


THE BLIND SPOT

WHAT SHOULD AN EXECUTIVE EXPECT FROM INFORMATION SECURITY?

FRSECURE July 31, 2019



AGENDA

- **INTRO**
Who am I? Who is FRSecure?
- **DEFINING THE BLIND SPOT**
What does it mean?
- **3 QUESTIONS & HOMEWORK**
What to ask and what answers to accept
- **STORY TIME**
Real world examples of executives getting scammed
- **Q&A**

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INTRO

Speaker: **Jim Nash**, Information Security Evangelist at FRSecure

- Spreads infosec awareness to audiences across the country on behalf of FRSecure
- Business and elected government background
- Married with 6 kids
- Current citizen legislator (MN State Representative)
- Member of Board of Advisors Metro State MNCyber program
- Member of MN Governor's Blue Ribbon Panel on IT Reform
- Very happy to be here!



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INTRO



- Information security consulting and management company – it’s all we do
- Based in MN – ~75 employees
- Our core services include:
 - Security Risk Analysis – using FISASCOPE®
 - Social Engineering Services
 - Penetration Testing Services
 - PCI QSA Services
 - Incident Management Services
 - Information Security Training & Awareness
 - vCISO Services
- Methodology fanatics, mentoring champions

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DEFINING THE BLIND SPOT

What does it mean?

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Reputational Risk



"It takes **20 years** to build a reputation and **5 minutes** to ruin it."

- Warren Buffet

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DEFINING THE BLIND SPOT

Security is NOT just an IT function

- People are the biggest risk
- People can't be "fixed" with technology


Security is NOT one person's responsibility

- Everyone must be involved
- Leaders set the tone, much like every other business function

Security is NOT compliance

- Compliance is doing what you *have* to do
- Managing risk is what you *should* do (and it actually works)

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3 QUESTIONS & HOMEWORK

What to ask and what answers to accept

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3 QUESTIONS & HOMEWORK

Question 1: What is our current state?

- Adequate Answers**
 - "We measure our security by (insert method here) and we are somewhere definitively on that scale."
 - "We have an assessment in progress that will tell us for sure."
 - "I don't know."
- Inadequate Answers**
 - "We passed our audit / we are compliant with (insert regulation here)."
 - A long, excruciating, technical jargon-ridden definition that nobody understands.
 - "We're good."
 - "Our IT provider has us covered."

In short – expect concise answers that speak to your level and position.
This should feel as natural as looking at financial results, sales numbers, etc.

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3 QUESTIONS & HOMEWORK

Question 2: What is our future state?

- Adequate Answers**
 - "We agreed as a committee/leadership team that we need to reach a score of X in the (insert method here) way of measuring security risk."
 - "By (specific date), we will be done implementing/refining abc initiatives and moving on to xyz initiatives, as we've all agreed."
 - "I don't know."
- Inadequate Answers**
 - "We'll be ready for our audit/compliance."
 - "We're spending more on xyz technology or support."
 - More jargon you don't understand.

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3 QUESTIONS & HOMEWORK

Question 3: How do we get there?

- Adequate Answers**
 - "We have these 2-3 things that are no cost, these 2-3 things that are some cost and these 2-3 things that are costly, but worth it (and why)."
 - "We agreed as a committee/leadership team to focus in xyz areas and expect X% improvement by a specific date. We will measure success in a certain way."
 - "I don't know."
- Inadequate Answers**
 - "By complying with (insert regulation here)."
 - "By focusing on our technology only"
 - Yet more technical jargon


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3 QUESTIONS & HOMEWORK

Homework

- Go ask these questions, record the answers, and share them.
 - Keep an open mind
 - Support your team
 - Raise expectations
- It's unlikely you have a security expert in charge of security. Learn together!





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STORY TIME


Real world examples of executives getting scammed

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QUESTIONS?



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QUESTIONS?

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CONTACT INFO

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Thank you!

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