



CISO Evolved - Mapping Information Security to Business Portfolio

*ViJay Viswanathan
CISO, HD Supply Inc.*

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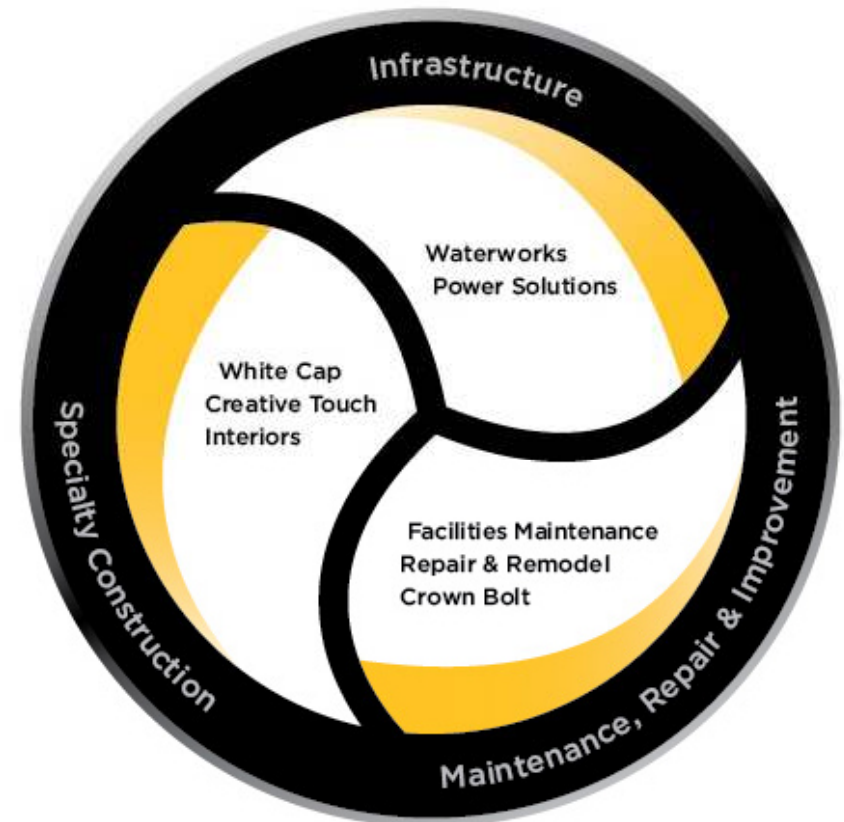


OUR BUSINESS



HD Supply is one of the largest, most diversified industrial distributors in North America.

- **7** lines of business and **1** Canadian operation
- **630** locations across **46** U.S. states and **9** Canadian provinces
- **Approximately 1 million SKUs** to **400,000+** professional customers
- **14,000+** strategic suppliers

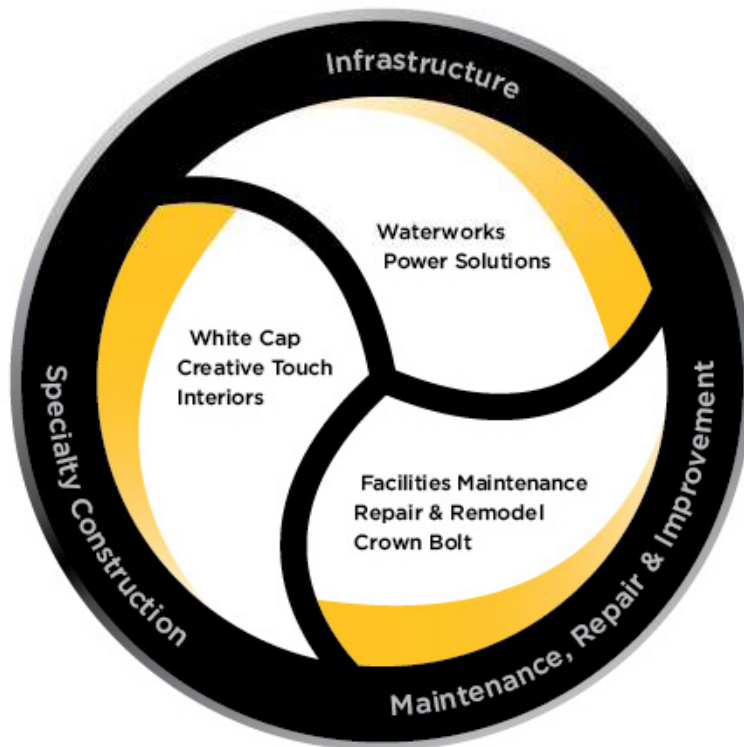


Diverse portfolio of industry-leading businesses

POWER OF THE PORTFOLIO



We Deliver Superior Products & Services to Professional Customers in Three Main Sectors



- Infrastructure
- Maintenance, Repair & Improvement
- Specialty Construction

\$7.0B¹ in annual sales
(FYE January 2012)

¹ Revised to exclude the results of the IPVF business, sold on March 26, 2012

Agenda

- Where is Information Security in your Organization today?
- What language does your CISO speak?
- Is Security a regular board topic?
- Do you know your Security Program KPI's?
- Strategically
- CISO X.0

Where is Information Security in your Organization today?

- The environmental drivers for the evolving role of CISO
- The critical success factors for your CISO
- Governance and reporting structures
- The breadth and depth of CISO authority
- The array of CISO responsibilities
- The growing importance of the CISO's relationships inside and outside of IT and Organization.
- The CISO's involvement in information privacy issues.
- What your CISO really need to do their jobs
- A few predictions about the future of the CISO position.



What language does your CISO speak?

Finding a strategic voice

Security leaders see significant change ahead



Nearly two-thirds say **senior executives** are paying **more attention** to security issues.



2/3s expect to **spend more** on security over the next two years.



External threats are rated as a **bigger challenge** than internal threats, new technology or compliance.



More than one-half say **mobile security** is their greatest near-term **technology concern**.

And their roles are evolving with growing authority, accountability and impact across the enterprise.



Influencers

Confident and prepared, influence the business strategically

Protectors

Less confident, prioritize security strategically but lack necessary structural elements

Responders

Least confident, focus largely on protection and compliance

How they differ

have a dedicated CISO



have a security/risk committee



have information security as a board topic



use a standard set of security metrics to track their progress



focused on improving enterprise communication/collaboration



focused on providing education and awareness





















Influencers – This group’s members, 25 percent of those surveyed, see their security organizations as progressive, ranking themselves highly in both maturity and prepared-ness. These security leaders have business influence and authority – a strategic voice in the enterprise.

• **Protectors** – Comprising almost half of our sample, these security leaders recognize the importance of information security as a strategic priority. However, they lack important measurement insight and the necessary budget authority to fully transform their enterprises’ security approach.

• **Responders** – This group remains largely in response mode, working to protect the enterprise and comply with regulations and standards but struggling to make strategic headway. They may not yet have the resources or business influence to drive significant change.

Is Security a regular board topic?

Security profiles

		Responders	Protectors	Influencers
Structure and management	Dedicated CISO	 26%	 42%	 56%
	Security/risk committee	 26%	 52%	 68%
	Budget line item	 27%	 45%	 71%
	Budget authority	CIO (30%) IT VP/Director/Manager (24%) CFO (18%)	CIO (32%) CFO (20%) CEO (20%)	CIO (26%) CEO (26%) CISO (13%)
Organizational reach	Increased leadership attention	 50%	 68%	 77%
	Regular board topic	 22%	 58%	 60%
	Primary focus over next two years	New security technology (46%) Updating business processes (36%)	Employee education (53%) New security technology (42%)	Employee education (59%) Communications/collaboration (24%)
Measurement	Standardized metrics	 26%	 43%	 59%

Influencers are much more likely to have elevated information security to a strategic priority.

Do you know your Security Program KPI's?

Importance of metrics



Influencers are more likely to measure progress through a wider variety of metrics and devote more attention to systemic change than the other groups.

How can I help you?

What keeps you up at night?... Why?

Strategically...

Responders can move beyond their tactical focus by:

- *Establishing a dedicated security leadership role (like a CISO), assembling a security and risk committee, and measuring progress*
- *Automating routine security processes to devote more time and resources to security innovation*

Protectors can make security more of a strategic priority by:

- *Investing more of their budgets on reducing future risks*
- *Aligning information security initiatives to broader enterprise priorities*
- *Learning from and collaborating with a network of security peers*

Influencers can continue to innovate and advance their security approaches by:

- *Strengthening communication, education and business leadership skills to cultivate a more risk-aware culture*
- *Using insights from metrics and data analysis to identify high-value improvement areas*

CISO X.0

The new breed of CISO has strong –

- Leadership skills
- Strategic Vision
- Power of persuasion
- Business mindset to set the story in a proper context
- Communication skills
- Understanding of the impact and influence the role
- Staff selection and mentorship skills





***Don't learn to hack, hack to learn!
Hack the best and teach the rest.***

Connect – [linkedin.com/in/cciso/](https://www.linkedin.com/in/cciso/) email – vijay.viswanathan@me.com