

THE BUSINESS OF SECURITY

Sandy Carielli

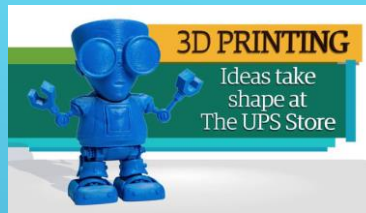
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SECURITY AND BUSINESS



By 2020,
75% of
businesses
will be
digital



THE RISE OF DIGITAL BUSINESS



DIGITAL BUSINESS, SECURITY AND RISK

Rather than eliminate risk,
accept and implement
controls to help enable
business

~~IF~~

HOW

SECURITY AS A BUSINESS ENABLER:
A CONTROL THAT MAKES YOU
FASTER

PRIORITIZATION

WHAT “MUST” BE DONE



YOUR BUDGET



Bulletin (SB16-291)

[More Bulletins](#)

Vulnerability Summary for the Week of October 10, 2016

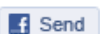
Original release date: October 17, 2016



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The US-CERT Cyber Security Bulletin provides a summary of new vulnerabilities that have been recorded by the [National Institute of Standards and Technology \(NIST\) National Vulnerability Database \(NVD\)](#) in the past week. The NVD is sponsored by the [Department of Homeland Security \(DHS\) National Cybersecurity and Communications Integration Center \(NCCIC\)](#) / [United States Computer Emergency Readiness Team \(US-CERT\)](#). For modified or updated entries, please visit the [NVD](#), which contains historical vulnerability information.

The vulnerabilities are based on the [CVE](#) vulnerability naming standard and are organized according to severity, determined by the [Common Vulnerability Scoring System \(CVSS\)](#) standard. The division of high, medium, and low severities correspond to the following scores:

- **High** - Vulnerabilities will be labeled High severity if they have a CVSS base score of 7.0 - 10.0
- **Medium** - Vulnerabilities will be labeled Medium severity if they have a CVSS base score of 4.0 - 6.9
- **Low** - Vulnerabilities will be labeled Low severity if they have a CVSS base score of 0.0 - 3.9

Entries may include additional information provided by organizations and efforts sponsored by US-CERT. This information may include identifying information, values, definitions, and related links. Patch information is provided when available. Please note that some of the information in the bulletins is compiled from external, open source reports and is not a direct result of US-CERT analysis.

COMMUNICATION



A STORY ABOUT SECURITY RISK
AND POOR COMMUNICATION...

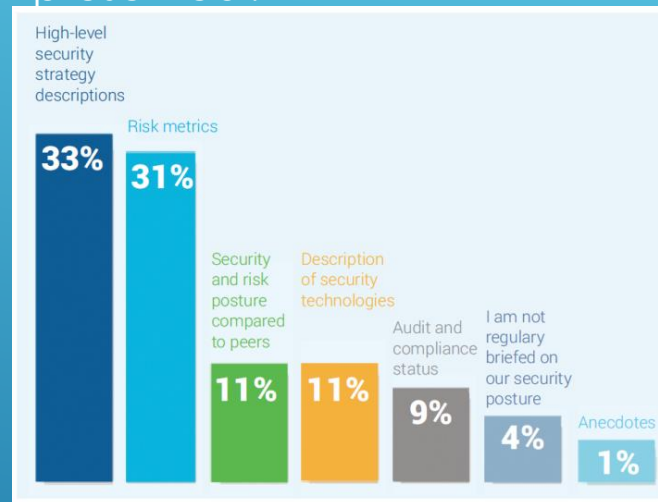
CISO Qualities

What do you see as the key qualities of a chief information security officer (CISO)?

- 1** Technical skills and experience
- 2** Business acumen
- 3** Strong communicator
- 4** Risk taker
- 5** Crisis communication expert

IT Security

How do you prefer information regarding cybersecurity be presented?



STRATEGIC RATHER THAN TECHNOLOGIST

1. Stage your meetings
2. No jargon
3. Stay focused
4. Talk risk – but think about acceptable risk
5. Talk cost of exposure and recovery – and measure against value

SPEAKING THEIR LANGUAGE:
SANDY'S (UPDATED) RULES FOR
SECURITY LEADERS



TALKING TO THE BUSINESS

- ▶ It's a month until the big release of your company's product is about to ship. Many customers are waiting for this release, and it's likely to make the company \$20M in additional revenue in the first month alone. You have found a security bug that you believe is high severity. A fix could delay the release by several weeks.
 - ▶ How do you assess the risk and impact?
 - ▶ How do you communicate that to the business?

SCENARIO #1

- ▶ You would like to hire an outside consulting firm to do some “ethical hacking” of your products and identify vulnerabilities. This will cost approximately \$250,000 per year. You do not have this money in your budget, and you’d like to ask for it.
 - ▶ How do you justify the cost?
 - ▶ How do you explain the benefits of such a service?

SCENARIO #2

- ▶ This morning, an unknown attacker staged a Distributed Denial of Service (DDoS) attack against your website, bringing it down for a couple of hours. Customers are concerned and the attack has been reported about in the media. You need to report to the board:
 - ▶ What happened?
 - ▶ How did this happen?
 - ▶ How did we get back online?
 - ▶ What do we need to do in the near term and longer term to reduce the risk of this happening again?
 - ▶ What should we tell the media and our customers?

SCENARIO #3

QUESTIONS?

THANK YOU!

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