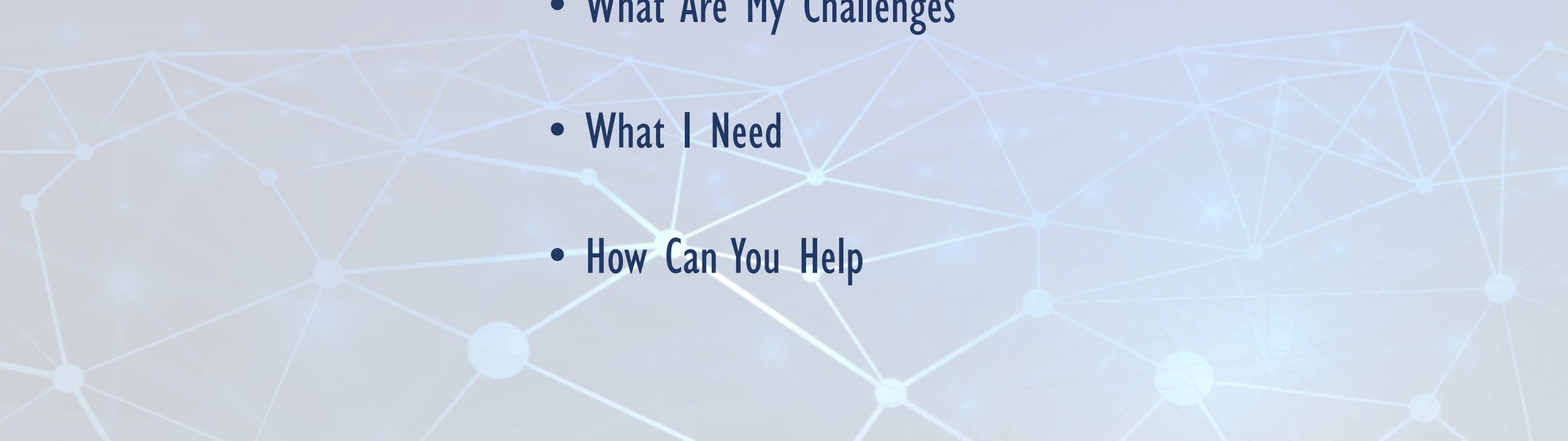


A Guide To CISO Security Woes

Paul Furtado — CISM, CCSK
Vice President, Information Security

Agenda

- Threat Landscape
 - What It's About For Me
 - What Are My Challenges
 - What I Need
 - How Can You Help
- 

“

Every organization has something
that someone else wants.

The Threat Landscape



What Its About For Me

1. Its About the Business

2. Its About YOUR Credibility

3. Its About the Strategy

4. Its About Best Practice

5. Its About the Culture

6. Its About People

7. Its About Action

8. Its About Success

Its About the Business



CEO	CFO & COO	CTO/CIO	CHRO	CMO & CRO
Loss of market share and reputation Legal exposure	Audit failure Fines and criminal charges Financial loss	Loss of data confidentiality, integrity and/or availability	Violation of employee privacy Loss of company reputation	Loss of customer trust Loss of brand reputation Loss of Sales

Its about the business NOT technology

Its About the Business

- 77% of CEOs and BoDs are optimistic about their firms ability to cope with a breach¹
- 67% are worried their organizations will have a significant security incident in the next 5 years²
- 33% are confident that high-value assets are adequately protected¹

Its About YOUR Credibility

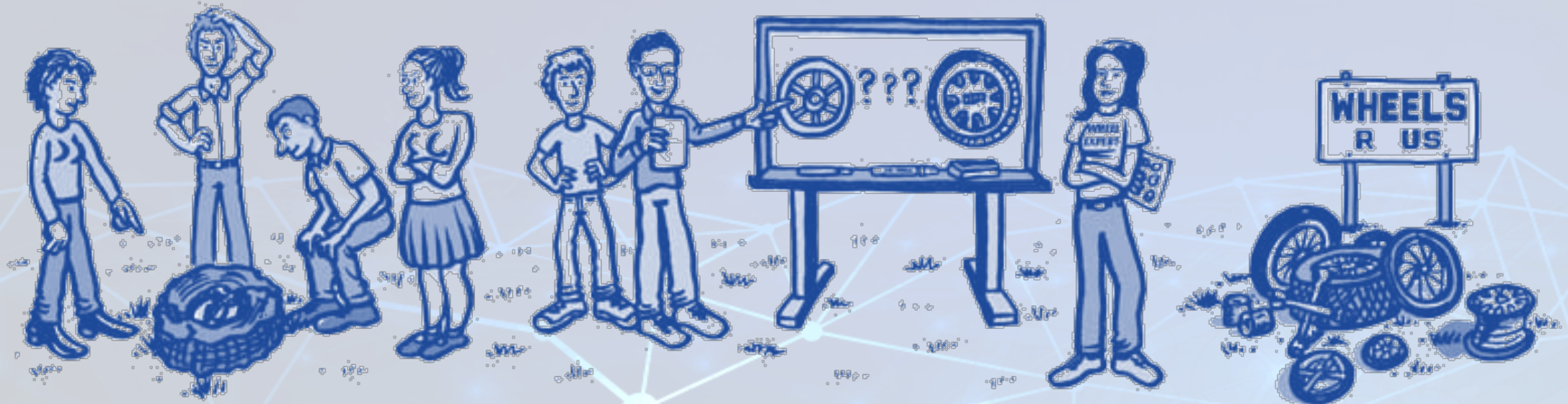
Take Your OWN Advice!



Its About the Strategy



Its About Best Practice



Its About the Culture



Its About the Culture



Its About the People



Its About Action



Its About Success



What Are My Challenges



Staffing



Budget



Expertise

What I Need



Insight



Monitoring



Management

How Can You Help



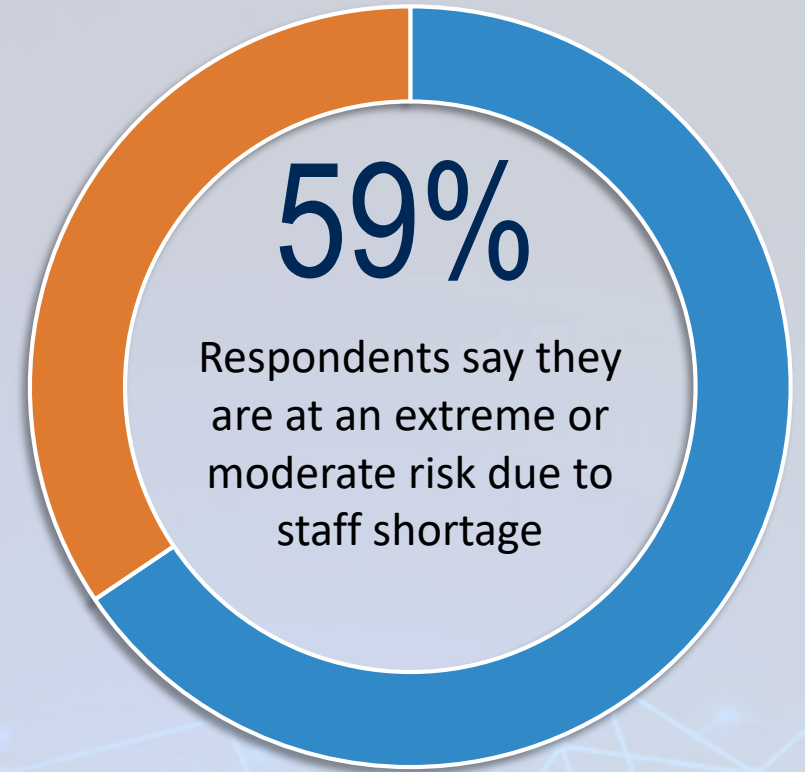
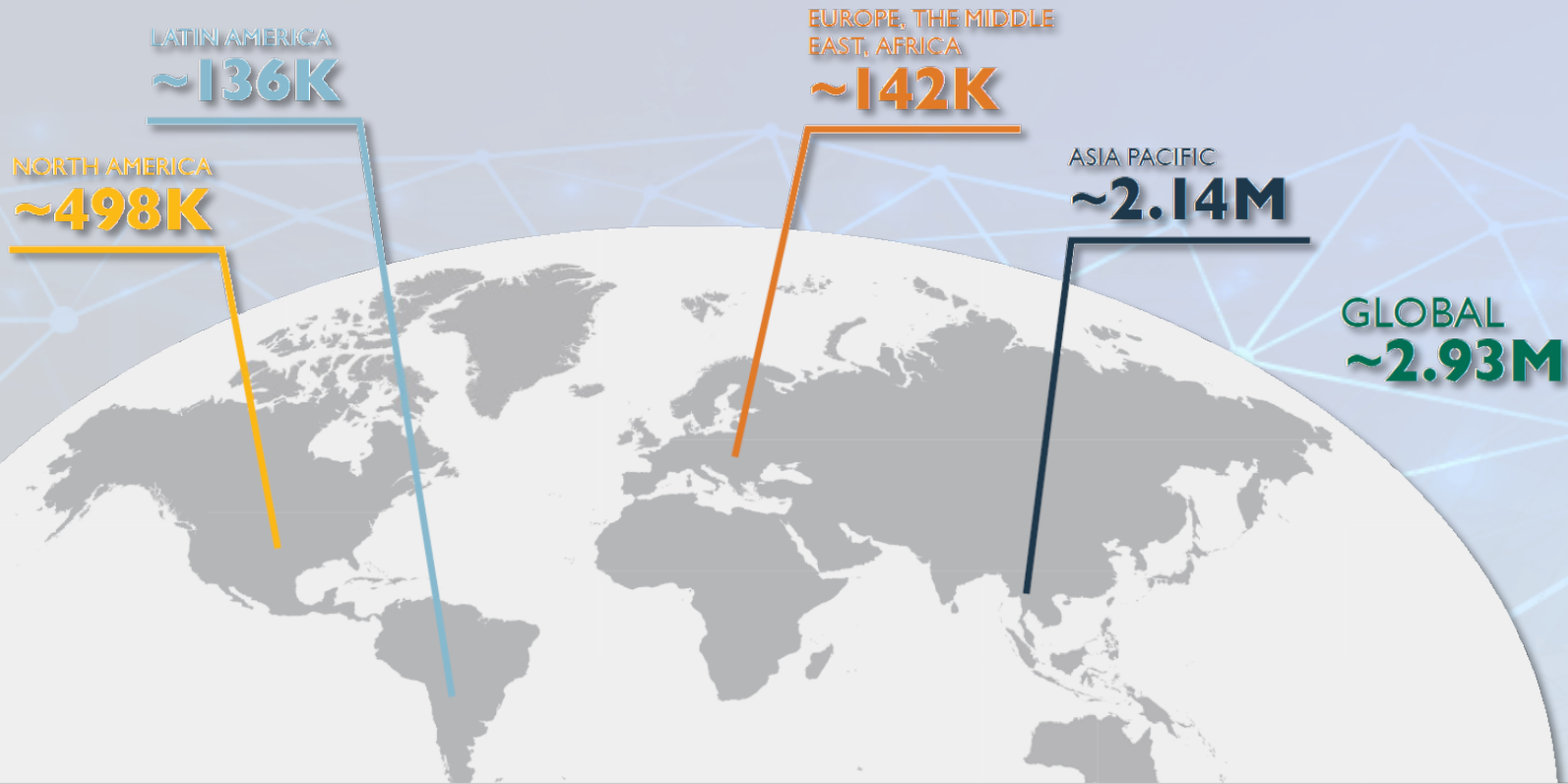
- Penetration Testing
- Threat Hunting
- Incident Response Services
- End Point Management
- vCISO Services

- Managed Detection/Response
- Security Operations Center
- Security Incident Event Management
- Identity Access Management
- Application Vulnerability Scanning



Staffing

Gap in Cybersecurity Professionals by Region





Budget

Cybersecurity Salaries: 2018 vs 2019 US\$





Budget

- MSSP - Cost Effective
- Select vendors that integrate with one another
- Negotiate purchases based on vendor fiscal periods
- Negotiate training costs as part of tool selection



Expertise

“ You don't know what you don't know ”





Expertise - Mitigation

- vCISO — Strategic Specialist
- Advisory Services
- Vendor Training Opportunities
- MSSP/VAR Training Opportunities

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