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Transform And Optimize Your Infosec Team With Managed Security Solutions

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TRANSFORM



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Current State of Information Security

- **Not many companies can afford** a dedicated team of security experts
- Most companies have **limited time and resources**
- Others are still dealing with the **ever-worsening skills shortage**



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Choosing A Managed Security Provider

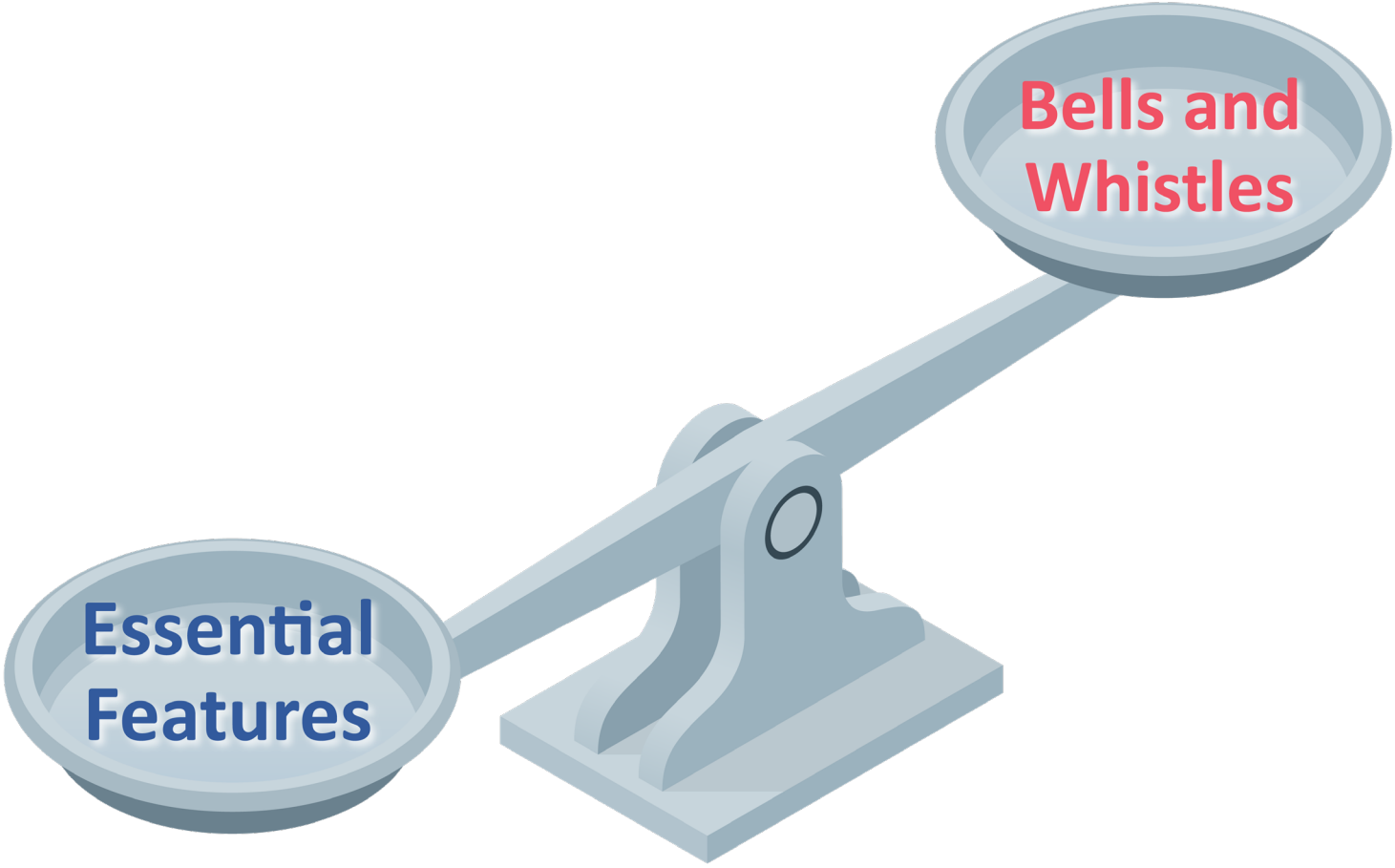
Six Steps For Vetting An MSP



Know The Needs Of Your Organization

- Know what you want out of the **relationship**
- Do you want to solve a **particular challenge**, or **augment** your security team?
- Don't get distracted; **identify your security gaps** and focus on solutions that are essential

Know The Needs Of Your Organization



Look For Service Proficiencies

- Narrow down contenders by **reviewing capabilities**
- Focus on services that **address existing security gaps**
- Seek superior **expertise**



EXPERIENCE



QUALITY



KNOWLEDGE



GOALS

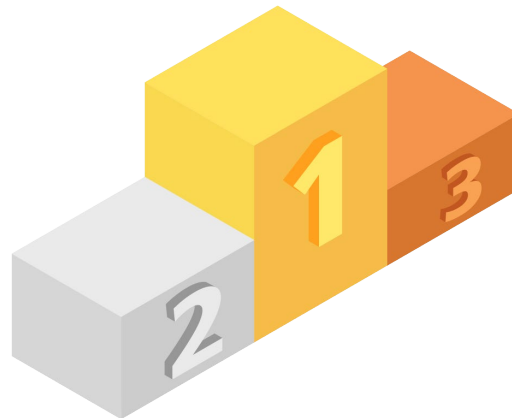


PERFORMANCE

The Perfect MSP

- You may find that a Managed Security Provider just might check all the boxes

TOP BRAND



Compare Deliverables And Service Options

- There is **no 'one-size-fits-all' solution** delivery model
- An organization should know where it excels, but more importantly also its **limits**.
- A service that aligns well with one organization **may not align well for you**

Compare Deliverables And Service Options

- Example **Customer A:**
 - Large, > 50,000 Employees
 - Already Has In-House Security Talent
 - Few Items of IP
- Objectives: Augment their team with a few skilled triage analysts

	Customer A	Customer B	Customer C
Company Size/Revenue	Large	Medium	Small
MSP Service Package	Low	Medium	High

Just an example...

Compare Deliverables And Service Options

- Example **Customer B**:
 - Small, ~ 50 Employees
 - 3 Full Time IT Employees
 - Inexperienced, Needs Strong Guidance
- Objectives: Stand up a security solution for the first time

	Customer A	Customer B	Customer C
Company Size/Revenue	Small	Small	Small
MSP Service Package	Small	Medium	Small

Just an example...

Compare Deliverables And Service Options

- Example **Customer C**:
 - Medium, ~ 3000 Employees
 - Proprietary Manufacturer
 - In Possession Of Intellectual Property From Other Companies
- Objectives: Realtime Incident Remediation & Perpetual Zoom Meeting

			Customer C
Company Size/Revenue			Medium
MSP Service Package			High

Just an example...

Compare Deliverables And Service Options

	Customer A	Customer B	Customer C
Company Size/Revenue	Large	Small	Medium
MSP Service Package	Silver	Gold	Platinum

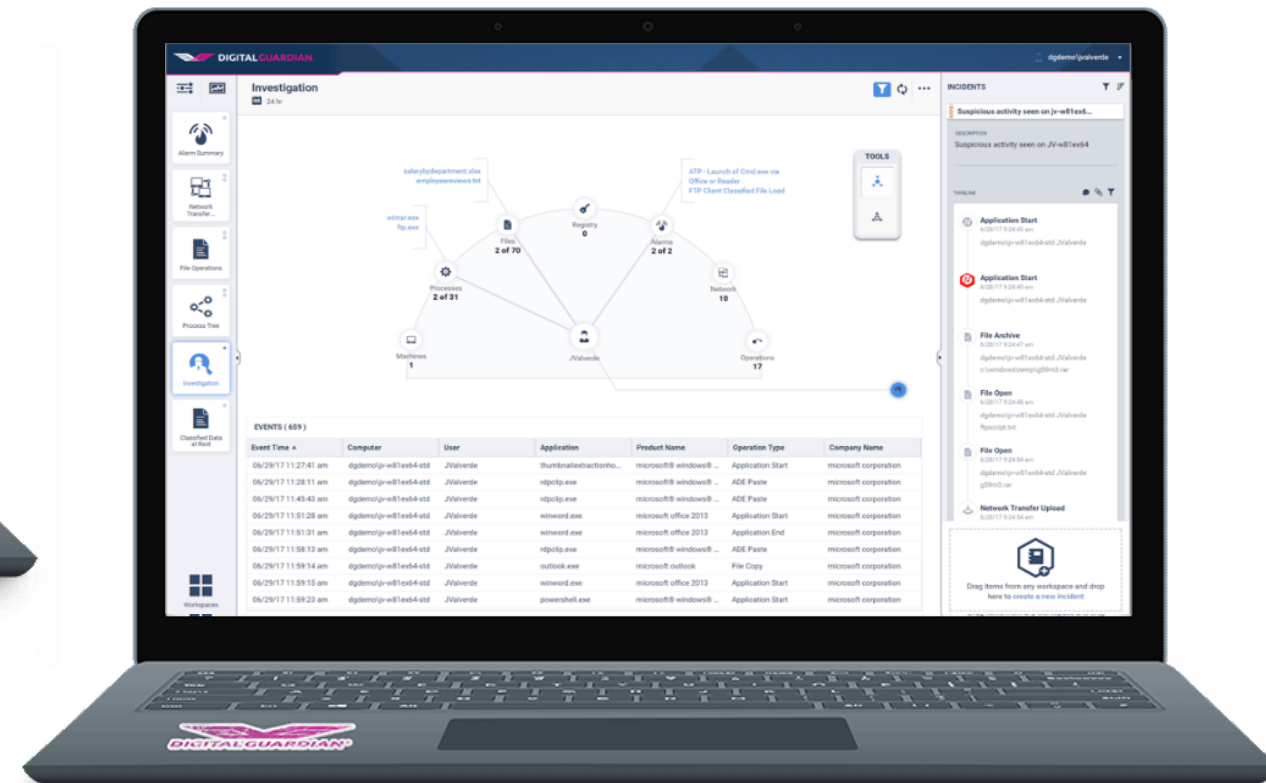
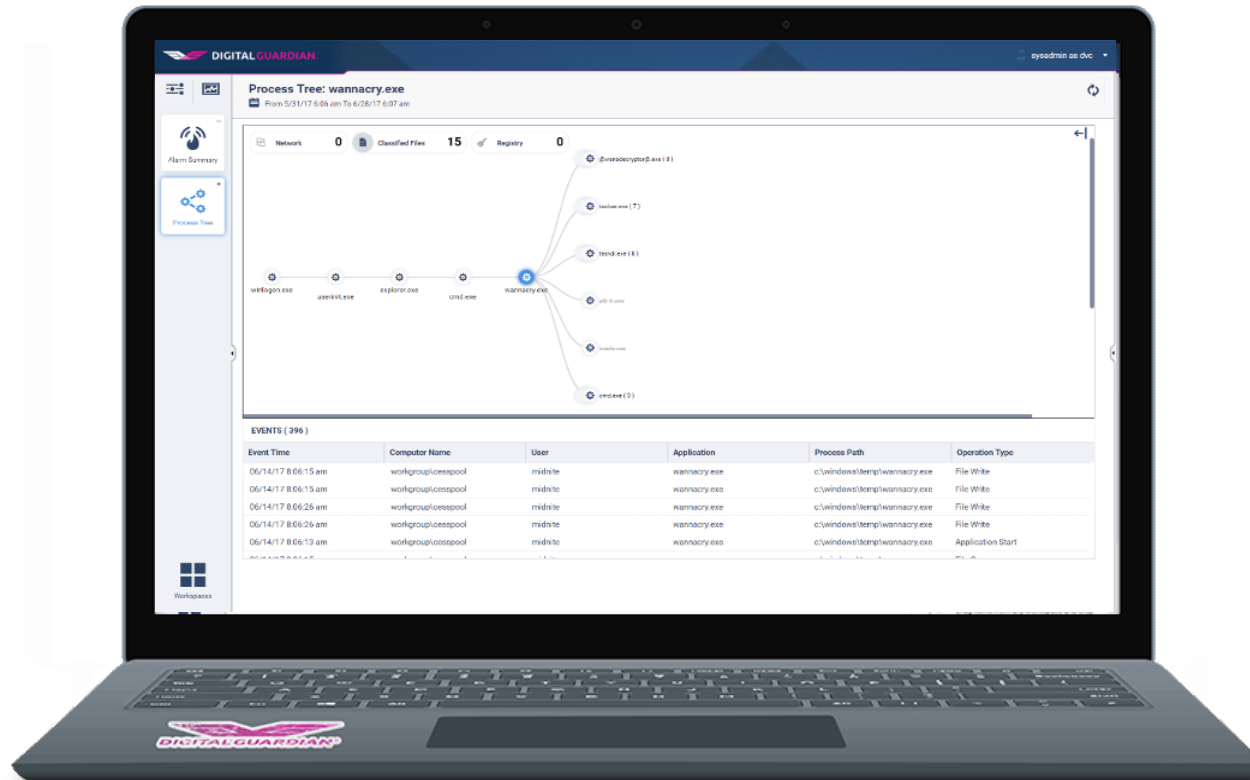
Just an example...

Consider The Reporting Methods

- Managed Security Providers need to provide an efficient way to **educate** executive management to **justify the spend**
- It is important to have a way to **measure** the progress and success criteria
- Make sure there is a way to **gain insight** and interpret the information your MSP provides



Consider The Reporting Methods



Look For Referrals

- Take **referrals** from trusted partners into account
- Ask for a list of **references** from each MSP
- References should provide you with **insight** into their overall experience



Don't Hold Back!

- What is your company's data actually worth?
- Cheap services are often low quality!



Some Data Breach Statistics

2020 - 2021

When remote work was a factor, data breaches increased in cost by:

\$1.07 Million

Source: Cost of a Data Breach Report 2021 by IBM Security

Some Data Breach Statistics

2020 - 2021

Average increase in total cost of a data breach:

10%

Source: Cost of a Data Breach Report 2021 by IBM Security

Some Data Breach Statistics

2020 - 2021

Per record cost of PII:

\$180

Source: Cost of a Data Breach Report 2021 by IBM Security

Some Data Breach Statistics

2020 - 2021

Average Cost of Ransomware Breach:

\$4.62 Million

Source: Cost of a Data Breach Report 2021 by IBM Security

Some Data Breach Statistics

2020 - 2021

Percentage with Fully Deployed Security:

25%

Source: Cost of a Data Breach Report 2021 by IBM Security

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Three Steps To Achieve A Successful Managed Security Program

The Essentials For Success



Three Essential Steps

- 1. Know Your Security Requirements**
- 2. Create a Relationship**
- 3. Continuously Communicate**

Know Your Security Requirements

- **Identify** your data that needs protection
- It is important to have **complete knowledge** of these assets
- **Communicate** these findings to your Managed Security Provider



Create a Relationship

- The **more interaction** you have with the MSP, the better the relationship will be
- It is important to be **aligned** on expectations
- Treat the MSP as an **extension** of your security team
- Keep the **dialog open** between teams



Continuously Communicate

- Schedule **quarterly business reviews** to discuss escalations, trends, configuration changes, etc. at a high level
- Reoccurring meetings can enable good **collaboration** between your security team and the Managed Security Provider
- Without **communication** the standards and criterion will decline
- Communication is key to a **successful engagement**

Three Essential Steps

- 1. Know Your Security Requirements**
- 2. Create a Relationship**
- 3. Continuously Communicate**

Apply What You Have Learned Today

- Next week you should:
 - Identify the security gaps and consider what solutions are must-haves
- In the first three months following this presentation you should:
 - Narrow down contenders by reviewing competencies
 - Focus on services that address existing security gaps
- Within six months you should:
 - Ask for a list of references from each Managed Security Provider
 - Make sure there is a way to gain insight from the information the Managed Security Provider will provide to you



Questions

Thank You!