
9	**Accent traits**	Clarity / Precision	Emotionally Detached	Logical Decision Maker	Gut Instinct Actor	Spontaneous	Anti-routine
10							
11							
12	**Point Value**						
13							
14	**Implied Risk**	Phishing/All Types	Lost Device	Password Laziness	No Fine Print Reading	Ignore Rules	Personal Surfing
15							
16	**Recommendations**	2FA	BreachSecureNow	Mobile Device Mgmt	Exfiltration Detection	Access Scrutiny	Password Hygiene
17							
18							

H	I	J	K	L	M	N	O	P	Q
Collaborative	Dominant	Risk Tolerant	Trusting	Optimistic	Forceful	Deliberate	Matter-of-Fact	Autonomous	Supporting
Over-delegates	Distaste for Detail	Robotic Communication	Meticulous	Visionary	Confident	Collected	Calm	Assertive	Persuasive
Attachment Opener	Click Before You Look	Aggressive Data Deletion							
Travel Alerts	Least Privileged Access	Additional Backups	Additional AV						

RISKS
IDENTIFIED

WELL PROTECTED
CLIENTS

HAPPY CLIENTS

THANK YOU

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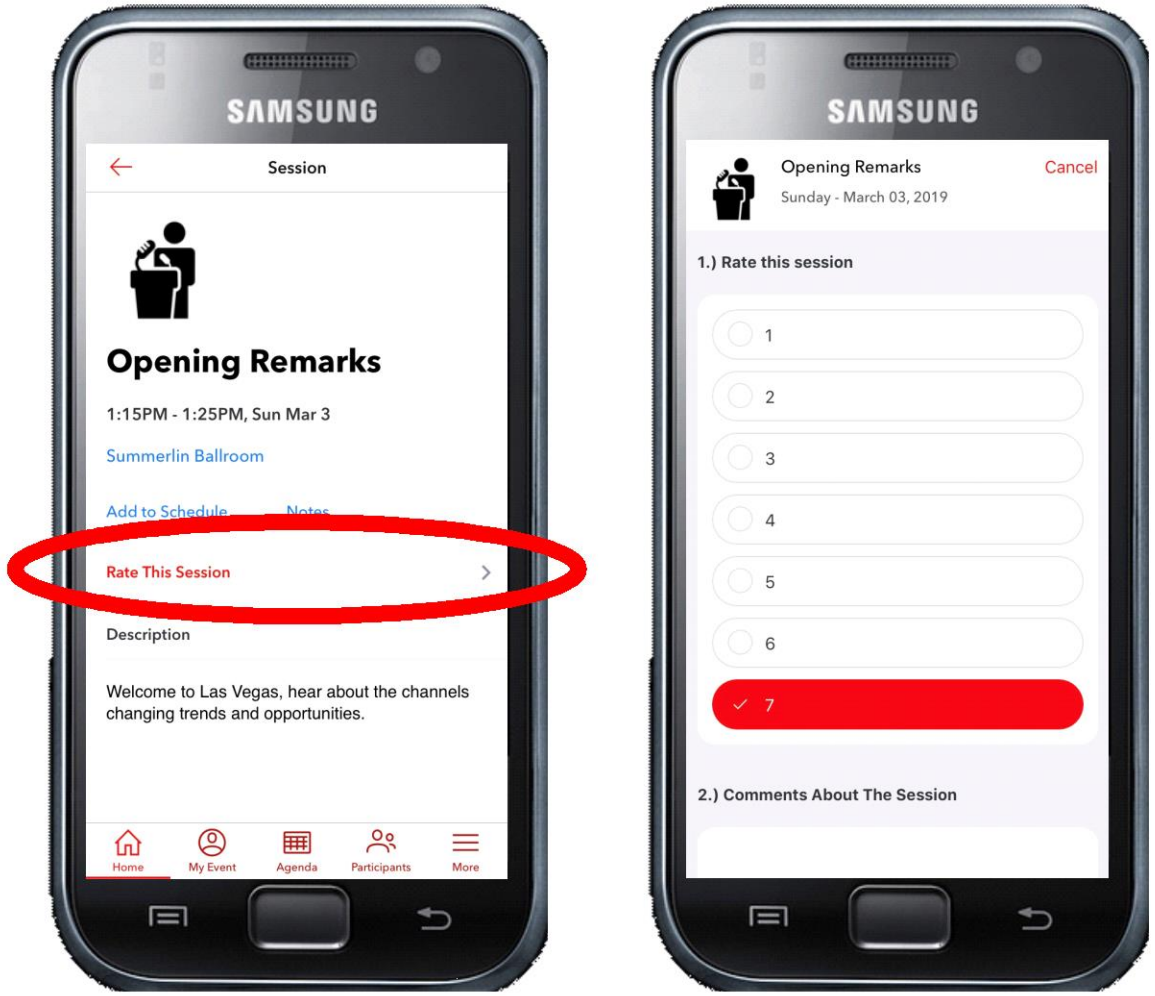
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