

CISOs are from Mars, Board Members are from Venus

Lampros Katsonis
Solutions Director, Guardbyte

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What are the odds?

Being eaten
by a shark



1 in
4,332,817

Getting struck
by lightning



1 in
1,107,143

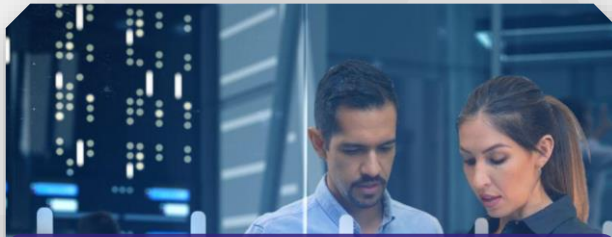
Experiencing a
data breach



1 in
4

With the acceleration of digital transformation, the world is more connected than ever

Technology Drives All Businesses



72%

of organization are defaulting to cloud-based services, with 48% of large enterprises using IoT

Cloud Computing Study, 2022
Use of IoT Study, 2019

Third Party Reliance is Increasing

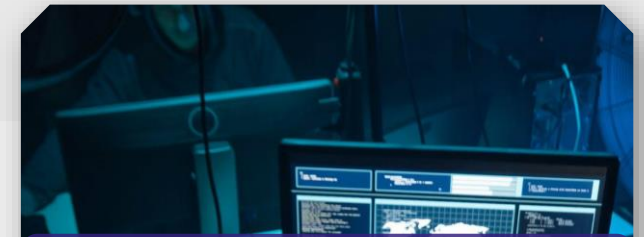


583

average number of third parties that organizations share sensitive or critical information with

GRI Impact Study

Successful Attacks are Getting Easier



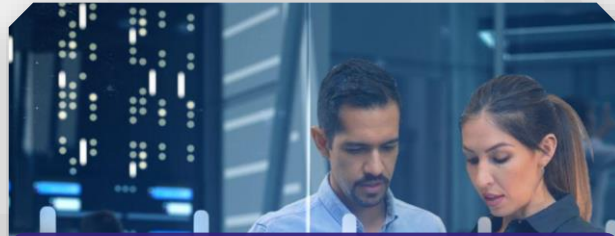
\$1m

per month can be earned by buying a full cyber campaign for a few thousand dollars

Deloitte

...and increasingly difficult to secure.

Technology Drives
All Businesses



**Complex
Environments**

Cloud Computing Study, 2015
Use of IoT Study, 2015

Third Party Reliance
is Increasing



**Vast Amounts
of Risk**

Enterprise Study

Successful Attacks
are Getting Easier



**Sophisticated
Adversaries**

Deloitte

Understanding your security is not enough. Organizations need a simple way to...

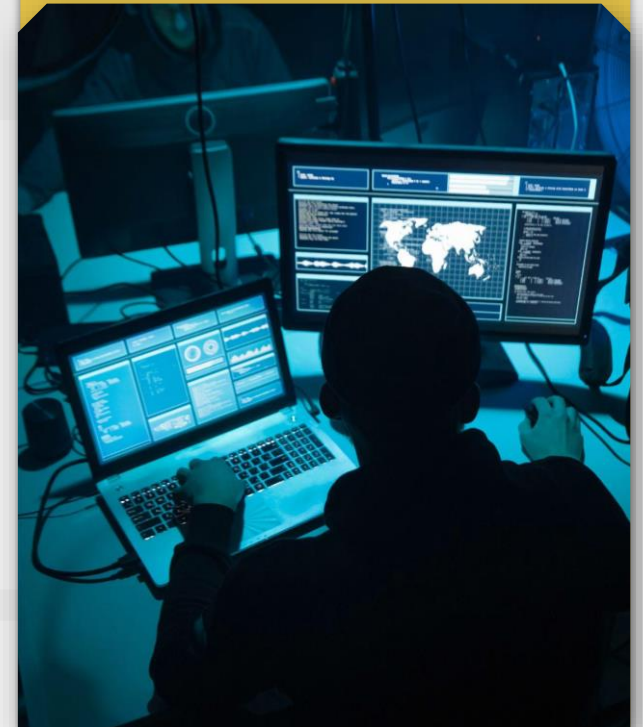
**Measure
Security Risk**



**Understand the Security
of all Third Parties**



**Improve Security and
Eliminate Risk**



2023 Cyber Market Conditions

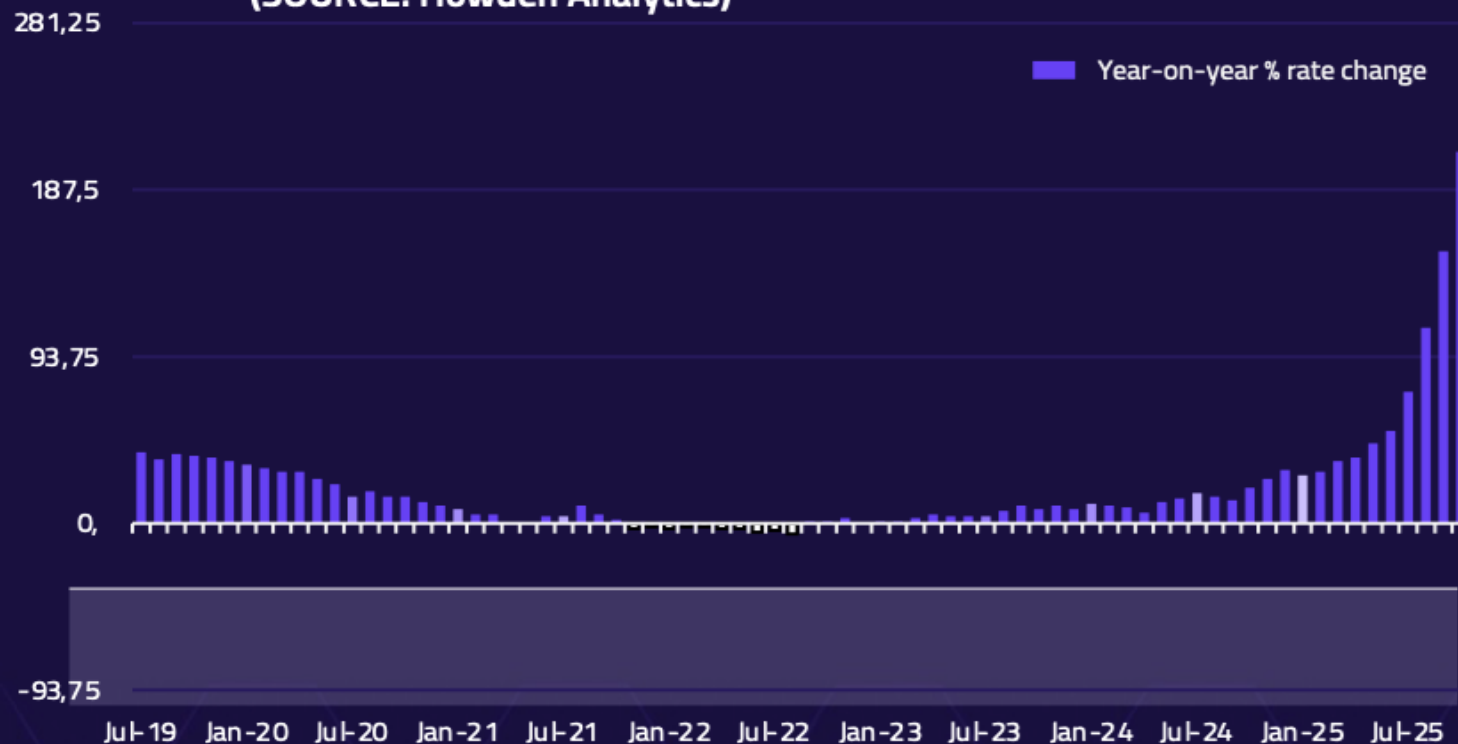
The Cyber market has hardened.

Driven by an increase in **frequency** and **severity** of attacks, and further fuelled by an ever-evolving risk landscape

Challenges

- ▼ Highly dynamic risk landscape
- ▼ Increasing cost of claims
- ▼ Increased complexity of incidents
- ▼ Capital shortages
- ▼ Legal and Regulatory scrutiny

Global Cyber insurance rate increases – Jul-15 to Sep-22
(SOURCE: Howden Analytics)



Your Security posture is *average* for your industry.



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Security Summary Report

Generated 8/23/19 by  SecurityScorecard

We are sharing this independently-gathered confidential business insight that may help inform your policy decision.

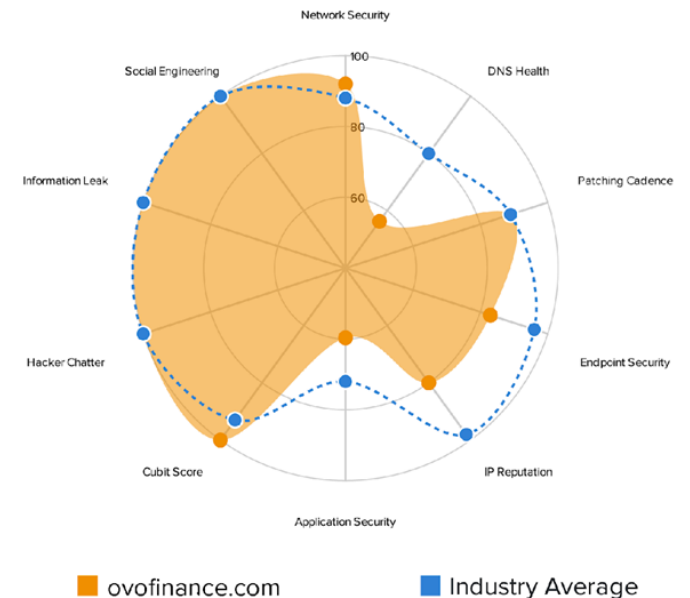


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Threat Indicators

- A 92 **NETWORK SECURITY**
Detecting insecure network settings
- F 49 **DNS HEALTH**
Detecting DNS insecure configurations and vulnerabilities
- B 89 **PATCHING CADENCE**
Out of date company assets which may contain vulnerabilities or risks
- B 83 **ENDPOINT SECURITY**
Measuring security level of employee workstations
- B 80 **IP REPUTATION**
Detecting suspicious activity, such as malware or spam, within your company network
- F 59 **APPLICATION SECURITY**
Detecting common website application vulnerabilities
- A 100 **CUBIT SCORE**
Proprietary algorithms checking for implementation of common security best practices
- A 100 **HACKER CHATTER**
Monitoring hacker sites for chatter about your company
- A 100 **INFORMATION LEAK**
Potentially confidential company information which may have been inadvertently leaked
- A 100 **SOCIAL ENGINEERING**
Measuring company awareness to a social engineering or phishing attack

Industry Comparison: Information Services



Vulnerabilities

VULNERABILITY TYPE	MEASURE
Open Ports	0
Site Vulnerabilities	387

Overall Grade

SecurityScorecard Security Rating



Grade Per Risk Factor



Attribution, Research & Analytics

IP Attribution, Normalization of Data, Scoring

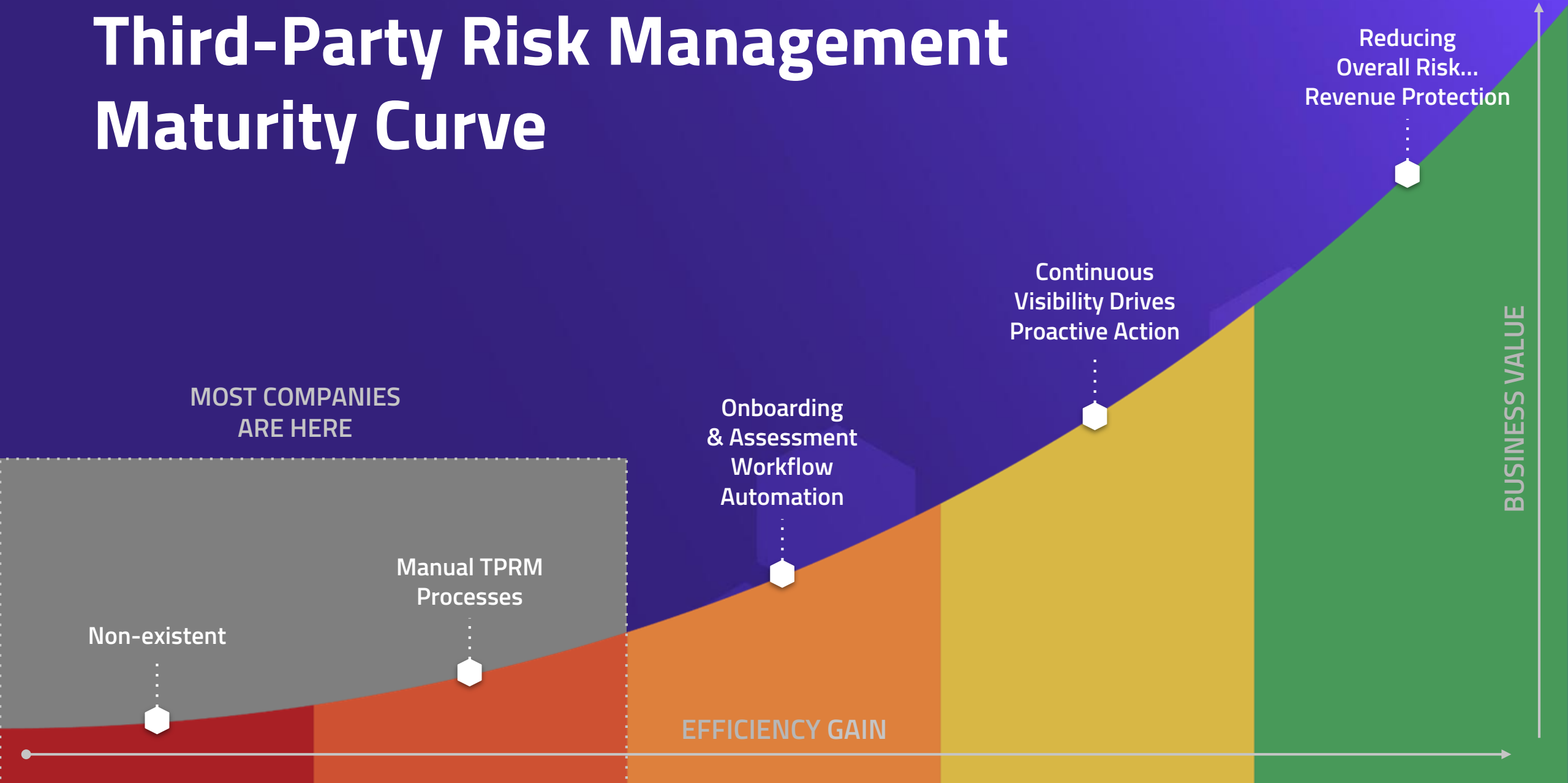
Data Collection

Sensors Crawling the Entire Internet

Vulnerability Fingerprinting

Emerging Threat Collection

Third-Party Risk Management Maturity Curve



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I've deployed Akamai Prolexic for SYN FLOOD mitigation on our 72.2.52.1/24 production network.

Oh... You mean you spent \$300K on a product that will prevent a \$2M revenue loss from website disruption?

Why are we
spending more money
but our cyber risk problem
is only getting worse?

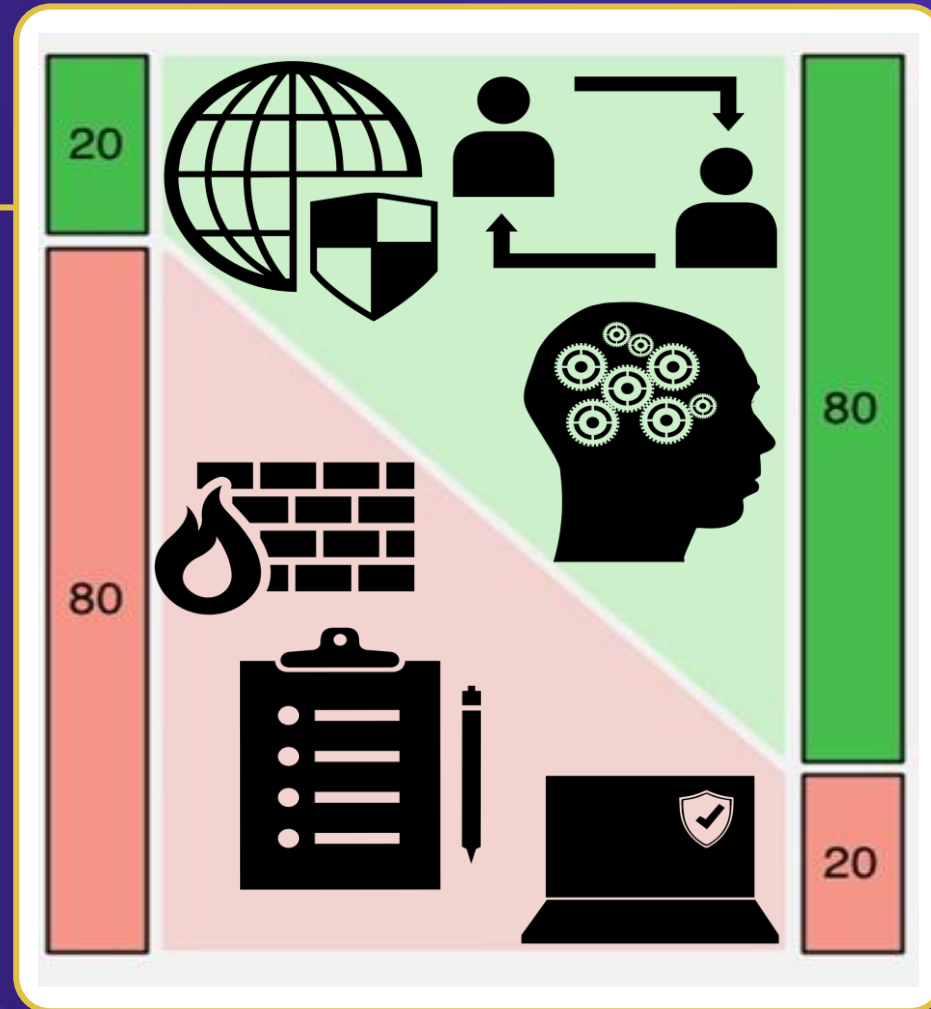


80/20 Problem of Security Budgets

Budget

TRADITIONAL TOOLSET

- Legacy
- Regulatory compliance
- Point-in-time, fragmented analysis
- Detect < 5% of threats



Results

SECURITY 2.0 TOOLSET

- Information sharing
- Security ratings
- Real-time threat intelligence
- Hackers-view
- Machine learning
- Security 2.0 Toolset

What to do?

I have spoken to dozens of CISOs, CIOs, and analysts.
A few trends came up in conversations so far:

1. Automation : how do you make all tools better talk to each other

2. AI/ML : turn mountains of raw data into actionable 1-2 insights.

3. Risk quantification: How do you measure KPIs on your security program and communicate to the Board?



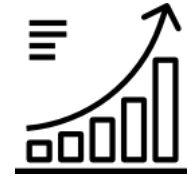
5 Key Areas to Prioritize in Cyber Security Now



Optimize and automate business ecosystem risk



Consolidate and integrate vendor risk data into your security stack for deeper insights



Set key performance indicators (KPIs), track ROI, and communicate to stakeholders



Ruthlessly prioritize to keep your organization secure



Make your organization the vendor of choice

Thank You!



Q&A

Lampros Katsonis
Solutions Director, Guardbyte Ltd,

+357 22150 771
I.Katsonis@guardbyte.com.cy