

# The Virtual CSO: What You Need When You Need IT

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# Agenda

- ▣ Security Roadblocks
- ▣ Business Benefits
- ▣ Technical Benefits
- ▣ Next Steps
- ▣ Q&A

# Security Roadblocks

- ▣ Perception of high cost of security
- ▣ Reluctance to recognize the importance of policy
- ▣ Lack of support for enforcement of policies
- ▣ Risk vs. reward equation makes security a “nice to have”
- ▣ No human resource availability – “I have enough to do already”
- ▣ Security often seen as a cost, not a savings

# Security Roadblocks – cont.

## ▣ False Sense of Security

- “We haven’t ever been hacked, so we must be doing something right?”
- “Who would want what we have?”
- “Our employees aren’t interested in doing those things.”
- “We’re too small to be a target.”

# Business Benefits

- ▣ Human Resources
  - Reduced salary and benefit costs
  - Reduced training costs
  - No need to worry about vacations and sick time
- ▣ Your organization gains valuable experience without the overhead of another FTE
- ▣ Experts in other areas of I.T. can be leveraged without additional contracts/outourcing

# Technical Benefits

- ▣ Initial Internal and External Penetration Testing
  - Develop an initial baseline
- ▣ Initial Policy and Procedure Review
  - Annual Checkup
- ▣ Regularly Scheduled Follow-up Tests
  - Quarterly External Testing
  - Annual Internal Testing
- ▣ 8 Hours of Block Time Per Month

# Technical Benefits – cont.

## ▣ Options

- Assistance in Developing a Security Awareness Training Program
- Assistance in Developing an Incident Response Team and Procedures
- Assistance with Compliancy Programs
  - ▣ HIPAA, PCI
- Vulnerability Notifications on Technologies Used By Client
- Server Hardening Best Practices

# Next Steps

- ▣ Decide if this is right for your organization
  - Compute the ROI
- ▣ Discuss your specific needs
  - A plan tailored to your organization
- ▣ Put together an action plan
  - A clear roadmap of how to proceed
- ▣ Implement the plan
  - Yearly project review and tuning



# Summary



The CSO position is necessary but often unfunded.



Outsourcing provides a reasonable return on investment.



Syrinx Technologies can provide the required services at reduced costs.

# Questions

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