



ISE[®] WEST EXECUTIVE FORUM

Nominee Showcase Presentation

Zuora Inc.

Building Security Through Trust and Visibility Across the Enterprise

Pritesh Parekh

VP, Chief Security Officer



Company Overview

- Relationship Business Management solution
- Helps companies run subscription business
- 700+ employees
- HQ in Foster City, CA
- Zuora is named a leader in “The Forrester Wave™: Subscription Billing Platforms, Q4, 2015”
- [Transforming The Subscription Economy](#) | Mad Money | CNBC





Agenda

- **Drivers for Security Investment**
- **Defining Security Program Strategy**
- **7 Key Considerations for Building your Security Program**
- **Q&A**



Drivers for Security Program Investment

Legal,
regulatory
and industry
compliance
requirements



Financial
impact of a
data breach



Business
and sales





Defining Security Program Strategy

Align with the business & take a risk-based approach



Defense in depth



Phased approach: baseline, scale, mature, and leader





7 Key Considerations for Building your Security Program

Deciding investment

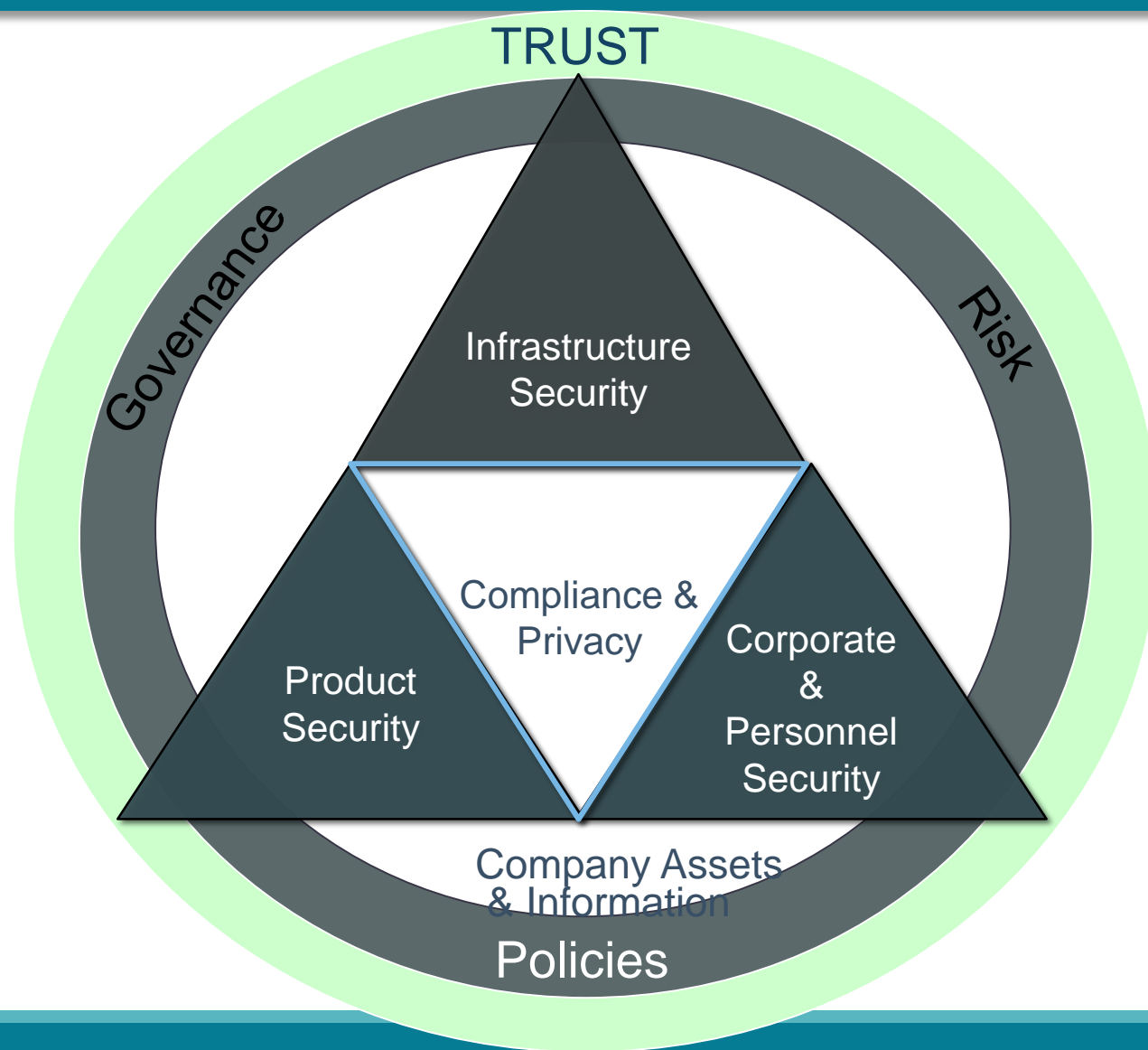
Defining security strategy

Building security program





1. Build a 360 view of your security program



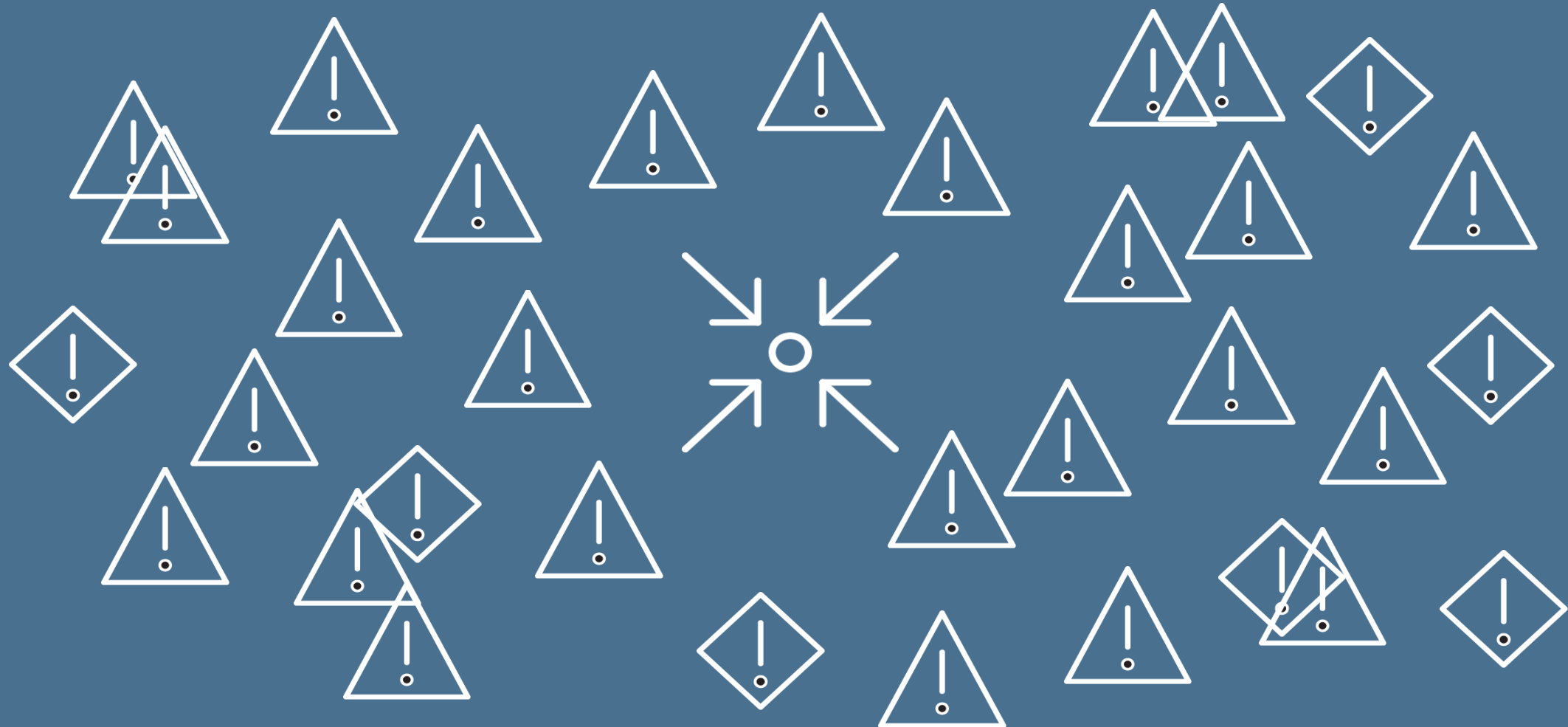


2. Understand your compliance obligations



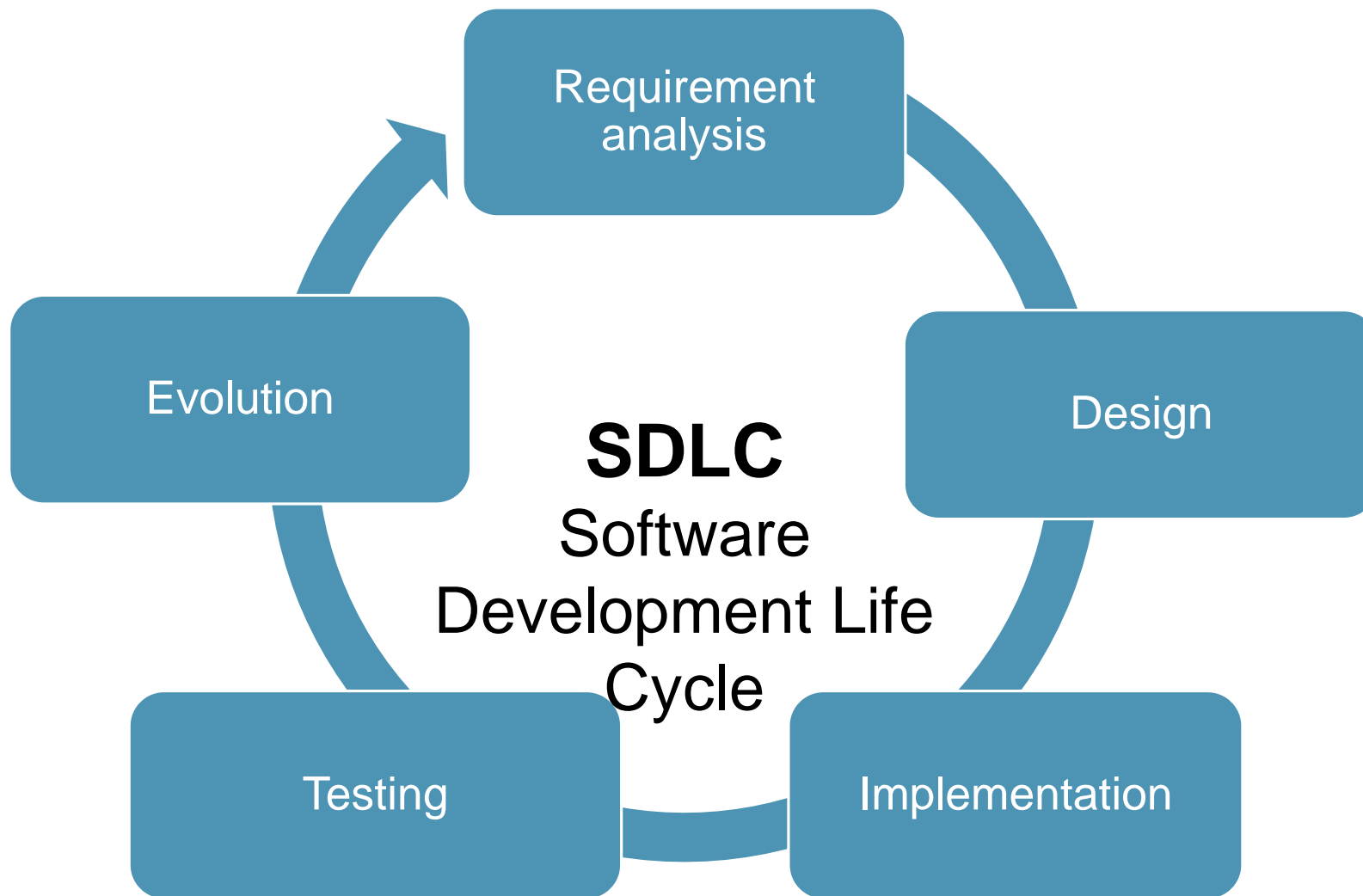


3. Simplify your security stack



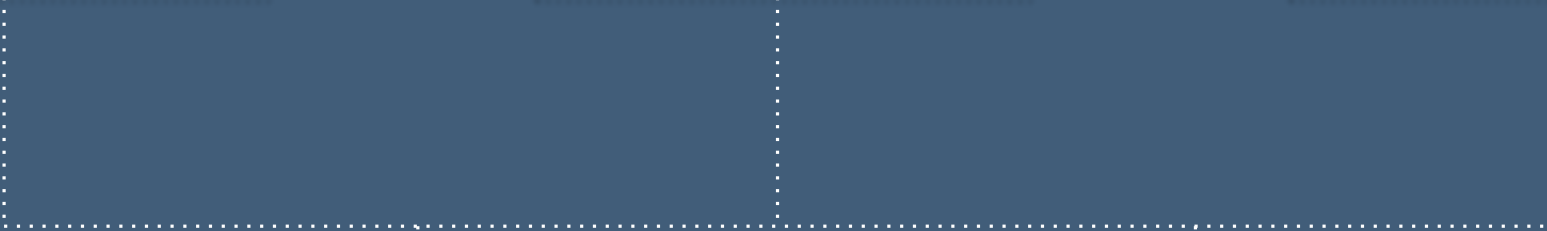


4. Continuous security and monitoring



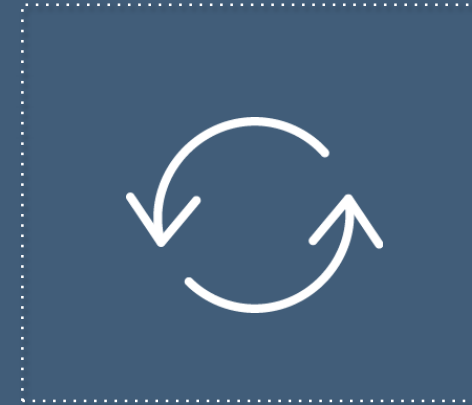
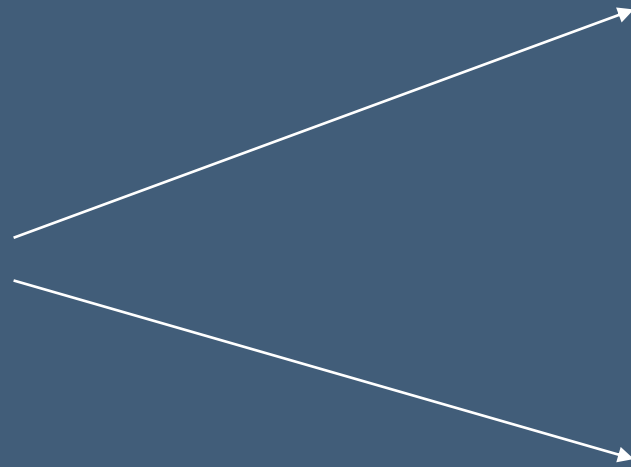
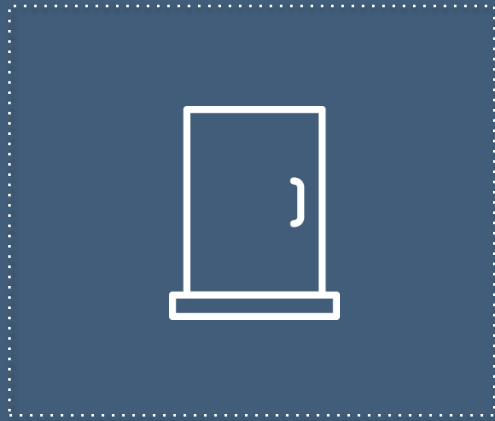


5. Establish a culture of security





6. Prioritize proactive hunting





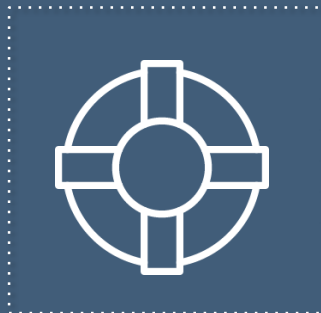
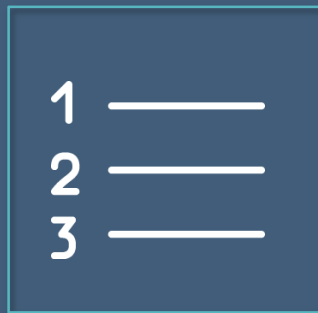
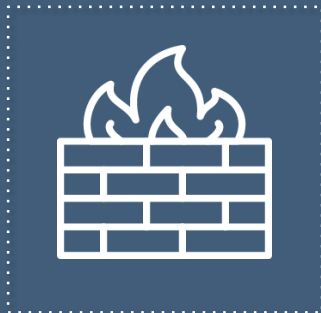
7. Develop breach and incident response plans

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Thank you and Questions

Questions?

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