WILL IT BLEND?
CISO’s and Hackers
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CISO’s and Hackers
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 DO 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

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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
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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

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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
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- Risks
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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