

We asked for a seat at the table...

# Now What?



David R. McDermitt  
Vice President and CISO  
Federal Reserve Bank of Atlanta

# Real Board Level Impact

**Bloomberg Business** News Markets

Companies & Industries

## As Data Breach Woes Continue, Target's CEO Resigns

By Michael Riley and Dune Lawrence | May 05, 2014

**FORTUNE**

RETAIL HOME DEPOT

## Home Depot warns there'll be more costs due to its data breach

by John Kell @johnnerkell

NOVEMBER 18, 2014, 2:14 PM EST

**Forbes**

TECH 2/05/2015 @ 12:23PM | 2,732 views

## Anthem Insurance Suffers Massive Data Breach

# We Asked For A Seat...

- Higher Level Reporting Relationships (CIO, COO, GC)
- Regular Briefings with C-Suite and/or Board
- Bigger Budgets
- Larger Staffs

# What Do They Want?

- Protect the brand / reputation?
- Protect the money?
- Protect the operations?
- Protect the ...?

	Loss of brand reputation/trust	Financial loss	Operational downtime	Compliance violation	Other
CEO	49%	6%	15%	9%	21%
CIO	26%	0%	24%	18%	32%
CFO	14%	47%	6%	21%	12%
COO	38%	4%	42%	8%	8%
<b>Average</b>	<b>32%</b>	<b>14%</b>	<b>22%</b>	<b>14%</b>	<b>18%</b>

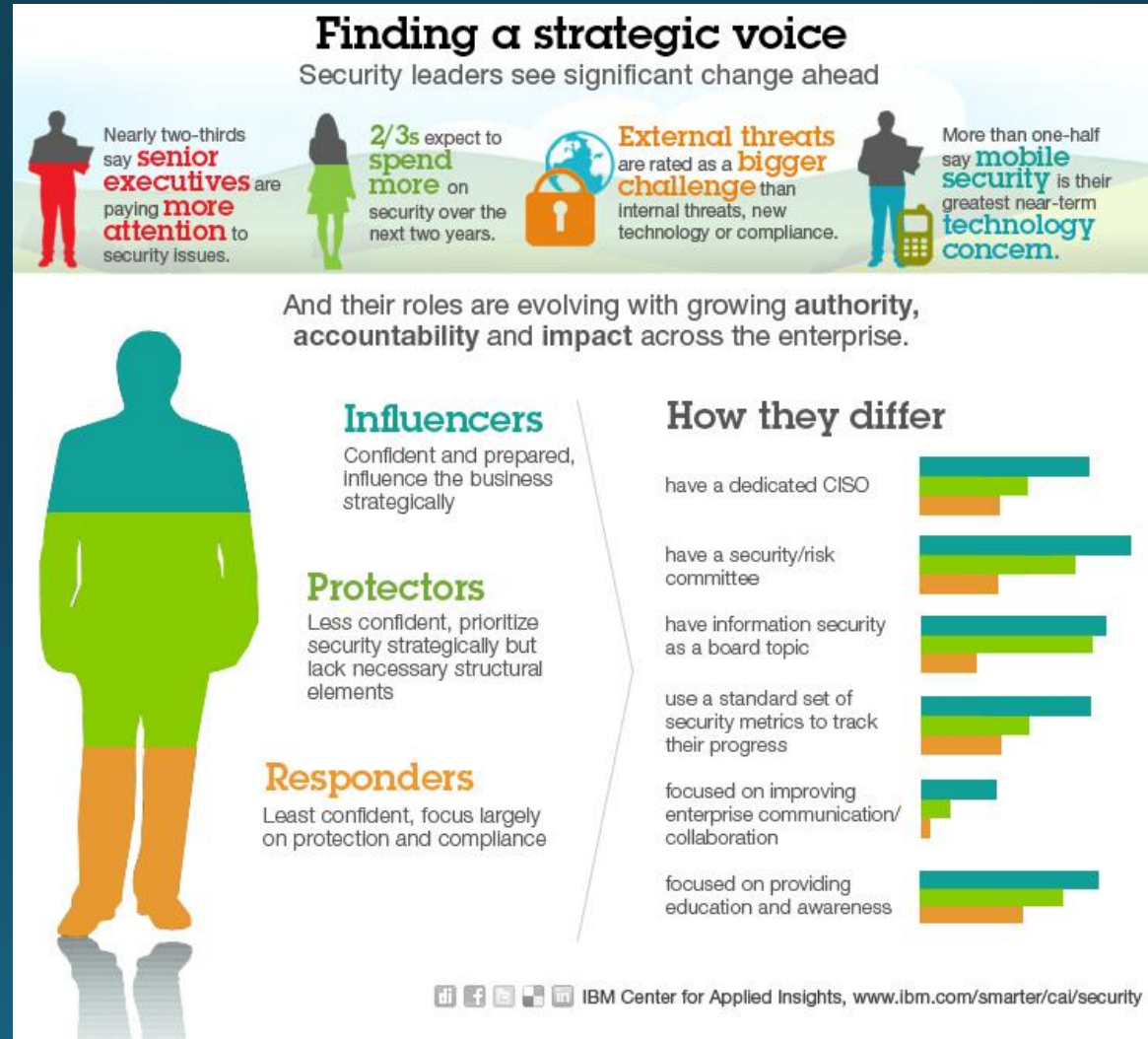
# How Do We Deliver?

## Skills That Differentiate:

- Business acumen and analytics
- Creativity and innovation
- Business-to-business communication
- Relationships, influence and presence
- People leadership

“Strong technical skills are ‘table stakes’ for success...”

# How Do You Stack Up?



# Build Confidence

- Understand what decisions your intended audience makes every day and relate their decisions to dependencies on IT and operational risks.
- Abstract all the technology out of your reports to the board.
- Embrace the modern risk-based approach to security that balances the need to protect the organization with the needs to run the business.
- Maintain a good working relationship with IT operations and never, never do anything that puts business operations at risk.

# IT Risk is Business Risk

- “Risk posture is a choice – you can either spend more money and experience less risk, or spend less money and experience more risk”.
- “Stop begging for additional budgets, and instead explain the risks clearly, and require that executives make these risk-reward decisions based on the information provided.”
- “Risk and security officers must act as the facilitators of a balance between the needs to protect the organization and run the business.”.



# Call To Action

- Meet one-on-one with board members or C-suite executives.
- Speak in terms they understand.
- Don't accept that it's InfoSec's job to be the defender of the enterprise.
- Don't ask for money – ask for decisions on how much risk the organization is willing to accept.

# Discussion