



RISE OF THE BUSINESS-SAVVY CISO

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.

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New Relation of Risk & Security to the Business

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.

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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.

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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.



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