

SANS CYBERSECURITY LEADERSHIP

CISO Scorecard

Version 1.5

AND

Cloud Security Maturity Model

For Cyber Leaders of Today and Tomorrow

sans.org/cybersecurity-leadership

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SANS CYBERSECURITY LEADERSHIP CURRICULUM

FORMULA FOR TRANSFORMATIONAL CYBERSECURITY LEADERS



FORMULA FOR OPERATIONAL CYBERSECURITY EXECUTIVES



LDR
512
5 DAYS

**Security Leadership Essentials
for Managers | GSLC**
Leading security initiatives to
manage information risk

LDR
516
5 DAYS

**Building and Leading Vulnerability
Management Programs**
Stop treating symptoms. Cure the disease.

LDR
514
5 DAYS

**Security Strategic Planning,
Policy, and Leadership | GSTRT**
Aligning security initiatives with strategy

SEC
566
5 DAYS

**Implementing and Auditing
CIS Controls | GCCC**
Prioritizing defenses to stop attacks with the
appropriate cyber controls.

LDR
521
5 DAYS

Security Culture for Leaders
Build and measure a strong security culture.

LDR
551
5 DAYS

**Building and Leading Security
Operations Centers | GSOM**
People – Process – Technology

Learn more at sans.org/cybersecurity-leadership/triads

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[SANS Security Leadership](https://in.linkedin.com/company/sans-security-leadership)

C I S O S C O R E C A R D

SECURITY LEADERSHIP

DO YOU KNOW HOW TO:



Manage information risk by implementing security capabilities

- Security Program Structure
- Control Frameworks (NIST 800-53, CIS Controls, CMMC)
- Program Frameworks (NIST CSF, ISO 27001)
- Risk Frameworks (NIST 800-39, 800-37, 800-30)
- Threat Frameworks (Kill Chain, MITRE ATT&CK)



Lead modern security initiatives and technologies

- Security Architecture
- Zero Trust Model
- Cloud Security Maturity Model
- Vulnerability Management Maturity Model
- Security Awareness Maturity Model
- Negotiation Strategies



Structure your security program and team

- Roles and Responsibilities
- Guiding Principles
- How to Prioritize Work
- Security Reporting Relationships
- Three Lines of Defense Model
- RACI Matrix



Build business enabling security capabilities

- Product Security
- Cloud Security
- DevSecOps
- Mobile Security
- Emerging Technologies
- Security Due Diligence

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5 DAYS



Develop a security strategic plan and roadmap

- Security Roadmap
- PEST Analysis
- SWOT Analysis
- Gap Analysis
- Maturity Models



Get buy-in from all levels of the organization

- Mission and Vision Statements
- Stakeholder Management
- Power/Interest Grid



Craft effective presentations for senior leadership

- WIIFM approach
- Elevator pitch
- Maturity Models
- KPIs and metrics



Create security policy and procedure

- Policy Pyramid
- Policy voicing
- SMART approach



Align with business objectives

- Security Business Case
- Multi-Year Budget
- SNAP approach for marketing



Respond to legal and regulatory risks

- Conduct critical legal analysis
- Contract drafting styles
- Case studies on policy, privacy, digital evidence, contracts, regulatory investigations, and liability

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5 DAYS



Create a sustainable cybersecurity culture

- The Culture Factor
- Values Statement



Drive long-term organizational change

- ADKAR Model
- Kotter's 8 Steps
- Satir Model



Improve effectiveness and impact of security initiatives

- Curse of Knowledge
- ADDIE Model
- Kirkpatrick Evaluation Model
- System 1 vs. System 2
- Choice Overload



Lead, motivate, and inspire teams to execute the plan and improve security

- Circle of Trust
- FILE Feedback Model
- ABCs of Delegation
- Conflict Resolution
- AIDA Model
- Ambassador Programs
- Incentive Framework



Build a mature security awareness program

- Security Awareness Maturity Model
- Maturity Model Indicators Matrix
- BJ Fogg Behavior Model

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521
5 DAYS

SECURITY MANAGEMENT

DO YOU KNOW HOW TO:



Build a vulnerability management program

- Asset Management
- Vulnerability Management Governance Model
- Vulnerability scanning architecture and design



Analyze and prioritize vulnerabilities

- CVSS severity scores and ratings
- Leverage asset context
- Root cause analysis
- STIX, TAXII, STAXX



Report and communicate vulnerability data

- Metrics Hierarchy
- Define reporting frequency



Treat and remediate vulnerabilities to manage risk

- PIACT Process
- Automated patch management
- Hardening and configuration guidance and templates



Build relationships and processes to make vulnerability management fun

- Relationship Map
- Define incentives, set goals, hold challenges, reward effort

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516
5 DAYS



Implement and automate critical security controls

- Minimum Controls Baselines and Sensors
- PowerShell commands and scripting
- Windows Management Instrumentation (WMI)
- iPost reporting and data feeds
- Security Content Automation Protocol (SCAP)



Measure effectiveness of security controls

- Measures and metrics for the CIS Controls
- CIS-CAT to audit configurations
- Root cause analysis
- Vulnerability scanning
- Red Team exercises & penetration testing



Manage projects, programs, and initiatives to successful completion

- Project Management Hierarchy
- Project Management Information System (PMIS)
- Project Priority Triangle
- Work Breakdown Structure
- Deming's Plan-Do-Check-Act (PDCA) Cycle
- RACI Matrix
- Thomas-Kilmann Conflict Model
- Risk Breakdown Structure (RBS)
- Decision Tree Analysis



Build dashboards for security and compliance

- Using spreadsheets as data sources and as visualization tools
- Configuring Graphite and loading data
- Adding Grafana data sources and building dashboard
- Building tactical reports directly from acquired data using pivot tables and graphs



Plan and execute effective audits

- Scoping to cover highest risk areas
- Effective audit reports
- Approved baseline configurations
- Scripting audit tasks

SEC
566
5 DAYS



Build a Security Operations Center (SOC)

- SOC Functional Model
- Collect, Detect, Triage, Investigate, Respond



Lead incident response planning and execution

- RE&CT Framework
- Hardening, Telemetry, Process, and Practice
- Plan activities



Develop analysis techniques, playbooks, and detection use cases

- MITRE ATT&CK for use cases
- Sigma and YARA for detections
- Jupyter for data analysis and threat hunting



Create metrics and strategies for SOC improvement

- Metrics vs. KPIs. vs. OKRs



Implement training and retention strategies to prevent burnout

- SOC Human Capital Model

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551
5 DAYS

Data Protection

Data Encryption

- Initial**
- Enterprise encryption policy is aligned with necessary regulatory and compliance requirements
 - The level of trust required has been determined with regards to key management (eg., compliance)
 - Usage of the default CSP-managed key for encryption usage

- Managed**
- Encryption settings for each adopted service are configured
 - Cloud to on-premise communication is routed over a secure and encrypted channel
 - Key management service is used to manage keys
 - Disaster recovery requirements for keys have been established

- Defined**
- Encryption-related configurations are implemented by IaC
 - Key management service and customer-managed keys are leveraged for cloud-based encryption
 - A workflow is established for key rotation
 - Validated roles allowed to manage keys are based on least privilege principle

- Quantatively Managed**
- Where required by regulatory or industry requirements, HSM-based key management service is leveraged to safeguard keys
 - Validated encryption requirements are implemented across in-transit and stored data across all cloud services

- Optimizing**
- Periodic validation is in place for all keys in the cloud environment are managed by a key management service
 - Exercises on the recovery actions in a disaster affecting keys are performed

Data Classification and Protection

- Initial**
- Manual and limited automated inventory exists in locations where sensitive data is stored and SaaS services are used in alignment with policy

- Managed**
- Discovery technologies deployed to locate sensitive data
 - Remediation is executed manually as needed
 - Discovered sensitive data are manually validated and with protective configurations (encryption, deidentification) applied

- Defined**
- Coverage of scanned locations is expanded to the discovery of other SaaS services utilized (ie., CASB)

- Quantatively Managed**
- Digital-rights management is implemented, on top of automatic data protection by encryption and de-identification

- Optimizing**
- API integrations is used for scanning contents to find and respond to sensitive data patterns as well as threats like cloud malware

Data Backup and Resiliency

- Initial**
- Business continuity and disaster recovery requirements have been identified and documented

- Managed**
- Cloud environment is configured on a best-effort basis to match availability requirements
 - Configuration guardrails for configurations are updated to include backup configurations
 - Tags and resource IDs are used to automatically identify resources that store data for business-critical applications for backup considerations

- Defined**
- Infrastructure as code (IaC) and event-driven architecture are implemented as an essential part of backup strategy
 - Data stored is evaluated to ensure compliance with availability requirements

- Quantatively Managed**
- Protect critical data using immutable backups (eg., AWS Backup Vault Lock)

- Optimizing**
- Data classification is leveraged to validate data retention and backup objectives are met

SANS training:
LDR520: Cloud Security for Leaders
sans.org/ldr520

IAM

Segregation

- Initial**
- Mandated use of approved cloud environment/accounts
 - Isolated functional area (eg., Dev, Test, Prod) used where possible and different projects for isolation to reduce blast radius

- Managed**
- Established enterprise resources permission segregation model in alignment with CSP's best practices
 - Level of separation necessary separation has been determined (eg., multi-account, multi-subscription)
 - The segregation model should have taken enterprise security variations into account (eg., department or subsidiary differences)
 - Updated the enterprise IaC templates with the segregation model

- Quantatively Managed**
- Segregation model aligned to multicloud environment
 - Logical separation maintained consistently across CSPs but the technical implementation can be different
 - Leveraged automation to periodically identify the discrepancy to the segregation model

- Optimizing**
- Configuration management solutions are being used to prevent segregation and misaligned resource/objects from being created

Identity Management

- Initial**
- Accounts are possibly created manually on an as-needed basis
 - Adopted the use of MFA or passwordless authentication at minimum for all privileged users

- Managed**
- Consolidated enterprise identities into a single system allowing single sign-on, either federate on-premise system or cloud-based identity-management system
 - Usage of the single-authentication system spans to all cloud-based data and control planes
 - Usage of user templates for consistent provisioning and deprovisioning of accounts and implement account security policies

- Defined**
- Centralized access request, provision, and deprovisioning workflow is automated with proper approval and visibility built in
 - Third-party and client-identity strategy have been established for access to the cloud environment and whether integration of identity directory is necessary

- Quantatively Managed**
- User-management practice aligned to multicloud environment
 - Single directory system served across all leveraged cloud environments
 - Customers' identities are consolidated on one directory and may be consolidated to the enterprise system with proper segregation
 - Scope of MFA/passwordless usage expanded to more general users

- Optimizing**
- Usage of weak authentication eliminated in the environment

Access Management

- Initial**
- Roles established in the organization that have access requirements and mapped out access in relation to cloud environment

- Managed**
- Required access permission applied for each role type to the best extent
 - Default permission configuration provided by the CSP leveraged
 - Leadership and organizational buy-ins secured to transform the traditional rigor in network perimeter management to management of access controls

- Defined**
- Performed risk-reduction actions on privileged identity
 - Elimination of unnecessary privileged access/accounts
 - Dedicated administrative accounts that are not used for other purposes
 - Role management is based on automated workflow and with proper approval and visibility built in
 - Validated enterprise security teams have visibility to review and evaluate access permission for monitoring and incident response

- Quantatively Managed**
- Administrative-account access is limited to certain isolated endpoint assets that are dedicated for such use
 - Consistent approaches and workflow to multicloud environment

- Optimizing**
- Usage of attack simulations leveraged to identify the full extent of a breach situation and drive-access reduction

Security Governance

Cost Management

- Initial**
- Cost are attributed ad hoc to business process
 - Best effort cost management on cloud resources

- Managed**
- Cost management principles generally agreed by all lines of business
 - Clear financial alignment between resources and ownership using resource tagging to help with cost attribution

- Defined**
- Cost management policy established
 - Cost planning effort in place
 - Initial budget deviation reporting centralized

- Quantatively Managed**
- Education of cost management in place
 - Subscription strategy aligned to utilization and purchasing model
 - Reporting and alerting in place on deviation and underutilization for each line of business
 - Remediation driven based on reporting

- Optimizing**
- Business goals aligned with planned budget
 - Architecture patterns adjusted to align with subscription model
 - Budget actively managed and forecasted to align with business goals

Cloud Governance Committee

- Initial**
- An alliance of responsible executives is formed from multiple departments to delegate the cloud-related decisions
 - Alliance meets on regular basis
 - Identification of cross-functional stakeholders has started

- Managed**
- Stakeholders and sponsors from cross-functional areas have been identified
 - Meetings are held on a regular basis with all stakeholders
 - Charter of the committee is formulated

- Defined**
- Area of interest and focus for each team related to cloud governance is identified
 - Sponsors have identified the delegate to support the continuous operations
 - Operating rhythm of the committee is identified
 - Key metrics to evaluate performance established

- Quantatively Managed**
- Decision authority, execution, and process to transition to enforcement of the committee has been formalized
 - Continuous process in place to maintain a risk register and a pipeline of topics for committee to work on

- Optimizing**
- Automation of the process for the compliance requirements that require recurring monitoring in the cloud environment is in place
 - Reports generated are regularly reviewed to validate compliance

- Quantatively Managed**
- Continuous assessment of committee membership span in the organization
 - Performance indicators are evaluated and feedback from leadership is accepted to adjust focus of committee

Security Policy

- Initial**
- Security policy in place to address security needs of the organization but may not directly address the cloud environment

- Managed**
- Key objectives of the controls for cloud have been defined and mapped to the detailed technical guardrails which implement the controls
 - Communication plan drafted with emphasis on incremental nature of the cloud security policy
 - Business appetite for risk identified for policy drafting

- Defined**
- Cloud security policy communicated to cloud-related personnel and third-party providers
 - Recurring policy review process established
 - Industry best practices aligned to the adopted policy
 - Policy enforced via automated means through guardrails in the environment

- Quantatively Managed**
- Enforcement methods and processes refined based on feedback and metrics
 - Established exception management process in place

- Optimizing**
- Continuous adjustment of policy in alignment to industry best practice changes, compliance, and also service adoption changes in cloud environment

Security Assurance

Posture Validation

- Initial**
- Relevant decision makers, risk owners, and executives accountable for business processes or objectives that are cloud dependent have been identified
 - Baseline security posture report from the service providers has been reviewed

- Managed**
- Organizational use cases of the cloud have been analyzed and the current cloud security posture has been established
 - The appropriate benchmark standards for measuring the organization's cloud security posture has been identified
 - Top findings have been remediated based on the baseline security posture report from the service providers

- Defined**
- Controls are cross-mapped and benchmarked against different frameworks based on requirements
 - Internal stakeholders for each area of posture issues are identified and a consensus reached to remediate issues in a given timeline

- Quantatively Managed**
- Automation is in place to measure CSP-related control for design and operational effectiveness and reported the results back to the key stakeholders
 - Key metrics are published on the overall performance of the posture validation effort

- Optimizing**
- Tools such as GRC or CASB are adopted to streamline and automate the workstreams of day-to-day tasks

Regulatory Compliance

- Initial**
- Information gathered on the workload to be put in the cloud—type of data records involved, nature of the workload, and geographical locations of the cloud service are probably the most crucial information to collect
 - The relevant regulatory has been identified and requirements with regards to using cloud-service providers for hosting workload
 - Leverage CSP-provided regulatory compliance information for evaluation

- Managed**
- Based on the cloud services leveraged, assess the compliance of the cloud based workload end to end, including all involved service providers—taking into consideration the shared responsibility model

- Defined**
- Performed self assessment or audit with documentation on the compliance requirements for validation of compliance
 - Recurring review of legal compliance requirements based on the cloud setup changes, possibly due to new service adoption or new workload architecture

- Quantatively Managed**
- Automation of the process for the compliance requirements that require recurring monitoring in the cloud environment is in place
 - Reports generated are regularly reviewed to validate compliance

Cloud Application Practices

- Initial**
- DevSecOps practices and cloud-development resources/services are used in an ad-hoc manner for managing cloud-based applications
 - Development team is involved in the cloud security committee and major change management

- Managed**
- Department or application projects leverage cloud-native services to manage application secrets, source code and build processes—enterprise preference towards PaAS-based security services
 - CI/CD pipeline is secured according to best practices and adopted enterprise-wide
 - Updated enterprise-coding standard to reflect in the cloud-native environment

- Defined**
- Application design and architecture patterns are established for cloud-native solutions—patterns are aligned with the enterprise's cloud architecture with respect to availability, scalability, and security
 - Security functions are embedded within development teams
 - Enterprise-established standard pipelines for application replatforming towards cloud-native solutions

- Quantatively Managed**
- Approved design and architecture patterns are distributed as code for adoption by teams enterprise-wide
 - Development teams are confident in automated development and deployment capability, and are able to adopt a high rate of regular changes to support software lifecycles

- Optimizing**
- Development teams, supported by cloud-native tooling and collaboration, are able to continuously improve applications not only at coding of modules level but able to adopt new cloud capabilities and new architecture within a very short period of time and in quick succession

Application and Workload Protection

Security Protection Services

- Initial**
- Cloud-native security components are leveraged by applications in an ad-hoc manner or follow an on-prem security standard

- Managed**
- Common cloud-based security protection services are leveraged on an ad-hoc basis to protect the cloud applications, such as cloud DNS, anti-DDoS protection services, content delivery network, API gateways and/or a cloud workload protection platform

- Defined**
- Enterprise standard for protection profile for each type of applications has been established. The standard contains the baseline configuration for the protection services for adoption

- Quantatively Managed**
- Enterprise protection profile extended to assist with the fine tuning of protecting profiles—allowing the application to further secure the environment beyond the basic protection
 - Guidelines provided for a more complex rule-based system such as WAF

- Optimizing**
- The effectiveness of the protective set of services and related configuration via threat modeling and red team exercises are validated and fine tuned

Cloud Workload Assessment

- Initial**
- Pentest or other end-of-development-cycle testing are performed with most critical workloads
 - Other forms of testing may be performed on an ad-hoc basis

- Managed**
- SAST and/or DAST are leveraged during development lifecycle
 - Red team exercises are performed on applications

- Defined**
- Testing performed across the various development steps of the CI/CD pipeline including check-ins, build, release, and deployment phases

- Quantatively Managed**
- The testing pipeline applies to all applications and related resources running in the cloud environment
 - Threat modeling is performed for applications on a best-effort basis and the results are leveraged to fine tune the red team exercises

- Optimizing**
- Threat modeling for all cloud-based applications is performed—the scope includes application logic as well as the environmental aspects

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Detection and Response

Security Intelligence

- Initial**
- Subscription to intelligence feed is available to organization—can be industry aligned

- Managed**
- Cloud environment setup is analyzed and generates original detection logic for the cloud environment that is in use
 - Industry intelligence feed is refined to attain better detection

- Defined**
- Recurring generation of new detection logic through the learnings from incidents or threat hunting activities in the environment
 - Pivot the detection logic from known bad IP and binary running in the environment to behavior and activities that are suspicious

- Quantatively Managed**
- Threat modeling and purple team exercises are performed to determine the abuse cases for monitoring
 - Continued evaluation of additional threat feeds to be integrated
 - Threat intel analysis outputs are integrated with detection and monitoring tools

- Optimizing**
- Metrics have been integrated into the security intelligence evaluation process

Analysis and Monitoring

- Initial**
- Cloud-native platform monitoring capability is turned on
 - CSP out-of-the-box monitoring capabilities are used

- Managed**
- Cloud platform logs are collected for analysis
 - Integration with self-generated intelligence
 - Prioritization of event and log types that have a higher security value for monitoring are in place

- Defined**
- Events are mostly normalized across different sources to allow effective analysis across resources in the environment
 - Cloud platform logs and enterprise platform logs have been consolidated into SIEM
 - Network flow/traffic-based logs are collected and analyzed to provide added context

- Quantatively Managed**
- Alerts are maintained at expected false-positive ratio through detection-logic optimization to avoid alert fatigue

- Optimizing**
- Most playbooks are automated
 - A recurring process is in place to review playbooks' effectiveness and efficiency
 - Metrics KPI are used to refine the playbooks and processes

- Optimizing**
- Continuous alignment of security guardrail with resource management automation tool

Response

- Initial**
- A start has been made documenting playbooks for common tasks for response
 - Cloud-native platform security monitoring technology is utilized for responding to critical detection

- Managed**
- Containment and eradication workflow in cloud environment is established
 - Playbooks have been defined to support these operations

- Defined**
- Tabletop walkthrough/exercise is used to help refine the incident response playbooks
 - The most frequently used playbooks are automated
 - The focus is on automating passive response tasks to gain confidence

- Quantatively Managed**
- Purple team exercises are conducted to validate detection and response capabilities

Log Management