Gartner Security & Risk Management
Summit 2018

Gartner Summits

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Meet the Gartner Analysts

Saniye Burcu Alaybeyi
Research Director

- IoT security market trends and vendor profiles
- Operational technology security market trends and vendor profiles
- Internet of Things architectural requirements
- IT/OT convergence and its security requirements
- Partnerships and system integrators in IoT

Jon Amato
Research Director

- Protecting enterprise environments against the threat of advanced malware
- Enabling secure web usage
- Securing the enterprise Internet of Things
- Using endpoint detection and response (EDR) tools

Christopher Ambrose
Research VP

- Developing a vendor management program, office or discipline
- Managing strategic IT vendors and service providers and an ecosystem of supply
- Developing a vendor risk management framework
- The market for IT vendor risk management solutions
- Managing vendor performance including performance metrics and scorecards

Augusto Barros
Research Director

- How to extract value from SIEM implementations
- How to implement and run an effective vulnerability management program
- How to select and maintain security monitoring use cases
- How to leverage threat intelligence in security operations
- How to improve visibility into endpoints and network for security operations

Toby Bussa
Research Director

- How do I implement or improve security operations in my organization, and what is the best approach?
- Evaluating, selecting, implementing and operating security monitoring tools (SIEM, UEBA, orchestration and automation, log management, big data platforms)
- Evaluating, selecting, implementing and interfacing with managed security services (MSSP) and managed detection and response (MDR) services
- Security monitoring strategies and options specific to midsize and small enterprise organizations.
- Best practices for threat and vulnerability management tools and services (vulnerability assessment, pen testing)

Jonathan Care
Research Director

- How to select and operate fraud detection and fraud prevention technologies
- How to deal with EMV adoption
- How to run PCI compliance programs
- How to select and manage QSA
- Identity proofing and assurance technologies

Anton Chuvakin
VP & Distinguished Analyst

- SIEM and log management, security analytics
- Vulnerability management
- Security incident response, network forensics
- Threat intelligence
- Managed security services usage

Ruggero Contu
Research Director

- Security Vendors - Go-to-market planning, product review, comp. landscape, service expansion
- Security Vendors - Acquisition, partnering and ecosystem planning for forward-looking trends
- Security investors - Emerging security technologies and trends, major security market disruptions
- Enterprise Security Buyers - Key security trends for budgeting and forward planning
- Enterprise Security Buyers - Project strategy for threat intelligence services, endpoint security, cloud security projects

Alan Dayley
Research Director

- Help clients determine information governance strategies
- Assist clients in selection and implementation of information governance technologies and solutions
- Assist clients in managing and governing large amounts of unstructured data
- Help clients implement file analysis tools for unstructured data governance, risk mitigation and efficiency/optimization
- Help clients with MDM and metadata management initiatives

Mario de Boer
Research VP

- Protecting endpoints against advanced malware
- Protecting the confidentiality of data on endpoints through encryption or rights management
- Safeguarding the confidentiality of email
- Protecting email against spoofing, malware, phishing and other threats
- Enabling secure collaboration

Sid Deshpande
Principal Research Analyst

- Enterprise Security Buyers - How does cloud computing affect security technology selection?
- Enterprise Security Buyers - How can organizations adopt managed security services?
- Security Vendors - What's the impact of digital business models on security strategies?
- Security Vendors - What are the emerging trends in cloud access security brokers?
- Security Investors - What are the future directions of security markets?

Jeremy D'Hoinne
Research VP

- Advanced threat detection (ATD) technologies, including network sandbox and network traffic analysis
- Firewalls, IDS, IPS and UTM assessment
- Security in bimodal IT, bimodal security and security staffing challenges
- Web application firewall and protection against DDoS
- Network security decision (segmentation, IPv6, DMZ and data center design, and technology selection)

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Peter Firstbrook
Research VP

- How do we reduce the number of endpoint infections?
- How do we evaluate the different endpoint protection platforms?
- How much should we pay for endpoint protection?

Dale Gardner
Research Director

- Security vendors - Market research identification of customer requirements, competitive landscape, product ideation and review.
- Security vendors - Go-to-market strategies and tactics, including target market and buyer persona definition, positioning and messaging, marketing and promotion strategies.
- Security vendors - Acquisition, partnering and ecosystem planning.
- Enterprise security buyers - Key application security issues and trends to facilitate strategic planning and budgeting.
- Enterprise security buyers - Product and process strategy and guidance for application security testing and protection initiatives.

John Girard
VP & Distinguished Analyst

- Enterprise mobility management products, services, policies, management, BYOD
- Smartphone/tablet security in depth, enterprise mobility management MQ
- Remote access, security, telework, work at home, VPNs, mobile data encryption and protection
- Wireless security, Wi-Fi, wireless intrusion prevention, travel security
- Mobile security maturity

Jay Heiser
Research VP

- How to assess security and compliance risks of cloud computing and SaaS
- Policy, process and product strategies to control public cloud risks

Patrick Hevesi
Research Director

- Mobile OS device security (BYOD and corporate managed)
- Mobile threat defense
- Collaboration security including O365, SharePoint, OneDrive - on-premises and cloud
- Denial-of-service protection - DDoS architecture and vendors
- CASBs and secure web gateways

Adam Hils
Research Director

- Securing networks - implementing firewalls, IPS and multifunction platforms
- Selecting IPS
- Making next-generation firewall (NGFW) decisions
- Web application firewall decisions
- Best-of-breed network security vs. multifunction platforms

Mark Horvath
Research Director

- Starting, growing and maintaining a secure software development life cycle, security roles, security champions
- Managing external security vendors, penetration testers and security specialists
- Driving security into existing development organizations
- Managing SAST/DAST/IAST/RASP testing tools as part of a secure SDLC
- Security and risk management strategy document reviews

Joanna Huisman
Research Director

- Driving security awareness and communications program optimization
- Architecting crisis communication messaging
- Executing companywide, global phishing programs

Michael Isbitski
Research Director

- ow do I develop secure web/mobile applications and web APIs? (S-SDLC)
- How can I verify security of web/mobile applications and web APIs? (AST)
- How do I adapt application security for agile development and DevOps initiatives? (DevSecOps)
- What are ways to mitigate exploits and abuse of web/mobile applications and web APIs with application security architecture?
- How can I ensure security of open-source software components in application development?

Brian Iverson
Research Director

- Identity and access management strategy, roadmap, business case, architecture, staffing and operations.
- Identity governance and administration (IGA), managing accounts and entitlements in distributed systems, provisioning, access requests, role-based access control (RBAC) and access certification.
- Segregation of duties (SOD) controls monitoring, managing access for applications with complex, role-based authorization models (such as SAP, Oracle, PeopleSoft, etc.).
- Identity and access management (IAM) professional services, which include consulting, system integration, and managed and hosted services.
- Password management, which includes password synchronization and self-service password reset (SSPR) for heterogeneous environments.

Mark-Thomas Jaggers
Research Director

- Disaster recovery strategies
- IT service continuity and resiliency
- Cloud disaster recovery
- Disaster recovery as a service (DRaaS) providers
- Availability and disaster recovery metrics
- IT key metrics usage for data center costs

Kelly Kavanagh
Principal Research Analyst

- Whether and how to outsource security monitoring operations
- Selecting and deploying security monitoring products and services
- Selecting and deploying vulnerability management products and services
- Selecting managed detection and response security services

Elizabeth Kim
Senior Research Analyst

- End-users and vendors: Corporate compliance and oversight solution providers
- End-users: How do I manage my organization's compliance requirements?
- Vendors: Top trends and providers in the integrated risk managment (IRM) solutions market

Deborah Kish
Principal Research Analyst

- Vendors: Strategic positioning of security vendors for data security solutions
- Vendors: How to identify strategic partnerships?
- Vendors: What are the major trends in end-user spending in security?
- Vendors: Identifying addressable market for security equipment and opportunities
- Vendors: What are the adjacent technology markets?

Ramon Krikken
Research VP

- Mobile app security and web services security, including WAF, API gateways and secure development
- Structured and unstructured data masking, anonymization, tokenization, database security, DAP/DAM
- Cloud access security brokers (CASBs) and securing software as a service (SaaS)
- Internet of Things security - IoT security

Craig Lawson
Research VP

- Selection and implementation of infrastructure protection technology and cloud security
- Selection and implementation of security monitoring products and services, including SIEM, threat intelligence, APT, DDoS, WAF, firewall, IPS, IDS, UEBA, UBA
- Implementation of a vulnerability management strategy
- Managed security service providers
- Threat intelligence

Avivah Litan
VP & Distinguished Analyst

- Endpoint security vendors: How do I position my products and services for success? What are end users asking for? What are the competitors doing?
- Security analytics and UEBA vendors: How do I position my products and services for success? What are end users asking for? What are the competitors doing?
- Security vendors and end users: What are the trends in cyber- and other types of attacks? And what are the promising trends in solutions to counter them?
- Endpoint and UEBA vendors: What are the most effective routes to profitable growth? How large are our markets? What drives their growth?

Brian Lowans
Principal Research Analyst

- Database encryption, unstructured file encryption, and encryption key management
- Data encryption and data residency for CASB, Cloud SaaS and IaaS
- Database activity monitoring, and data-centric audit and protection
- Electronic signatures or digital signatures
- Data security governance and infonomics

Neil MacDonald
VP & Distinguished Analyst

- Securing next-generation virtualized data centers and workloads
- Securing cloud-based infrastructure-as-a-service deployments
- Successfully removing administrative rights from Windows users
- Securing cloud services access using cloud access security brokers (CASB)
- Endpoint protection strategies focusing on detection and response (EDR)

David Mahdi
Research Director

- Identity assurance (identity proofing, user authentication and trust elevation) strategy and planning
- X.509 certificate management, SSL, SSH and mobile
- Hosted or on-premises PKI technology, planning, strategy and IoT (Internet of Things)
- Blockchain as it pertains to Identity and access management, and data security
- General identity and access management and data security - planning, technologies and strategy

Rob McMillan
Research Director

- Security strategy, governance, organization, budget and staffing
- Presenting risk and security to senior management and the board
- Measuring security and its relevance to business objectives
- Security policy development and implementation
- Security incident response planning

Ian McShane
Research Director

- How do we reduce the number of endpoint infections?
- How do we evaluate the different endpoint protection platforms?
- How can I improve the detection of endpoint security events?
- How can I improve my security strategies and policies for the modern digital business world?
- How much should we pay for endpoint protection or EDR?

Marc-Antoine Meunier
Research Director

- Data Classification Policies and Tools
- Data Access Governance
- Data-Centric Audit and Protection
- Data Loss Prevention
- Data Masking

John Morency
Research VP

- For Vendors: Identifying Software-Defined Data Center (SDDC) and Software-Defined Infrastructure (SDI) Market Opportunities
- For Service Providers: Identifying Hybrid Data Center Market Opportunities
- For End Users: Developing an IT Resilience Strategy
- For End Users: Utilizing Public Cloud Services for IT Operations Recovery and Resilience

Claudio Neiva
Research VP

- Selection and implementation on network security technologies
- Developing an operationally effective SIEM operations
- Leveraging security resources within network LAN/WAN equipment
- Select and deploy network access control (NAC)
- Select and deploy intrusion prevention system (IPS)

Sam Olyaei
Senior Research Analyst

- Creating a security program
- Security strategy, governance, organization, maturity, budget and staffing
- Security policy development and implementation
- Security board presentations including metrics and executive communication
- Trends in cybersecurity

Lawrence Orans
Research VP

- Developing strategies for advanced threat defense
- Best practices for selecting and implementing secure web gateway (SWG) solutions
- Mitigating the impact of DDoS attacks
- Developing network access control (NAC) policies for BYOD and guest networks
- Adopting cloud-based security services

Earl Perkins
Research VP

- How do frameworks, metrics and systems for risk management combine to manage complex risks for organizations?
- How are organizations managing operational risk concerns?
- How do digital business initiatives affect risk?
- How do organizations develop effective cybersecurity strategy?
- How is digital security changing the face of IT security in the organization?

Tricia Phillips
Research Director

- Selection and operation of new fraud prevention technologies for payment fraud
- Addressing sophisticated attacks for account takeover and new account fraud
- Card not present payment solutions
- Call and contact center fraud prevention
- Best practices in omnichannel fraud prevention and consumer behavior analytics"

Lawrence Pingree
Research VP

- What are the competitive factors security technology providers must know?
- What are the critical partnerships security providers must leverage?
- What do clients and vendors need to know to make better security decisions?
- What are the latest security trends, and how will they affect clients?
- SMB: How can smaller tech providers best position, market and develop their security technologies?

Paul Proctor
VP & Distinguished Analyst

- CIOs bridging risk and security to business need
- Measuring digital business transformation through KPIs
- Linking risk management to corporate performance
- Mapping key risk indicators into key performance indicators
- Board-level reporting for security and risk

Steve Riley
Research Director

- Security capabilities of major public cloud providers (Amazon Web Services, Microsoft Azure, Office 365, others)
- Designing, deploying, and using cloud workloads securely
- Cloud provider compliance certifications
- Cloud-based security services, security as a service, software-defined security
- DevOps and security

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Mary Ruddy
Research VP

- Implementing single sign-on (SSO), including federated access management in general
- Identity and access management preparations for Microsoft Office 365
- Protecting APIs
- Identity standards including SAML, OAuth, OpenID and OpenID Connect
- Consumer identity and access management including bring your own identity (BYOI)

Gorka Sadowski
Research Director

- How do I align security monitoring technology and services with business imperatives.
- Evaluating and selecting security monitoring technologies such as SIEM and UEBA, and security services such as MSSP and MDR.
- Implementation and operation of security monitoring technologies and services.
- Support for vulnerability management initiatives, including best practice, and selection and deployment of technologies and services

Tom Scholtz
VP & Gartner Fellow

- What are the characteristics of successful, mature security programs?
- What are the characteristics of effective security strategy planning?
- What are the characteristics of effective security governance?
- What is the best organization structure for security?
- How can I improve my security risk management practices?

Pete Shoard
Research Director

- Aiding selection of the most effective MSSP
- Defining security monitoring services and technologies strategy
- Identifying appropriate security analytics toolsets for use cases
- Setting best practice for security operations

Rob Smith
Research Director

- Mobile security
- MDM decision and deployment
- Mobile authentication
- Mobile VPN/remote access
- App containers/app wrapping

Matthew Stamper
Research Director

- Linking security and privacy practices to risk management and business strategy.
- Developing legally defensible incident response procedures.
- Developing practices to assess vendor security risk.
- Developing strategies to assess audit risk, especially for service providers.
- Developing strategies to address cybersecurity staffing shortages.

Justin Taylor
Research Director

- Market & Competitive Intelligence Management
- Go-to-Market Planning
- Sales and Sales Enablement Strategy
- Product Assessment/Selection
- Identity Management Program

Katell Thielemann
Research VP

- IT buyers: Adoption curve of major technologies and government-specific solutions
- IT buyers: Positioning as a provider in a changing competitive landscape
- Vendors: Market sizing for major and emerging government spending areas
- Vendors: Government go-to-market strategies and key government CxO messaging
- Investors: Opportunities in U.S. federal IT

Ayal Tirosh
Senior Research Analyst

- Application security
- Data masking/obfuscation
- Application security as a service
- Runtime application self-protection
- Application security program

Wam Voster
Research Director

- What is the ideal organization structure for security?
- What services and processes should the security function focus on?
- How should a security program be run?

Jeffrey Wheatman
Research Director

- Building a security program from scratch or fix one that is underperforming
- Security and risk metrics and reporting
- Presenting to the board of directors and senior business leaders
- Build, improve, mature and leverage processes for security and risk management
- How can SRM leaders more effectively communicate with non-IT stakeholders

John A. Wheeler
Research Director

- Integrated risk management (IRM) technology solutions and professional services
- IRM go-to-market strategies and messaging
- IRM market opportunities and forecast trends
- IRM competitive landscape
- Executive leadership

Bart Willemsen
Research Director

- Employee and customer privacy/data protection concerns
- Reviewing guidelines, privacy and risk management programs and policies
- Developing privacy management, incident response, security and compliance programs
- Privacy-related concerns when working with EU companies (e.g., GDPR)
- Integrating security and privacy in overall risk management process

Roberta Witty
Research VP

- How to develop and manage business continuity management programs
- How to communicate the business value of BCM to management
- How to create and manage BCM plans that actually work
- What technologies should organizations use to manage their BCM programs
- How to manage a crisis

Neil Wynne
Senior Research Analyst

- Email security (secure email gateways, phishing and email encryption)
- Electronic signature
- Identity and access management as a service (IDaaS)
- Single sign-on (SSO)

Dionisio Zumerle
Research Director

- How to create and implement a secure mobility strategy (including BYOD security)
- How to develop, test and deploy secure mobile apps (including consumer-facing apps)
- How to choose a mobile security solution (EMM, mobile threat defense, mobile app reputation)
- How to protect connected devices (smartphones, tablets, wearables and other connected IoT devices)
- How to protect enterprise communications over mobile devices (voice encryption, IM encryption, ...)