



Security and the CIO's Point of View

Security in Today's Business Environment

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Image your Dream Home

- ▶ What would you put in it?



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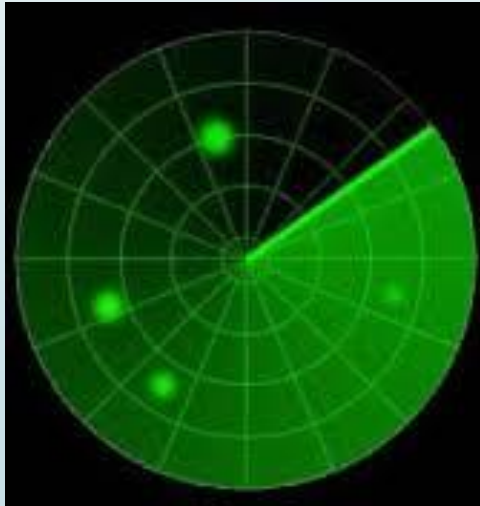




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If Security Professionals Ruled!

- ▶ Everyone and everything is a threat
- ▶ Each threat has equal priority
- ▶ Trust no one
- ▶ Everything must be locked





Dilemma

A B C D E F G H I

J K L M N O P

Q R S T U V

W X Y Z



The Problem

- ▶ Threats are real
- ▶ The threats are getting more sophisticated
- ▶ The threats are happening more frequently
- ▶ The threats are happening in tighter intervals
- ▶ Cultural of “Nobody cares about what we have”
- ▶ Cultural of “we are too small”
- ▶ Cultural of “We wouldn’t get hacked”
- ▶ Consumers have a short memory

The CIO's Dilemma

- ▶ We have to make money
- ▶ We must work to meet the needs of the senior leadership
- ▶ We must work to meet the needs of the board of directors
- ▶ We must work to meet the needs of the shareholders
- ▶ We must protect the company's assets
- ▶ We must protect the company's profitability
- ▶ We must understand the RIO on added insurance
- ▶ We must protect the company's goodwill
- ▶ We must meet all compliance requirements



Tools the CIO can use



COMPLIANCE

Tools the CIO can use



Tools the CIO can use



Tools the CIO can use





Tools the CIO can use

- ▶ Government regulations
- ▶ Laws
- ▶ Industry guidelines / rules and best practice
- ▶ Internal and external audits
- ▶ Internal training programs
- ▶ Failure of other entities
- ▶ Public / consumer pressure

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Case 1

You are the CIO and your CEO just returned from an international business trip. During her return she read about a new tablet and wants one. You have already deploy tablets that are well integrated into your enterprise applications and security. She has that tablet. This product is not integrated and lacks the security you desire. How do you respond to her request?



Case 2

The top salesman requested a new application to manage his customer contacts. He has asked IT to install it. This application is inexpensive. It is also known in the trade for its weak security, so IT has denied his request and has offered secure alternatives. This salesman insists that no other software would do and has engaged the CEO. The CEO wants to know how you are going to keep the top salesperson productive. How do you respond?



Case 3

Your organization's leadership has publicly stated an implementation date for a new application your company is marketing. Leadership in this space would mean a quadrupling of the company's value. The board of directors are anticipating the release and Wall Street is also watching. A prior release failed to meet its launch date and the company's stock fell 40%. Unfortunately you know the product is not secure and correcting the problem will delay the launch. What would you do?

Tools the CIO can use

- Dedicated qualified well informed professionals

