



10th Anniversary

Keynote Presentation

ISE[®] Northeast Executive Forum and Awards 2012

Company Name: Thomson Reuters
Presenter: Mark Connelly, Chief Information Security Officer
Presentation Title: **Show me the \$...**





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Company Overview

- The world's leading source of intelligent information for businesses and professionals
- We serve professionals in the financial and risk, legal, tax and accounting, intellectual property and science and media markets
- #1 or #2 in our markets
- 2011 Revenue – \$12.9 billion
- We employ approximately 60,000 people and operate in over 100 countries; includes 3,000 journalists



THOMSON REUTERS





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Presentation Overview

- Industry-Wide Risk Environment
- Obstacles to Valued Business Partnerships
- Obstacles => Opportunities
- Actions & Recommendations
- Summary





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Risk Environment

WHAT COMMONALITIES EXIST?

79% of victims were targets of opportunity (-4%)

96% of attacks were not highly difficult (+4%)

94% of all data compromised involved servers (+18%)

85% of breaches took weeks or more to discover (+6%)

92% of incidents were discovered by a third party (+6%)

97% of breaches were avoidable through simple or intermediate controls (+1%)

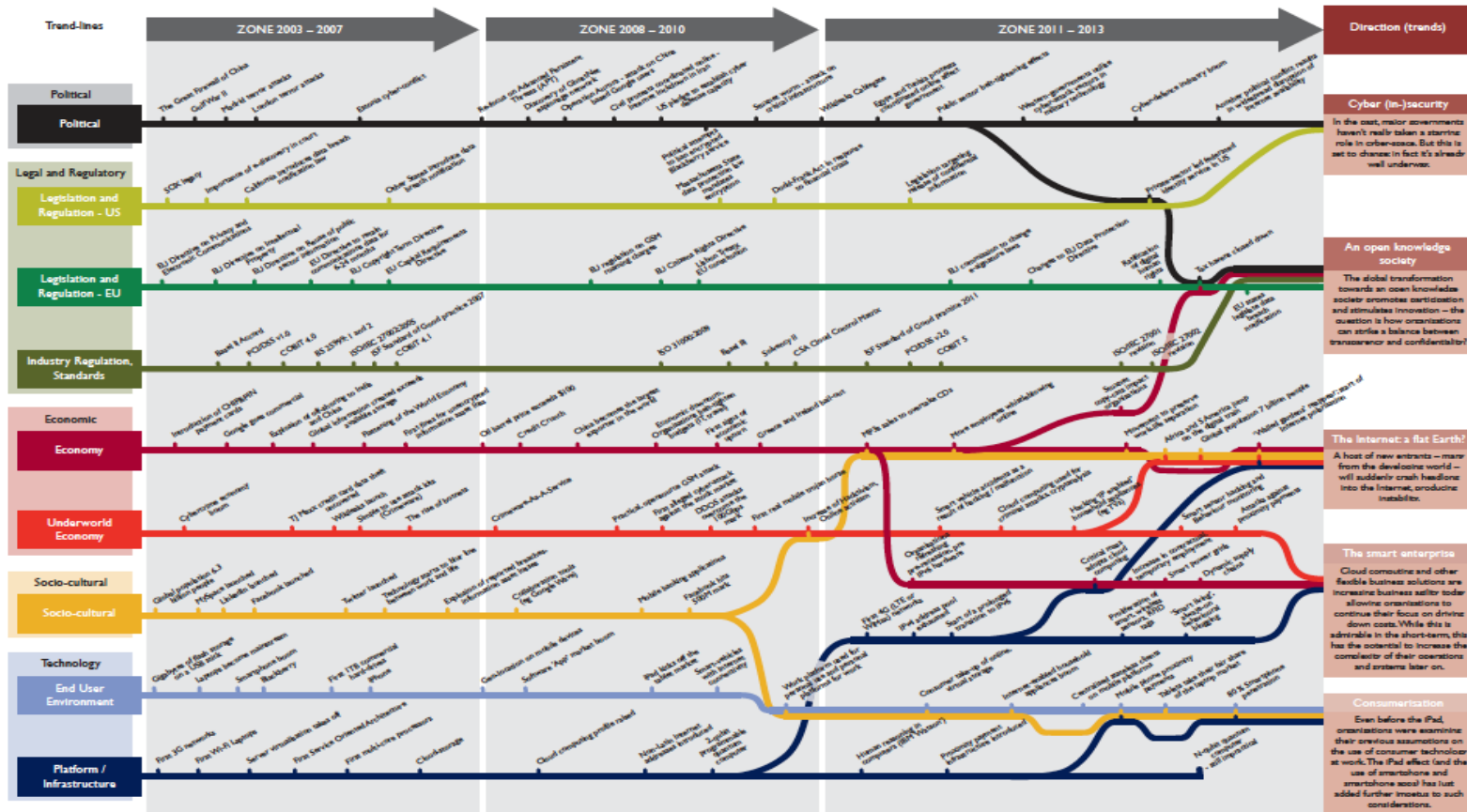
96% of victims subject to PCI DSS had not achieved compliance (+7%)





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What a complicated world we live in....





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Risk Environment

HOW DO BREACHES OCCUR?

81% utilized some form of hacking (+31%)

69% incorporated malware (+20%)

10% involved physical attacks (-19%)

7% employed social tactics (-4%)

5% resulted from privilege misuse (-12%)



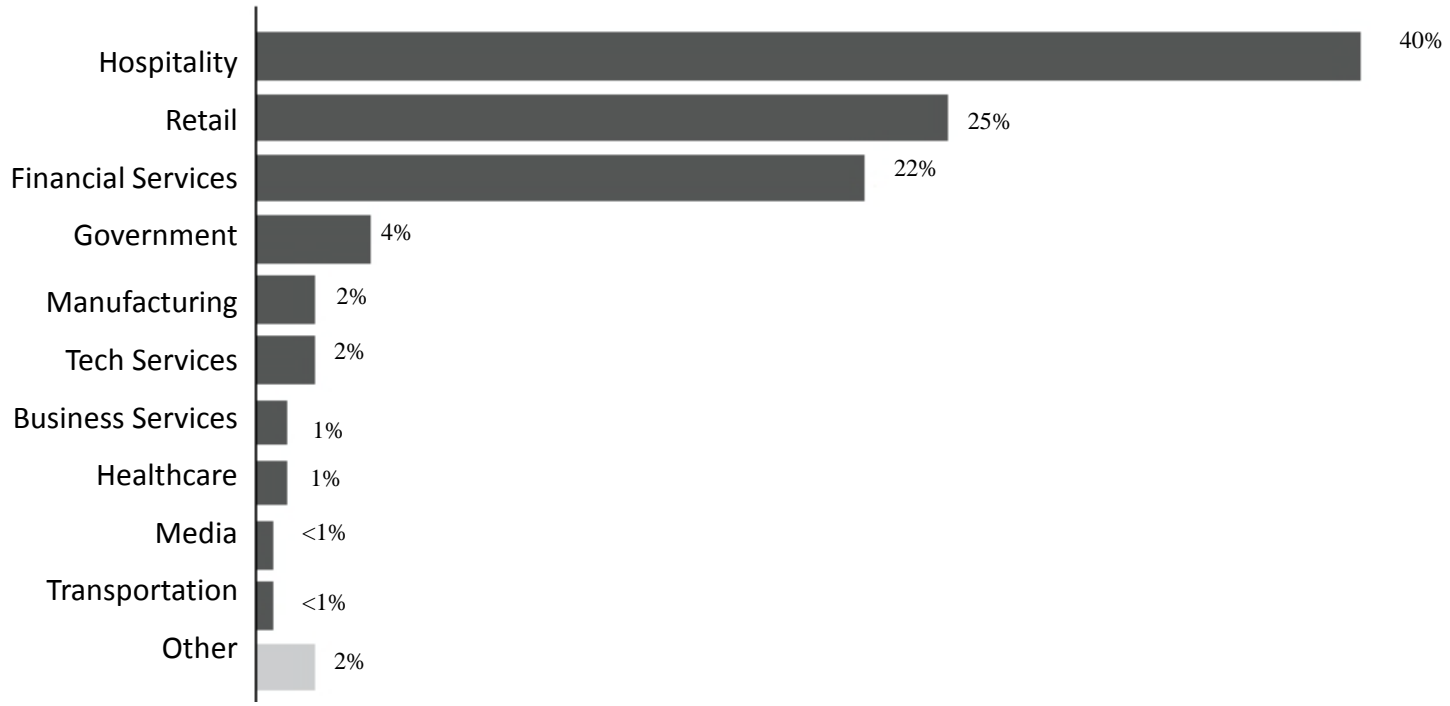


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Risk Environment

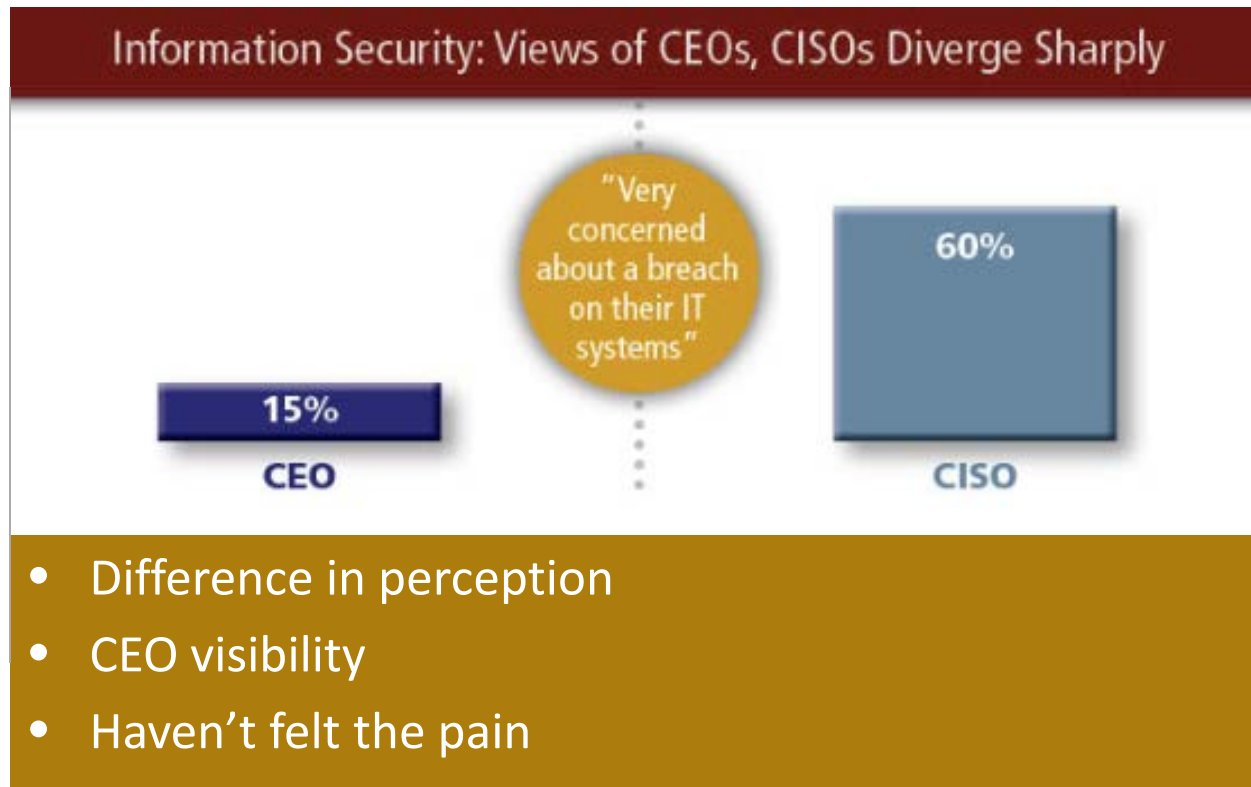
Industry groups represented by percent of breaches





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Obstacles

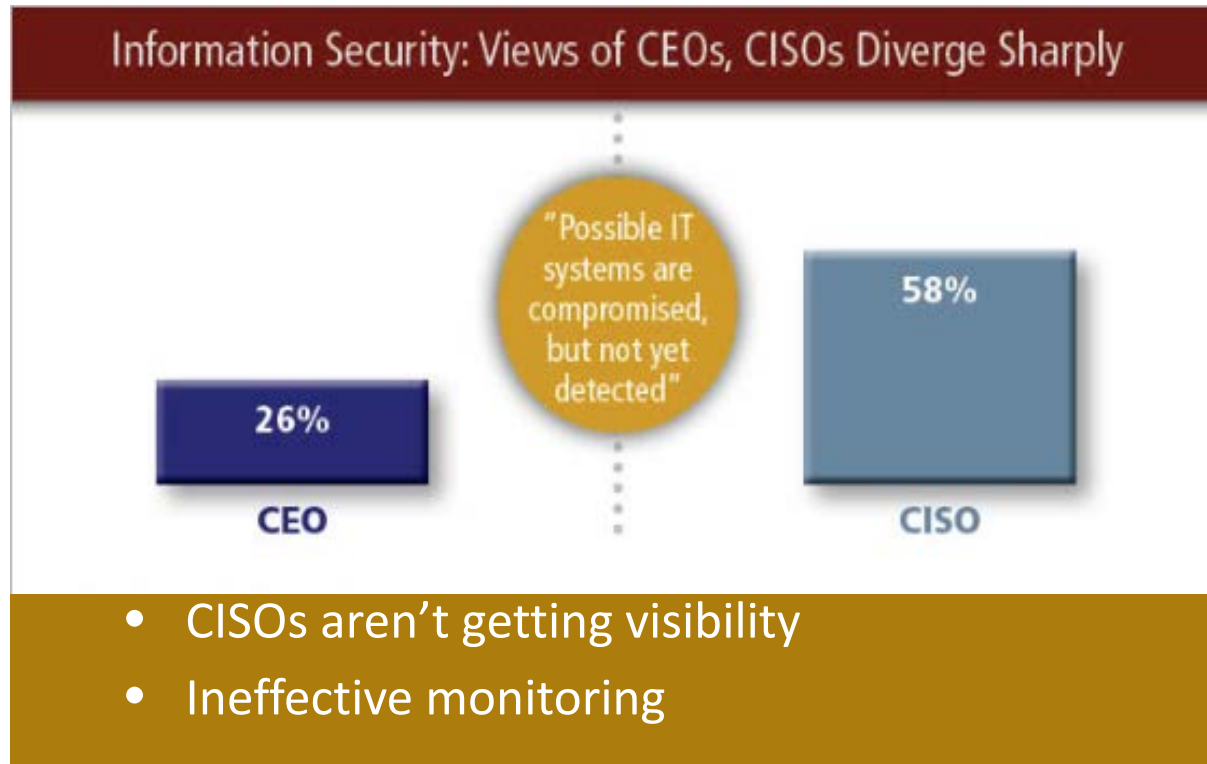




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Obstacles





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Obstacles

CEOs agreed that lack of capital funding was the problem



Leadership – CEO



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Obstacles

Organizations who ARE NOT ready for a Cyber Attack

- 93%** do not have a clearly defined leadership structure for enterprise security.
- 89%** lack the budget resources to protect the enterprise effectively.
- 78%** do not collaborate with government or industry groups.
- 73%** do not have high turnover of security specialists and do not have executive-level buy in for enterprise security.
- 70%** do not believe that a strong information security posture is a business advantage



Ponemon Institute's
First Annual Cost of a Cyber Crime Study,
July 2010





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“You are the guys who always ask for money...(not my current boss...☺)”

- “What have you done this month/quarter/year...?”
- “This will cost more...”
- “How does this relate to my business...?”
- “If you speak in English...What do all these charts mean?”
- “Security is not my job ...”



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Obstacles → Opportunities

- You are competing for \$ and attention...but you should not have to...
- Business Enablement - Find a way
 - Revenue Impact
 - Regulatory Compliance
 - Enhanced the Brand
 - Improved risk (control) posture
 - Sustainability





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Actions

1

- **Leverage your corporate wallet** - tie IT Security spend to HW/SW spend

2

- **Consolidate license agreements globally** - Enterprise Agreements

3

- **Include contract terms in Sourcing Agreements** - Penalties for non performance, \$ for significant achievements

4

- **Push vendors/suppliers to scan the code you buy from them**

5

- **Show your CEO where you are in the control maturity spectrum** for your business and cross industry



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Actions

6

- **Put some \$ back on the table** - show you are willing to give back

7

- **Find efficiencies** thru security - lower costs improved 'SLA's'

8

- **3's a crowd**- get another 'function' to co-sponsor (beneficiary) your security need

9

- **Promote your story** internally and externally - raise level of trust to your brand

10

- **Be proactive in your security investments** - guided by business Imperatives, IT imperatives, IT security imperatives

11

- **Data is your friend** - Show them the benefits regularly...Absolute data and comparison data is powerful to move organizations





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THE NETWORK

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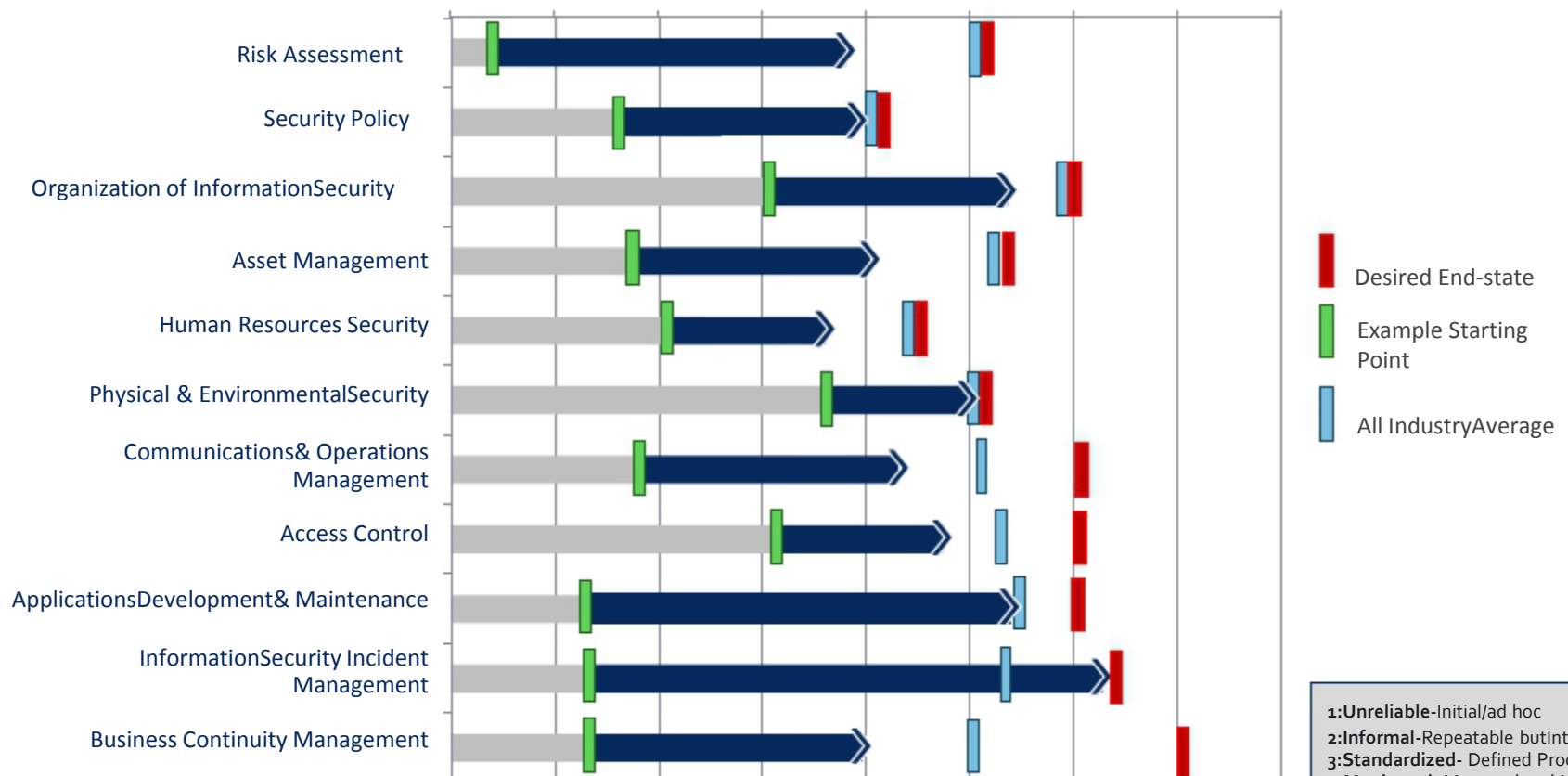
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Measure Improvements

ISO 27002 Framework

1.00 1.50 2.00 2.50 3.00 3.50 4.00 4.50 5.00

All



1: Unreliable-Initial/ad hoc
 2: Informal-Repeatable but Intuitive
 3: Standardized- Defined Processes
 4: Monitored, Managed, and Measurable



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Business Value Recommendations

1. Protect the business data

2. Security and Risk are investments

3. Change conversation from threats to risks and business benefit

4. Effective Security Communications Strategy

5. Embed Security into the business processes





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Business Value Recommendations

6. Adopt strategies to maintain legal and compliance goals

7. Build and maintain effective security team

8. Engage in Public Private Partnerships

9. Deploy effective security design and architecture

10. Adopt industry standard framework and strategy





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Many CEO's Are Getting It

“The complexity and criticality of information security and its governance demand that it be elevated to the highest organizational levels. As a critical resource, information must be treated like any other asset essential to the survival and success of the organization.”

-Terry Hancock, CEO
Easy I Group



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Information Security Vision a Key Partner in Driving Business Growth

- Ensure Compliance
- Manage Risk
- Enable the Business





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...or you'll have a Bad Day at the Office





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Summary- Focus on the End Game



- Never give up
- Understand the Obstacles
- Take Targeted Actions
- Educate the business and C-Level
- Invest commensurate to risk
- ...and you will be better prepared...

***IT Security Plays a Key Role in
Enabling Business Growth***



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Thank you and Questions

- Questions?
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