



Dan's Cyber Thought Hierarchy

Value

Money/Resources

People

Opportunities

Risks

Challenges

Capabilities

Solutions



Cyber Security Realities, 2022

Most orgs don't have a security budget

Most orgs don't have a CISO

Most orgs don't have a SOC

MSPs generally don't have security specialists

Outsourced SOCs generally doesn't work well

Execs focus on tools rather than people

There is a skills gap!

Supply chain assurance questionnaires are commonly not accurate

People still misrepresent their security capabilities

Security is NOT a priority for many orgs

Most postures are weak

We still have lots of work to do!



CISO - First 100 Day Activities

Learn the business landscape and make connections

Understand the financial landscape, build a business case & secure budget

Learn the people, skills, capabilities and gaps

Develop a business architecture view

Attack Surface Model from an Internet Facing Perspective

Understand the supply chain

Conduct an internal asset discovery

Develop an enterprise risk appetite statement

Do a maturity assessment and control mapping

Crown jewels analysis and threat modelling

Create cyber security roadmap

Improve something



Business Value Stream

Customers

"The Business"

Service and Product Delivery

Back Office

Supporting Technology and Platforms

Supply Chain



Corporate Cyber Risk Management

What is risk in relation to revenue? (current and future potential)

What legal risks are there?

What are the contractual obligations?

What does the threat landscape look like?

What political risks are likely in the near future?

What are the future business plans and where are the risks to these?

How do business resilience plans stack up against likely cyber incidents?

What historic incidents have occurred?

Where are the key business assets? What are the supply chain risks?

Do our security capabilities align to defending against likely risks?

Are the team aware of the cyber risks?

Are we covered for a "bad day" scenario?



Business Landscape

What do we sell?

Who are our customers?

What is the split of revenue by LOB delivery stream?

Who are the key stakeholders? What does the business org look like?

What is our business risk governance approach?

What's in the current risk registers?

Do the risk registers reflect the business architecture?

Who are the key suppliers?

Are there future business changes on the business roadmap that may fundamentally alter the landscape?

What are the business mission, vision, goals and objectives?

What does the business cost/opportunity portfolio look like?

What budget do we have for cyber security?



Threat Landscape

Human	Environmental	Social, Economical, Political, Legal
Nation State	Natural Disasters	Legal
Serious Organised Cyber Crime/Cybercrime	Physical/Facilities	Regulatory
Cyber Terrorists	Infrastructure	Political
Hacktivist/Lone Wolf		Economics
Malicious Insider/Supply Chain Malicious Insider		

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Human Error



Cyber Value Enablers

Reduce/Manage Risk

Gain competitive advantage in the marketspace

Cyber as a USP

Cost Optimisation

Business Intelligence through CYBER INTELLIGENCE

Reduce compliance costs

Increase market attractiveness

Demonstrate supply chain assurance

Democratise Cyber

Reduce likelihood and impact of incidents

Cyber as a business enabler/Cyber as a Customer Product

Business Portfolio Intelligence