

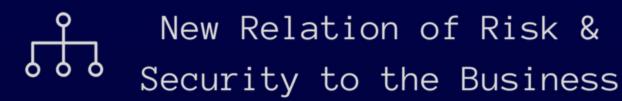
Chief Information Security Officers (CISOs) must evolve from largely technical roles to think and speak like business people. What's driving the change?



New Risk Landscape: Bigger, More Complex

The move to The Cloud and other technologies outside traditional central enterprise control hugely complicates security.

Threats are escalating massively, from ransomware to data theft.



Cyber risk = business risk for management and boards as part of their fiduciary and regulatory responsibilities.

The rest of the business demands communication in business terms = dollars and cents.



Old Risk Models Failing

"Qualitative" risk models with heat maps or "High", "Medium" "Low" ratings of risk are too imprecise.

Compliance-focused checklists (like NIST CSF) don't give guidance on how to prioritize security efforts against risks specific to an organization.



Move to Proactive Choice on Risk Management

Companies have come to realize that 100% security is impossible. Therefore risk posture is a choice. It's all about prioritization. Organizations must make conscious, well-informed, focused choices on investments in security.

CISOs can meet these challenges by:

- Helping organizations understand cyber risk in financial terms.
- Providing a decision-making framework to prioritize cybersecurity investments.

