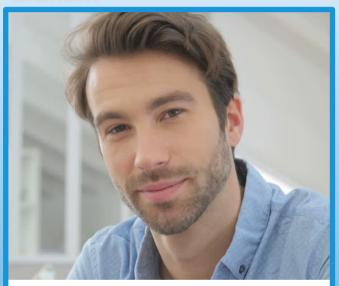


## **Graham**



Graham owns a micro IT business that helps other micro to small businesses. Recently his customers have been seeing Cyber Security as something they need to protect themselves with.

**Age:** 30+

**Skills:** He is very Tech & Computer Savvy. **Reason:** He wants to use the tool to ensure he has no knowledge gaps and as an marketing tool for his services to his customers. He also sees this as a market using this tool to gain new customers.

## Sally



Sally works at a small real estate agency with less than 20 staff. She is interested in seeing whether her workplace is ready against cyber threats

**Age:** 40+

**Skills:** Is the only "go to" technical person at her workplace.

**Reason:** Has adequate technical know how on how to implement various systems and processes but wants to be able to self-assess her business.

## **Malcolm**



Malcom is a CTO of a 130 staff transport company. He is getting pressure from board to ensure company safe after seeing what has happened to TOLL.

**Age:** 50+

Skills: Has technical assistant and

manages contractors.

**Reason:** Needs to both ensure high security posture of company and be able to assure board of that being so with simple reporting tools.