



Session SAS-26014

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HI EVERYONE!



CRob



Kevin
(not CRob)

WHO ARE **THESE** GUYS?



A STORY IN 3 PARTS

Welcome to Westfield Group.

since 1848



Cleveland, OH



Indianapolis, IN

Columbus, OH



Nashville, TN



Land



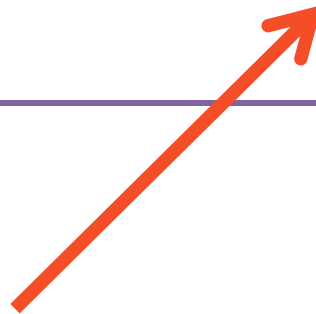
ABOUT THE GOLF COURSE COMPANY





WESTFIELD
GROUP

Sharing Knowledge. Building Trust.®





SO, YEAH, ...CARTS AND HORSES...



SO THE JOURNEY BEGINS



FIVE GUYS®

BURGERS and FRIES



(and peanuts!)



...5 GUYS AND NO CERTS



HOW WE WERE GEARED



CONTEXTUALIZATION

You keep using that word.
I do not think it means what you think it means.

INCONCEIVABLE!



THERE IS NO SPOON

BUT KEVIN....THERE IS NO SPOON

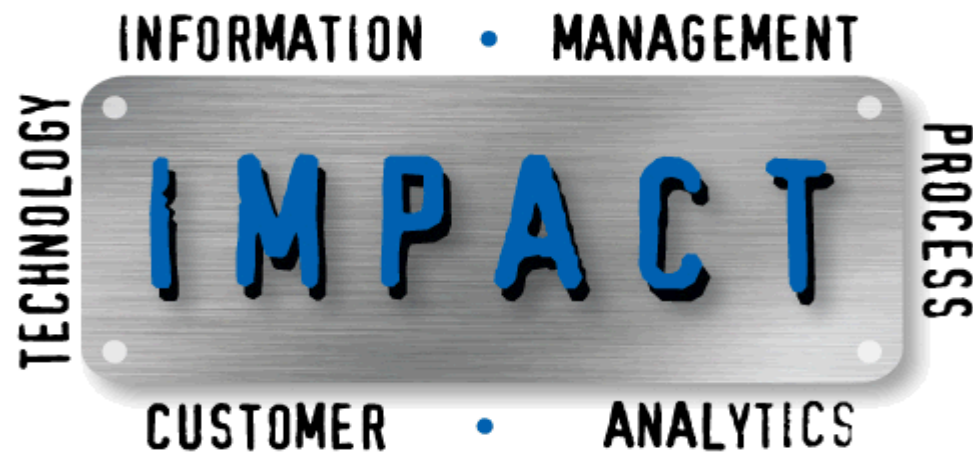
JENKINS, GET ME A DEAD HORSE



I'D LIKE TO BEAT IT

quickmeme.com

SO YEAH, MOVING ALONG



DARK CLOUDS ON THE HORIZON...



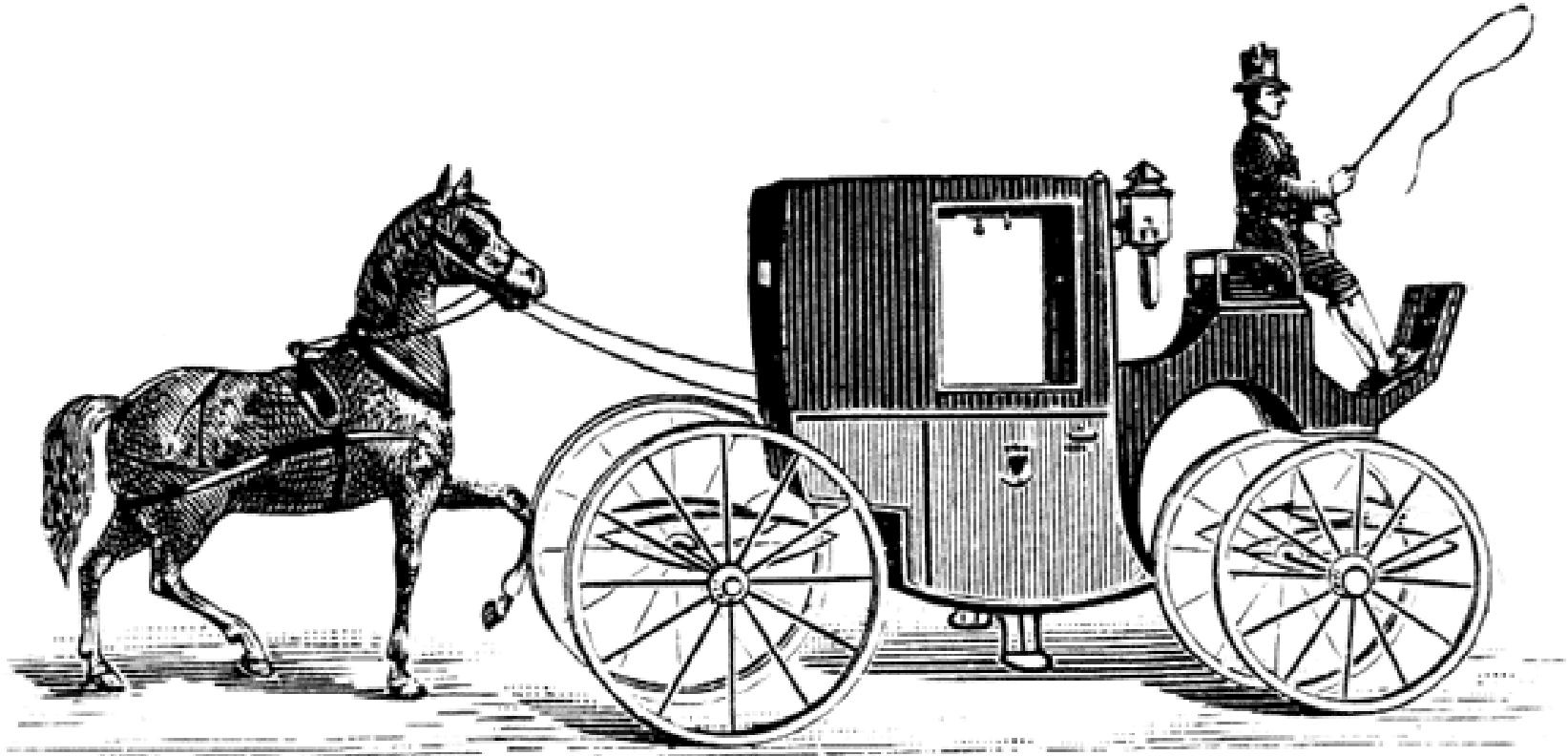
THE 1ST STEP OF FIXING A PROBLEM IS RECOGNIZING YOU HAVE A PROBLEM



I DO WHAT I WANT
#LEFTSHARK

ONE DIRECTION?

This isn't working at all... I should warn others not to put their cart before the horse.



SO...YEAH....CARTS & HORSES AND STUFF... I GOT IT





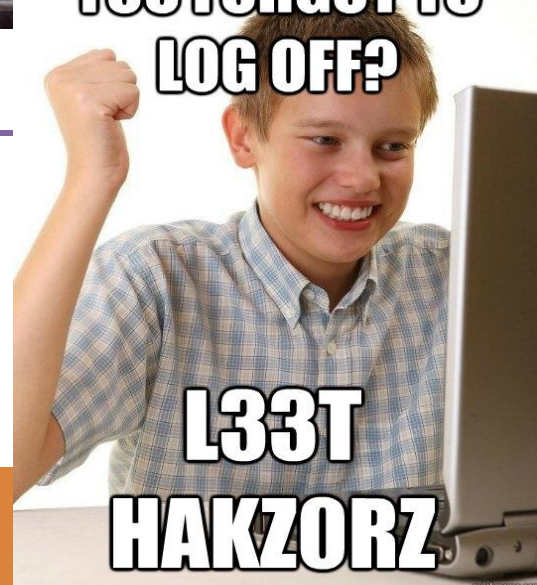
ADJUSTING THE PROCESS



PICKING THE PROPER TOOLS



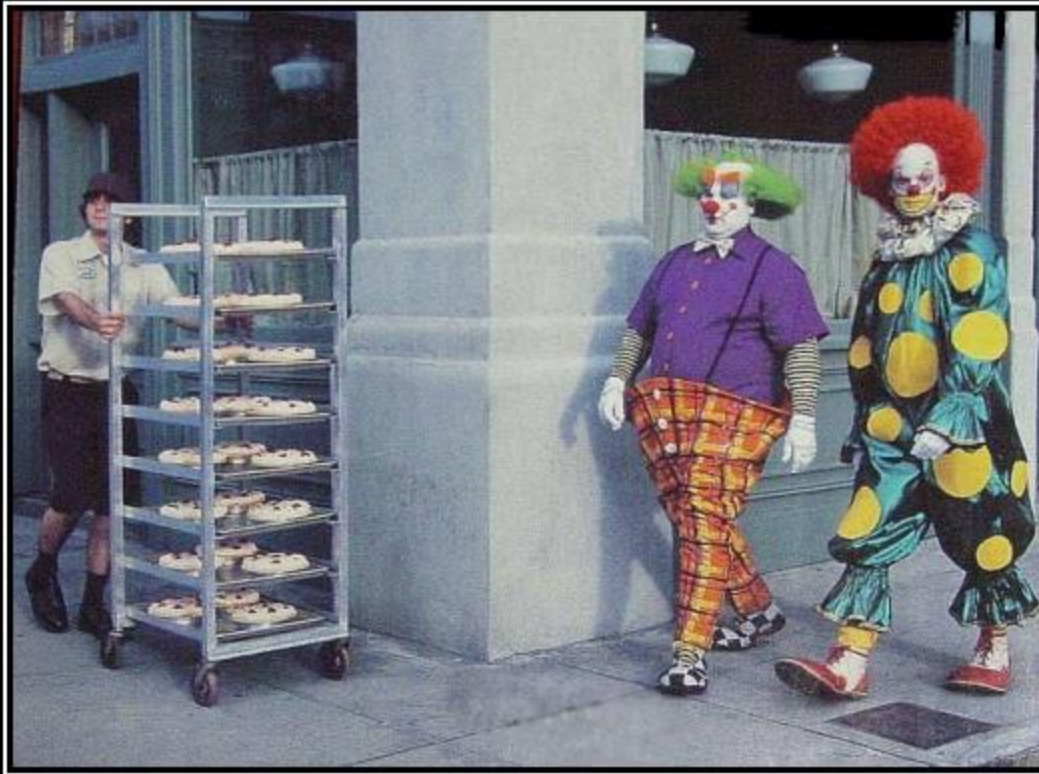
**YOU FORGOT TO
LOG OFF?**



A WORD ABOUT MY FAVOURITE IBM TOOLS....



THE VALUE OF A GOOD PARTNER



THE PERFECT STORM

has arrived

motifake.com

I LOVE IT WHEN A PLAN COMES TOGETHER....



MIKE TYSON MYSTERIES ULTIMATE JUDGMENT DAY

SHARE THIS VIDEO: [Facebook](#) [Twitter](#)
11:15 | VIEWS: 25,981

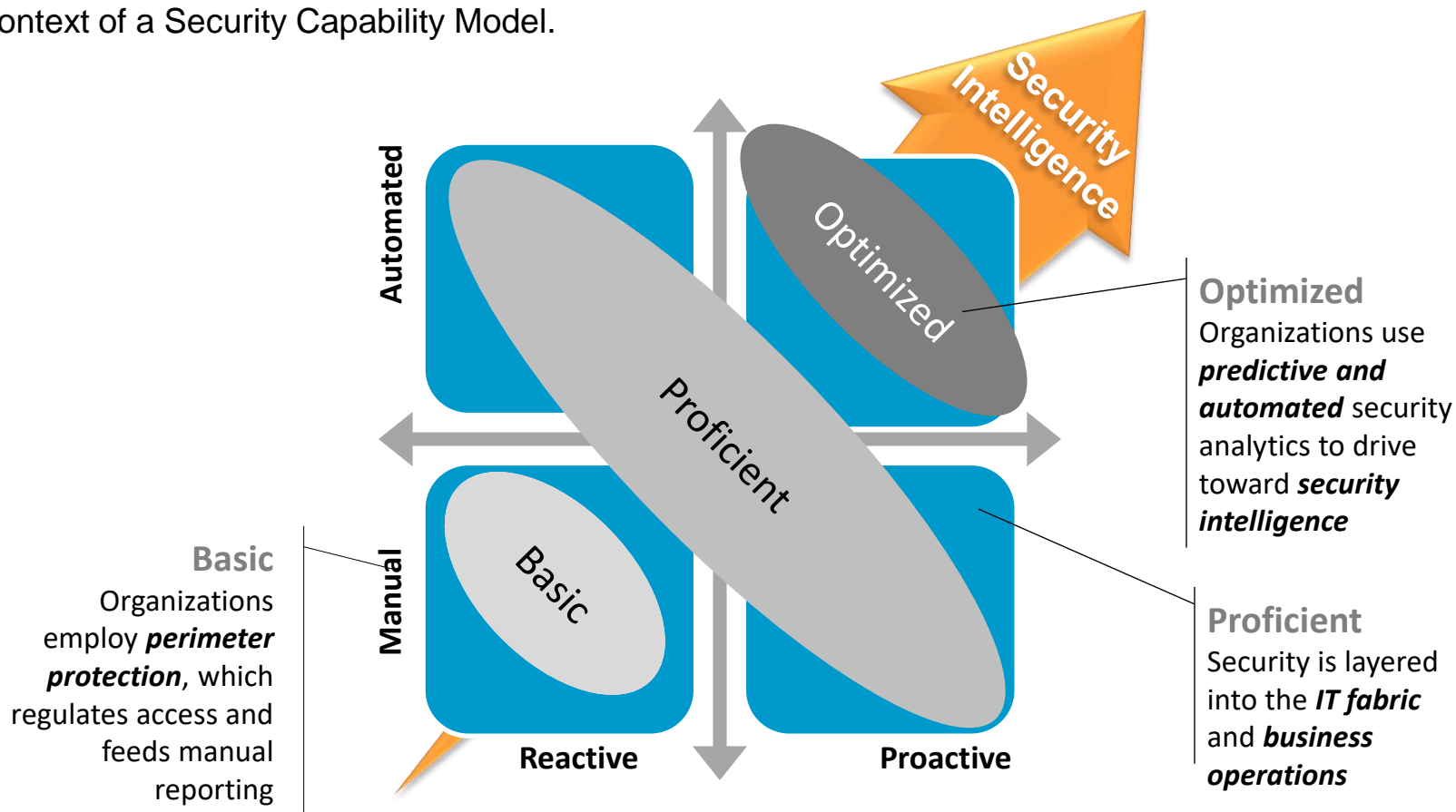
Someone at a well known computer company needs Mike Tyson's help, but whom? And when the team arrives at the company headquarters, a highly publicized chess match between one of their supercomputers and Garry Kasparov complicates matters. So does Mike Tyson's savage beating of Garry Kasparov.

(STUB FOR IBM MATURITY WORKSHOP...DON'T FORGET TO ADD COOL STUFF)

IBM Enterprise Security Maturity Workshop

This high-level workshop will assess the security posture of 35 controls across five domains: **Security Analytics and GRC, People, Data, Application, Infrastructure**.

IBM recognizes that all organizations are somewhere on a security continuum ranging from “basic” to “optimized”. The ESMW utilizes IBM methods, tools and intellectual capital to assess enterprises in the context of a Security Capability Model.



Enterprise IT Security Maturity Workshop (ESMW) “at a glance”

The IBM ESMW helps clients determine their “security maturity”:

1 day workshop addresses end-to-end Enterprise Security at a high level
Offered only to selected Global 2000 and similar sized Public Sector clients
Analysis and results are Client and IBM Confidential
Clients objectives and priorities identified from the post workshop roadmap will be shared with the appropriate IBM teams for follow up and action

Client benefits:

Improved visibility into the Enterprise “as-is” and “to-be” security postures
Fosters broad organizational buy-in for security priorities
Client can compare themselves to anonymous results from 20+ enterprises who have participated in the IBM ESMW over the past 18 months
Deliverables serve as excellent communication tools for budget priorities

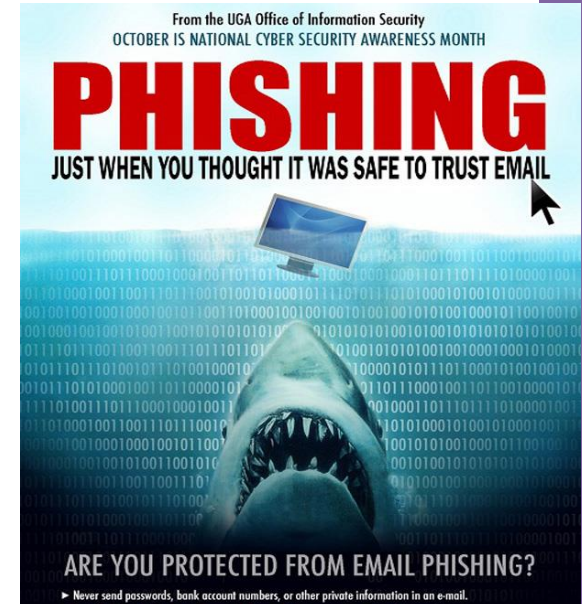
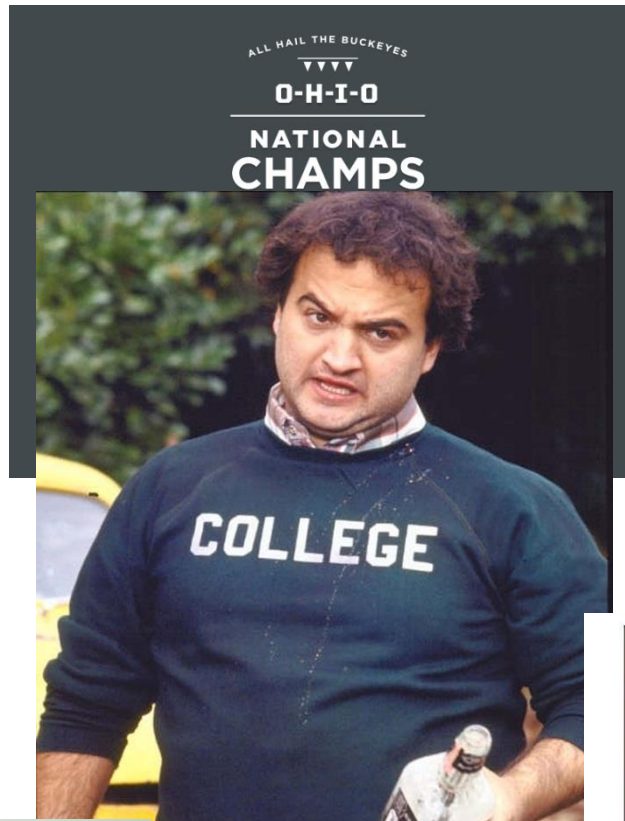




LAYING THE NEW FOUNDATION



CERTIFIED



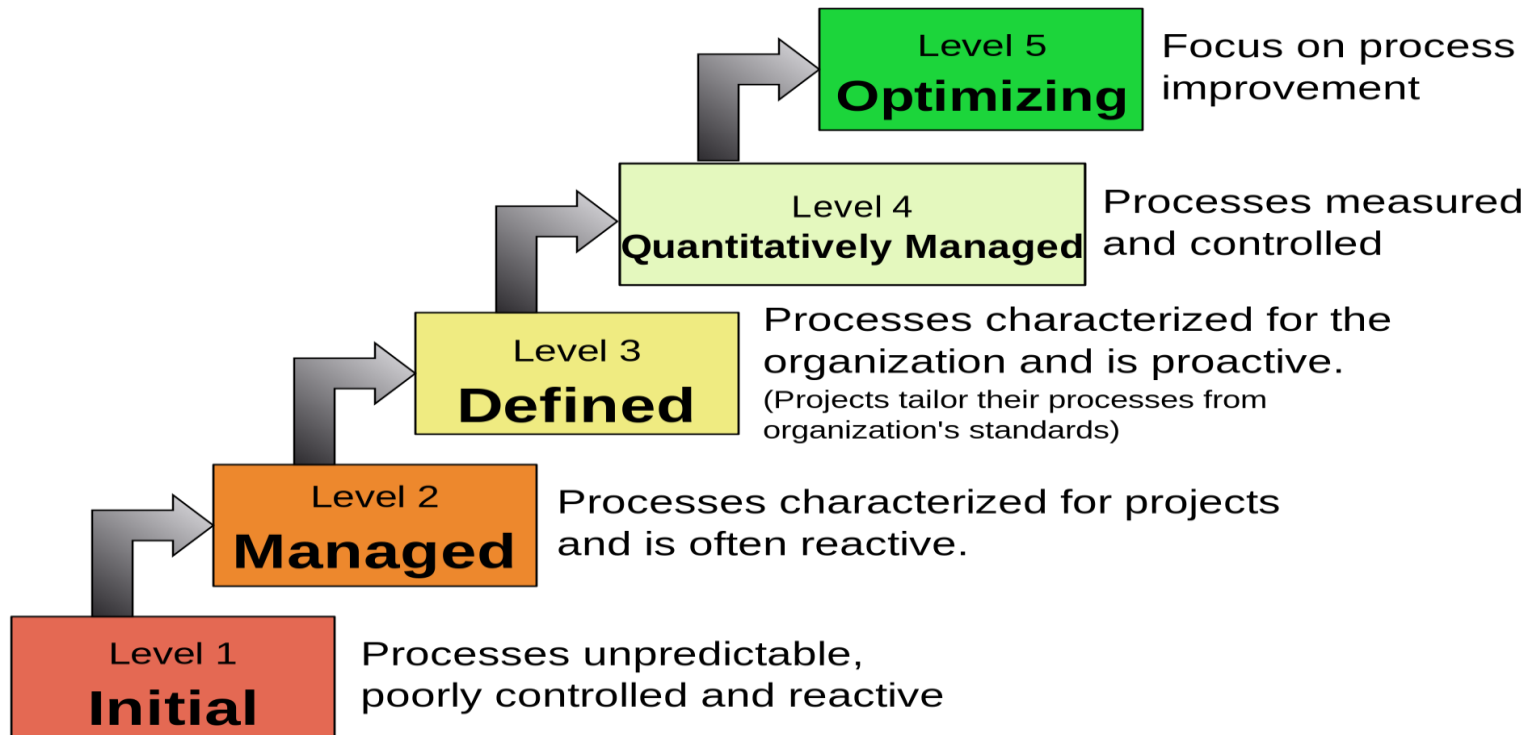
WHERE WE SIT TODAY



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SHIFT IN PHILOSOPHY

Characteristics of the Maturity levels



...TO PROVIDE SOME PERSPECTIVE



IN CLOSURE....[DON'T FORGET TO ADD A BIG CLOSE]



QUESTIONS