



WILL IT BLEND?

CISO's and Hackers



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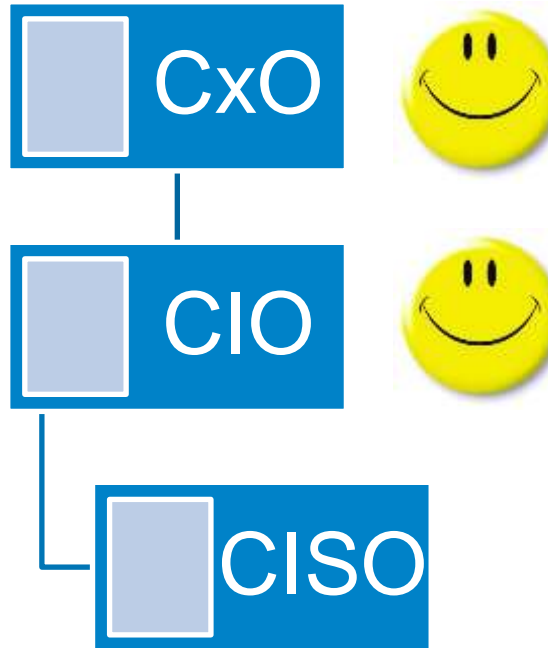


WHAT DOES A CISO DO?

- Theory
 - Risk management
 - Compliance and Audits
 - Security Operations
 - Architecture
 - Identity Management
 - ...

A CISO protects the organisation from information related problems

WHAT DOES A CISO DO?



CIO HAS TO DEAL WITH

- Demands and expectations
 - Operations
 - Projects
 - Digital Strategy
- Things beyond his control
 - Legacy
 - Consumerisation
 - Limited budget, resources

- Risks
 - Hackers
 - Security breaches
 - Availability problems
 - Disasters

CIO's challenge:
Where to put the
money?



CIO HAS TO DEAL WITH

- Demands and expectations
 - Operations
 - Projects
 - Digital S...
- Things beyond his control
 - Privacy
 - Consumerisation
 - Limited budget, resources

Real things

- Risks
 - Hackers
 - Security breach
 - Availability
 - Disaster recovery

Unreal things

CXO WILL ACT ON REAL THINGS

- We will be audited
- We have a customer demand
- We're hacked

- But risk analysis fake news

WHERE IS THE CIO'S RISK?

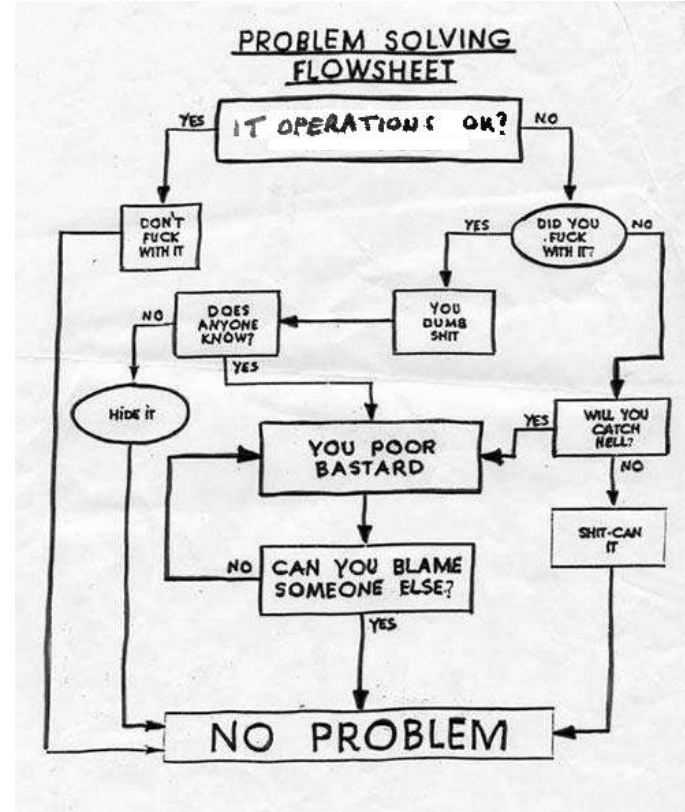
- Demands and expectations
 - Operations
 - Projects
 - Digital Strategy
- Things beyond his control
 - Legacy
 - Consumerisation
 - Limited budget, resources

- Risks

- Hackers
- Security breaches
- Availability problems
- Disasters

CATEGORIZING CIO'S RISK

- Other peoples risk
- Minor risks
- Risks costing me my bonus
- Risks costing me my job



COMPLIANCE: INITIAL FINDING



COMPLIANCE: 60% IMPROVEMENT



HOW DO WE SOLVE THE CHALLENGE?

- How do we get the CxO to act on information security risks?
- How do we make these risks real?



UNREAL = REAL CHALLENGE

- Demands and expectations
 - Operations
 - Projects
 - Digital S...
- Things beyond his control
 - Privacy
 - Consumerisation
 - Limited budget, resources

Real things

- Risks
 - Hackers
 - Security breach
 - Availability
 - Disasters

Unreal things

HOW NOT TO MAKE IT REAL



- Presenting a problem is not the solution

HOW TO MAKE IT REAL? CISO-WAY

- Game (ask for scenarios)
- What-if scenario's (story telling)
- Risk analysis

HOW HACKERS CAN HELP

- Demands and expectations
 - Operations
 - Projects
 - Digital Security
- Things out of our control
 - Privacy
 - Consumerisation
 - Limited budget, resources

Real things

- Risks
 - Hackers
 - Security breaches
 - Availability of systems
 - Disasters

Unreal things



HOW TO MAKE IT REAL? HACKER-WAY

- Hack it + Responsible Disclosure
 - Demonstrates likelihood
 - Disclose to the Board
- Focus on CxO's risk
 - CVSS (Nixu way)
 - Create Hackers Business Case



THANK YOU





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