

Successful Cyber Strategy

Charles Gillman

How To Ensure Your Strategy Succeeds



Cyber Strategy Pitfalls

**Not Business
Aligned**



Wrong Drivers



**Not
Measurable**



Not Achievable



Benefits of an Effective Strategy

Reduce Risk

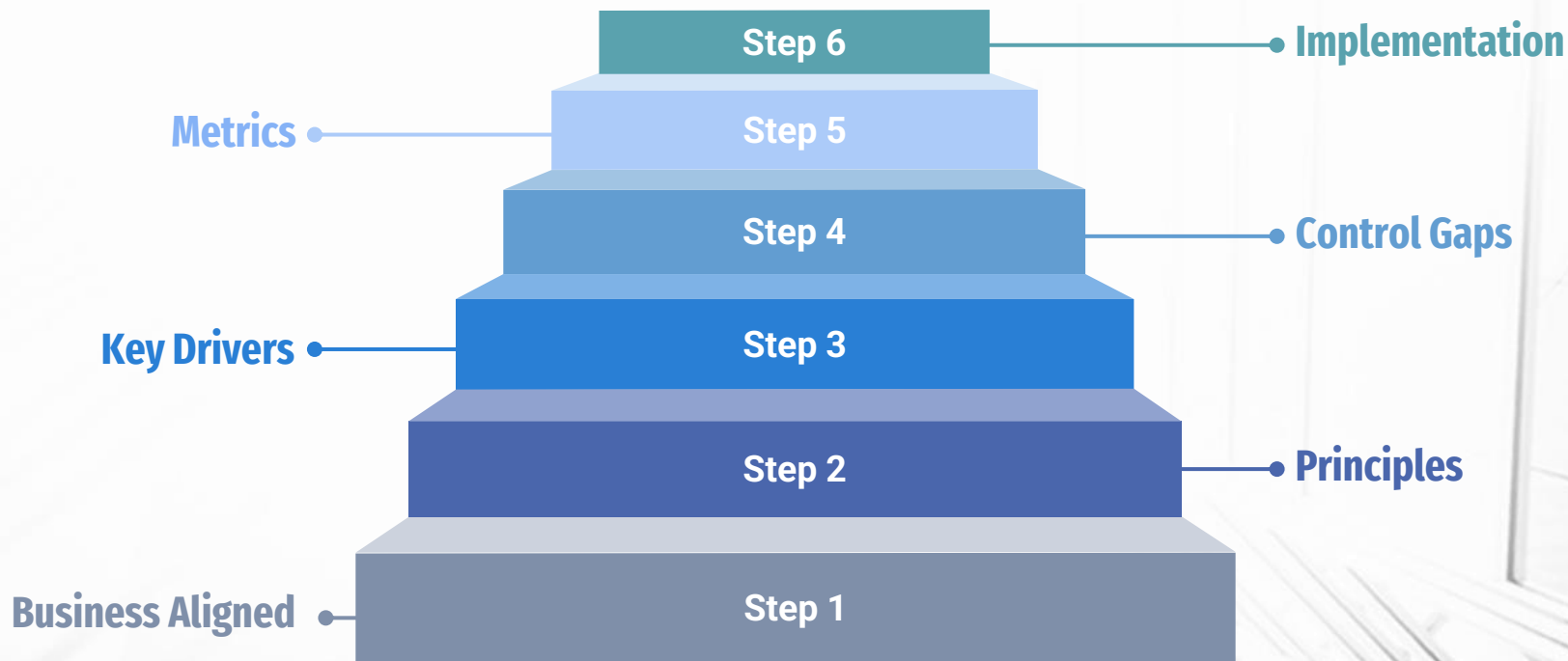
Business Buy-In



Show ROSI

Delivered

Six Steps to a Successful Cyber Strategy



Step 1: Business Alignment

**Aligned to Business
Strategy**

Aligned to IT initiatives

Valued by the Business



Revenue Streams

Go-to-market

Business Growth

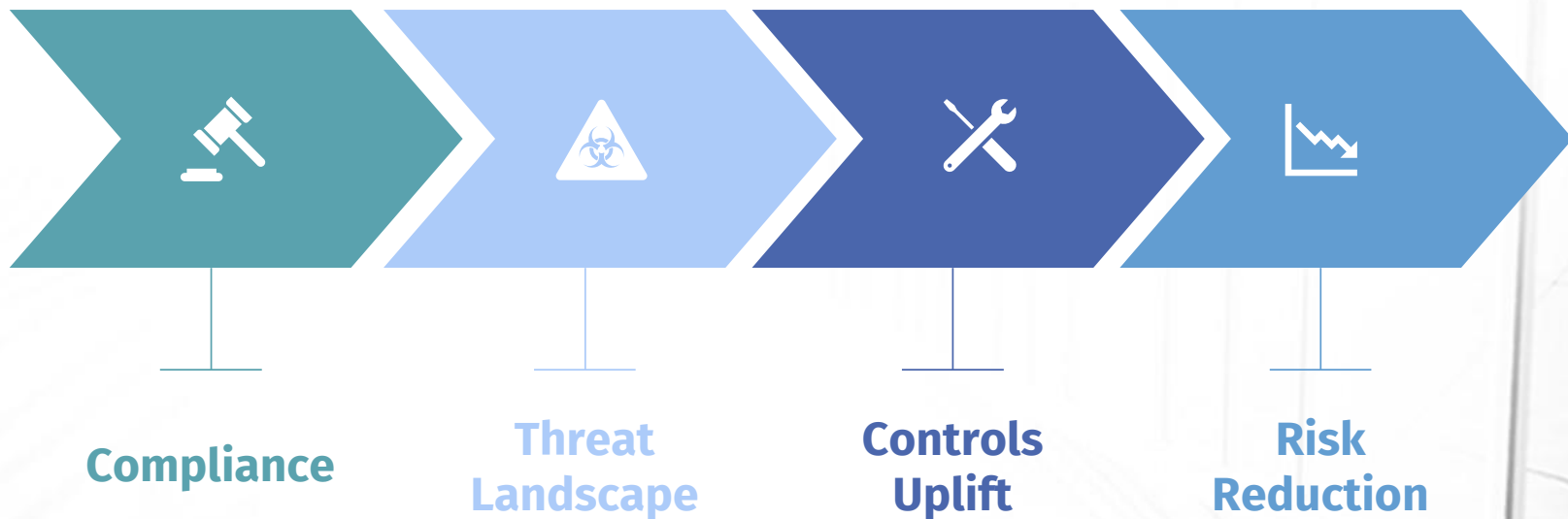
Step 2: Cyber Strategy Principles

The guiding principles that underpin the strategy

Example:

- Develop and Govern a Healthy Security Culture
- Manage Risk in the Language of Business
- Establish a Control Baseline
- Simplify and Rationalize IT and Security
- Control Access with Minimal Drag on the Business
- Institute Resilient Detection, Response and Recovery

Step 3: Key Cyber Strategy Drivers



Step 4: Identifying Cyber Control Gaps



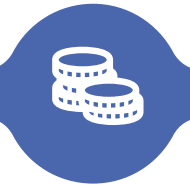
Avoiding Waste

Investment = Risk

Low cost/no cost



Leveraging
existing
investment



Cost
containment



Return on
Security
Investment

Step 5: Effortlessly Measuring Success

**Maturity
Uplift**



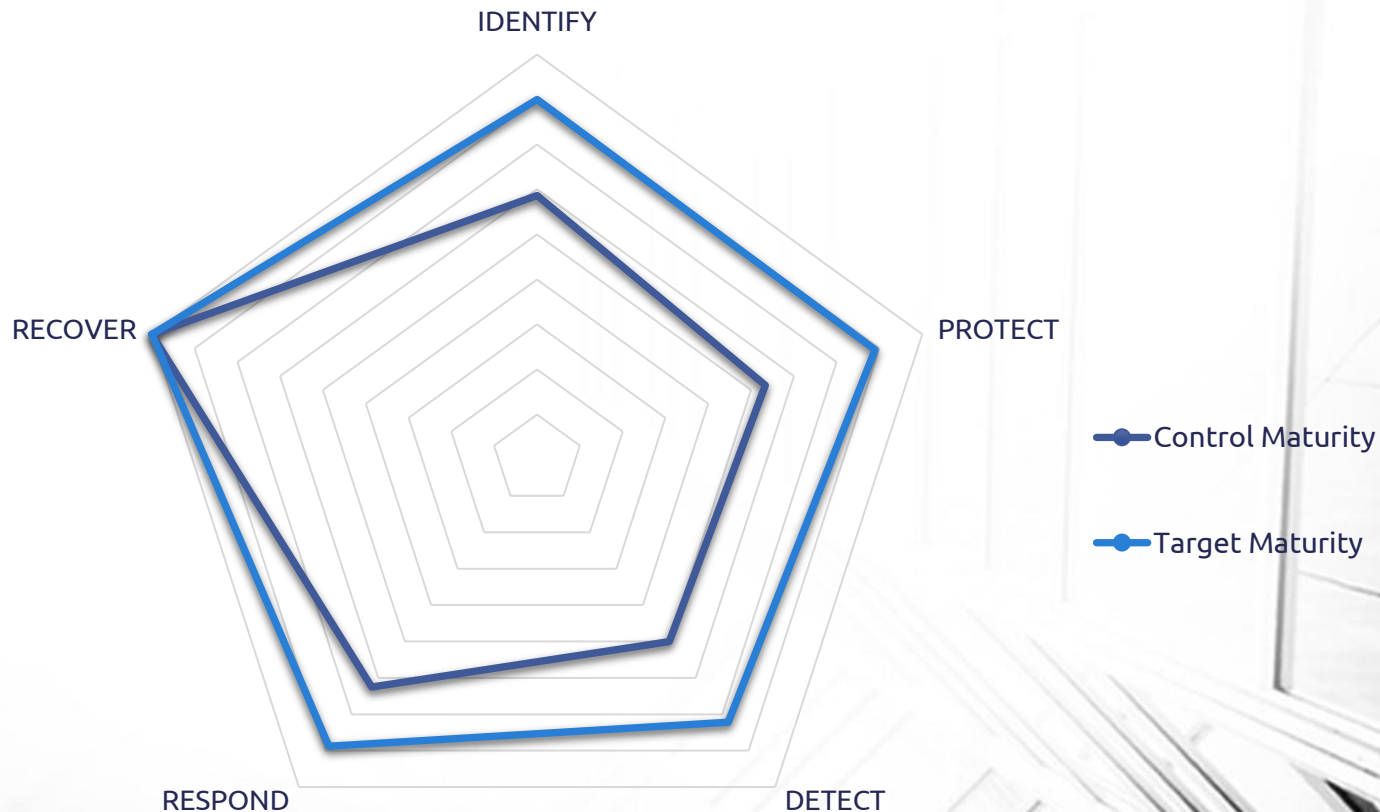
**Risk
Reduction**



**Objectives &
Key Results**



Maturity Uplift Example – NIST CSF

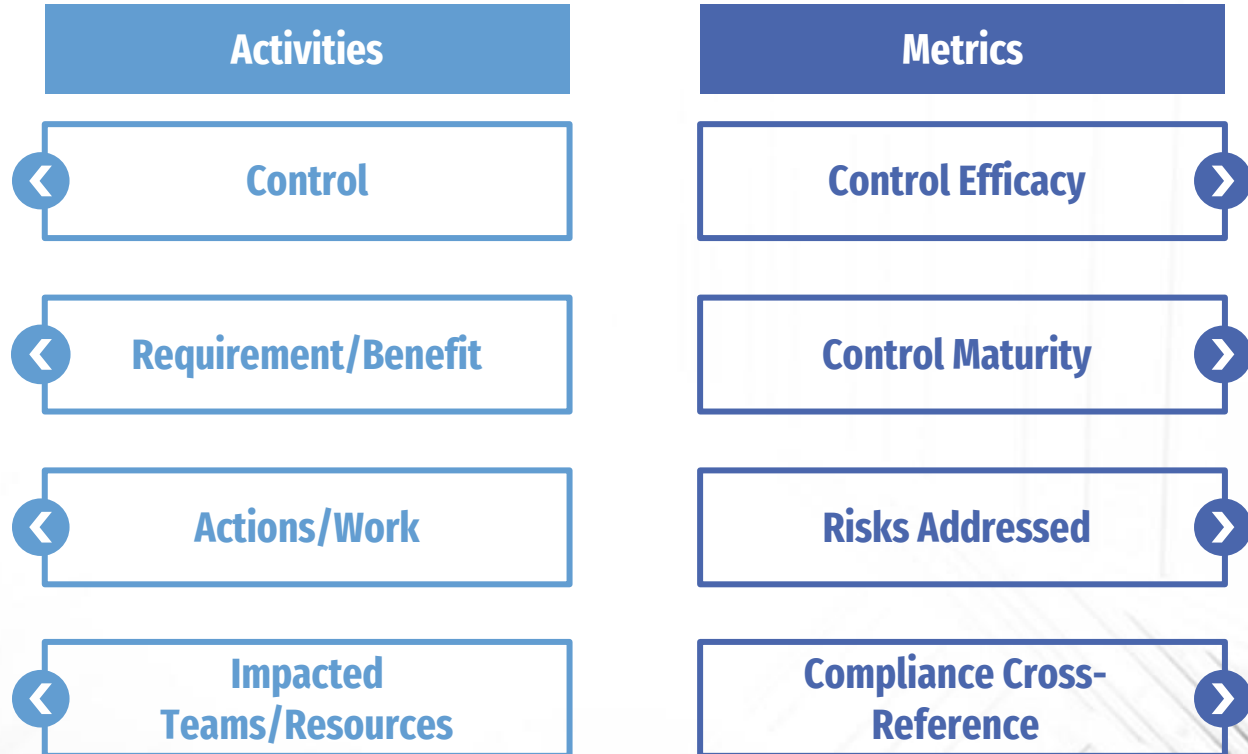


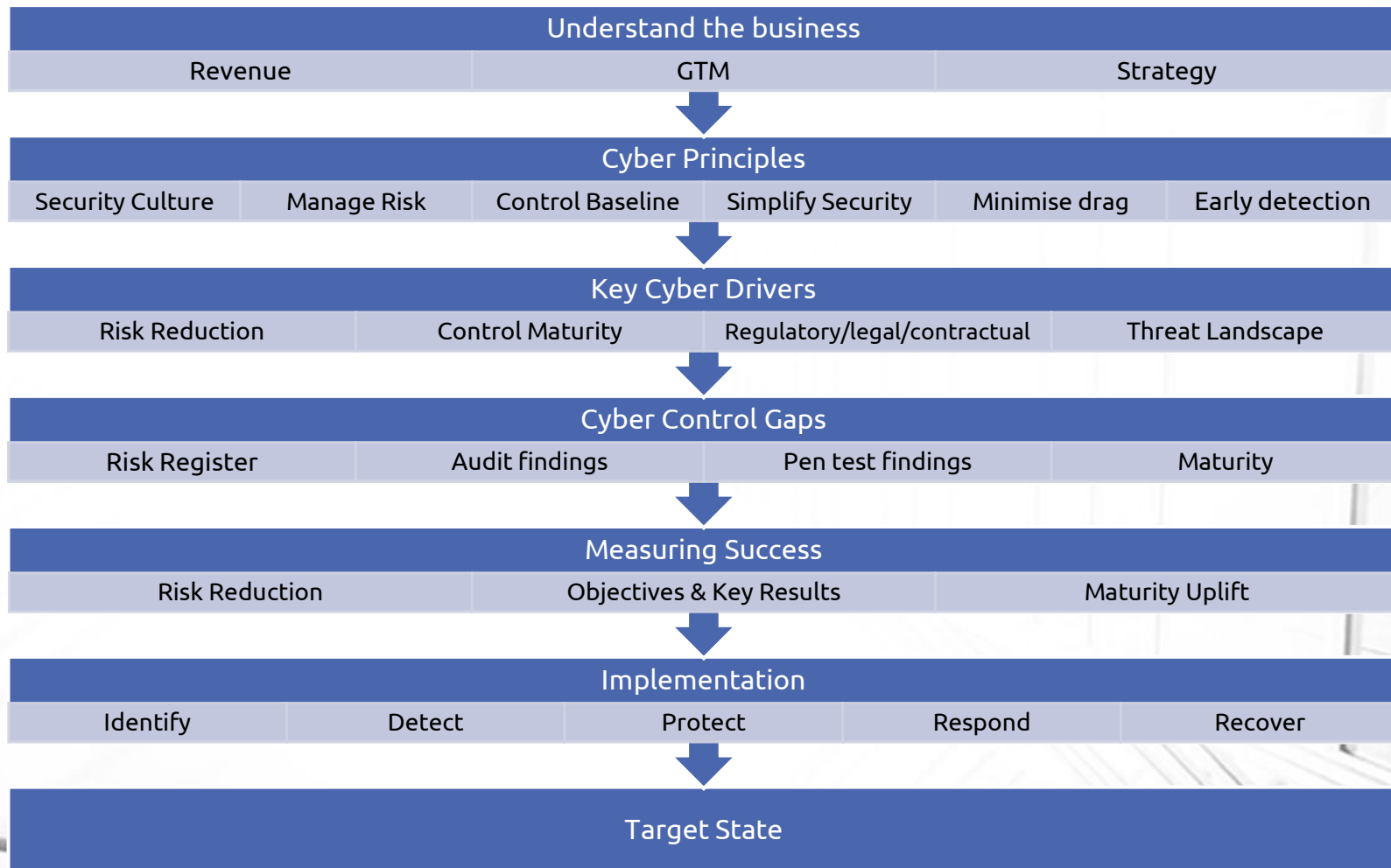
OKR Example

Objective: Reduce risk

- **Key Result 1:** Close or reduce risks through the implementation of compensating controls
- **Key Result 2:** Close or reduce risks through by improving the efficacy of existing controls

Step 6: Tested Implementation Formula





Successful Cyber Strategy Takeaways

**Business Alignment
Increases Chance of
Success**

**Metrics
Measure
Success**

**Key Drivers Justify
the Investment**

**Risk &
Compliance
Define the
Controls**

