ALL ABOUT YOU!

8TH ANNUAL PERSPECTIVE USERS' CONFERENCE

MARCH 1-2, 2016

PERSPECTIVE:

powered by RESOLVER

Risk-Incidents: Same Playground, Different Castles

Brian C. McIlravey

Fi

Risk & Incidents: Same Sand – Different Castles

Risk & Incidents: Same Sand, Same Castles: Different Properties

RISK!

Likelihood!

Impact?

AT YOUR OWN RISK


LOW RISK
HIGH RISK
NO RISK


RISK
REWARD


R
I
S
K


AVOID
REDUCE
RISK


RISK
MANAGEMENT
PROJECT
LOSS
RESOURCES
TRANSFER
PROBLEM
TERM
FORMULA
AVOID
PREVENTION
SOFTWARE
EFFECTIVE
CASE
OCCUR
VALUE
DEVELOPMENT
REDUCTION
IMPLEMENTATION
ANALYSIS
PROCESSES
MARKET
PROCESS
EVENT
OCCURRENCE
POTENTIAL
CONTROL
FOLLOWING
CONSEQUENCES
BASED
APPLIED
MANAGING
SOURCE
IDENTIFIED
ASSESSED
SIMPLY
INFORMATION
ENTERPRISE
THREATS
MEASURES
METHOD
PLAN
CONTEXT
TECHNOLOGY
PROBABILITY
HIGH
NEGATIVE
GROUP
UNCERTAINTY
KNOWN
EXTERNAL
AVAILABLE
HAZARD
IMPACT
SEVERAL
COMMUNICATION
SECURITY
EVENTS
COMPOSITE
MITIGATION
IDENTIFICATION
PARTICULAR
POSSIBLE
FINANCIAL
COMPANY
SAFETY
ORGANIZATION
COST
ASSESSMENT
BUSINESS
INSURANCE
CONTROLS
DECISIONS
PRACTICE
CAUSE
TIME
TERMS
ACTIVITIES
OBJECTIVES

Risk Management: The Primary Function of Security

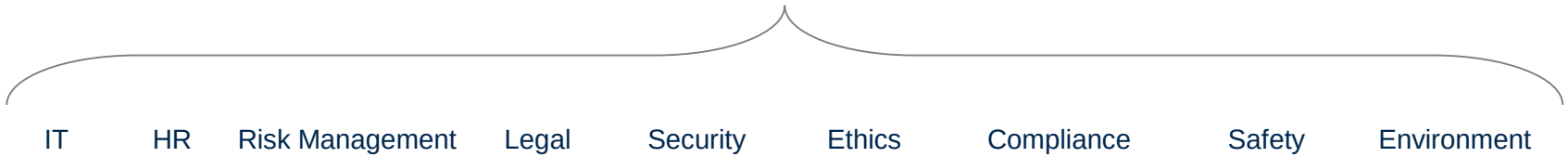
Assess, manage and mitigate risk… using existing information.

What happens	→	Threat	How
How many times it happens	→	Frequency	Why
Cost of it happening	→	Impact	(Cause)

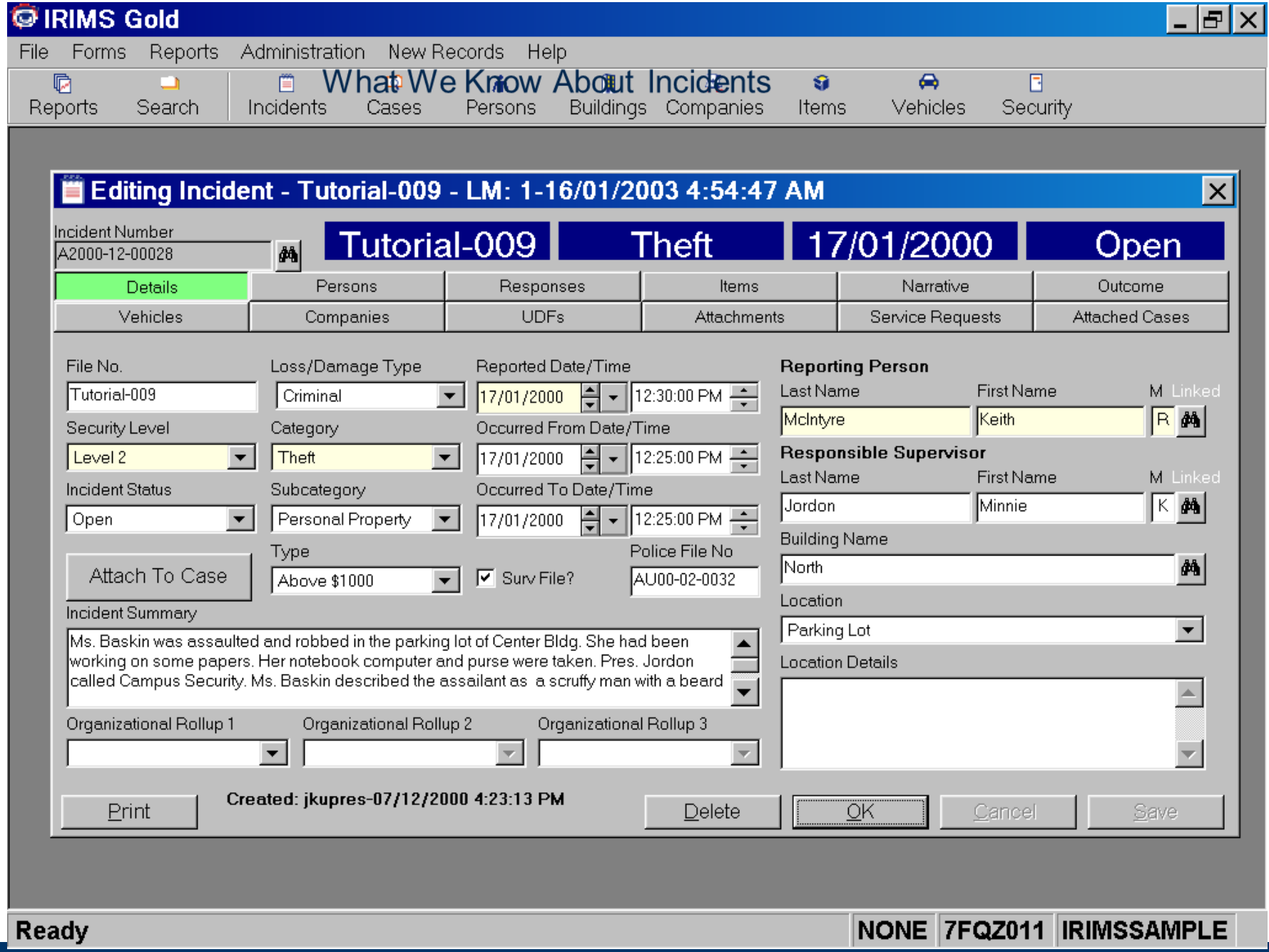
What We Know About Incidents

Incident Types

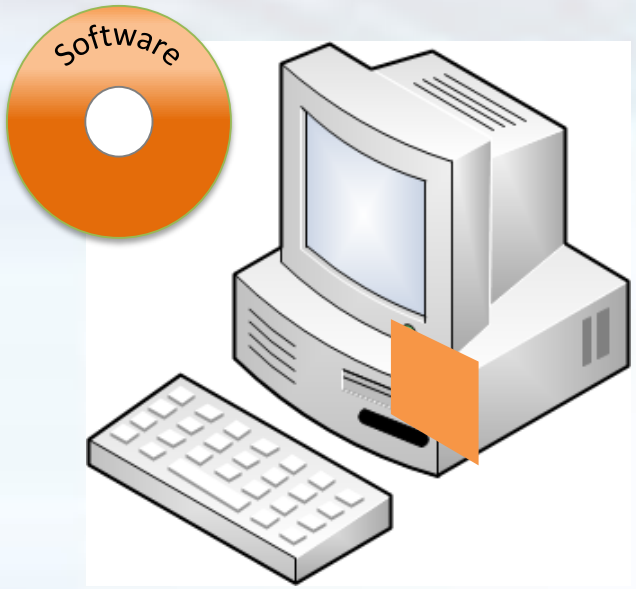
Natural Events	Human Driven Events	Uncontrolled Events
Tornados	Thefts	Fires/Explosions
Hurricanes	Assaults	Surrounded Event
Storms	Murders	Personal Injury Accidents
Floods	Bombs	Industrial Accidents
Earthquakes	Frauds	System Failures

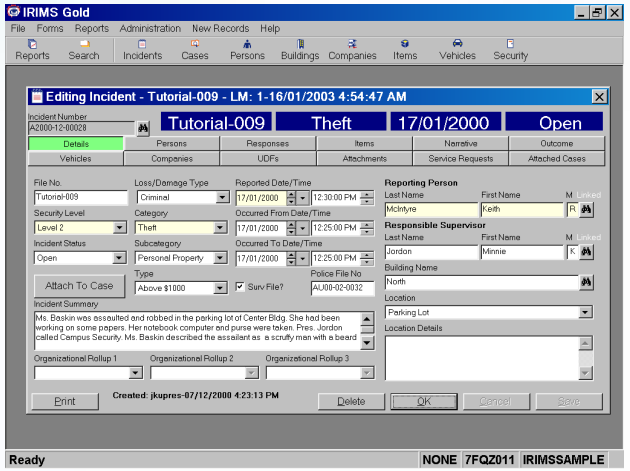


Incidents and Events at Departmental Level


IRIMS Gold
File Forms Reports Administration New Records Help
Reports Search Incidents Cases Persons Buildings Companies Items Vehicles Security
What We Know About Incidents
Editing Incident - Tutorial-009 - LM: 1-16/01/2003 4:54:47 AM
Incident Number
A2000-12-00028
Tutorial-009
Theft
17/01/2000
Open
Details Persons Responses Items Narrative Outcome
Vehicles Companies UDFs Attachments Service Requests Attached Cases
File No.
Tutorial-009
Loss/Damage Type
Criminal
Reported Date/Time
17/01/2000
12:30:00 PM
Security Level
Level 2
Category
Theft
Occurred From Date/Time
17/01/2000
12:25:00 PM
Incident Status
Open
Subcategory
Personal Property
Occurred To Date/Time
17/01/2000
12:25:00 PM
Attach To Case
Type
Above $1000
Surv File?
Police File No
AU00-02-0032
Incident Summary
Ms. Baskin was assaulted and robbed in the parking lot of Center Bldg. She had been working on some papers. Her notebook computer and purse were taken. Pres. Jordon called Campus Security. Ms. Baskin described the assailant as a scruffy man with a beard
Organizational Rollup 1
Organizational Rollup 2
Organizational Rollup 3
Reporting Person
Last Name First Name M Linked
McIntyre Keith R
Responsible Supervisor
Last Name First Name M Linked
Jordon Minnie K
Building Name
North
Location
Parking Lot
Location Details
Print
Created: jkupres-07/12/2000 4:23:13 PM
Delete OK Cancel Save
Ready
NONE 7FQZ011 IRIMSSAMPLE

COMPUTING THE OLD WAY



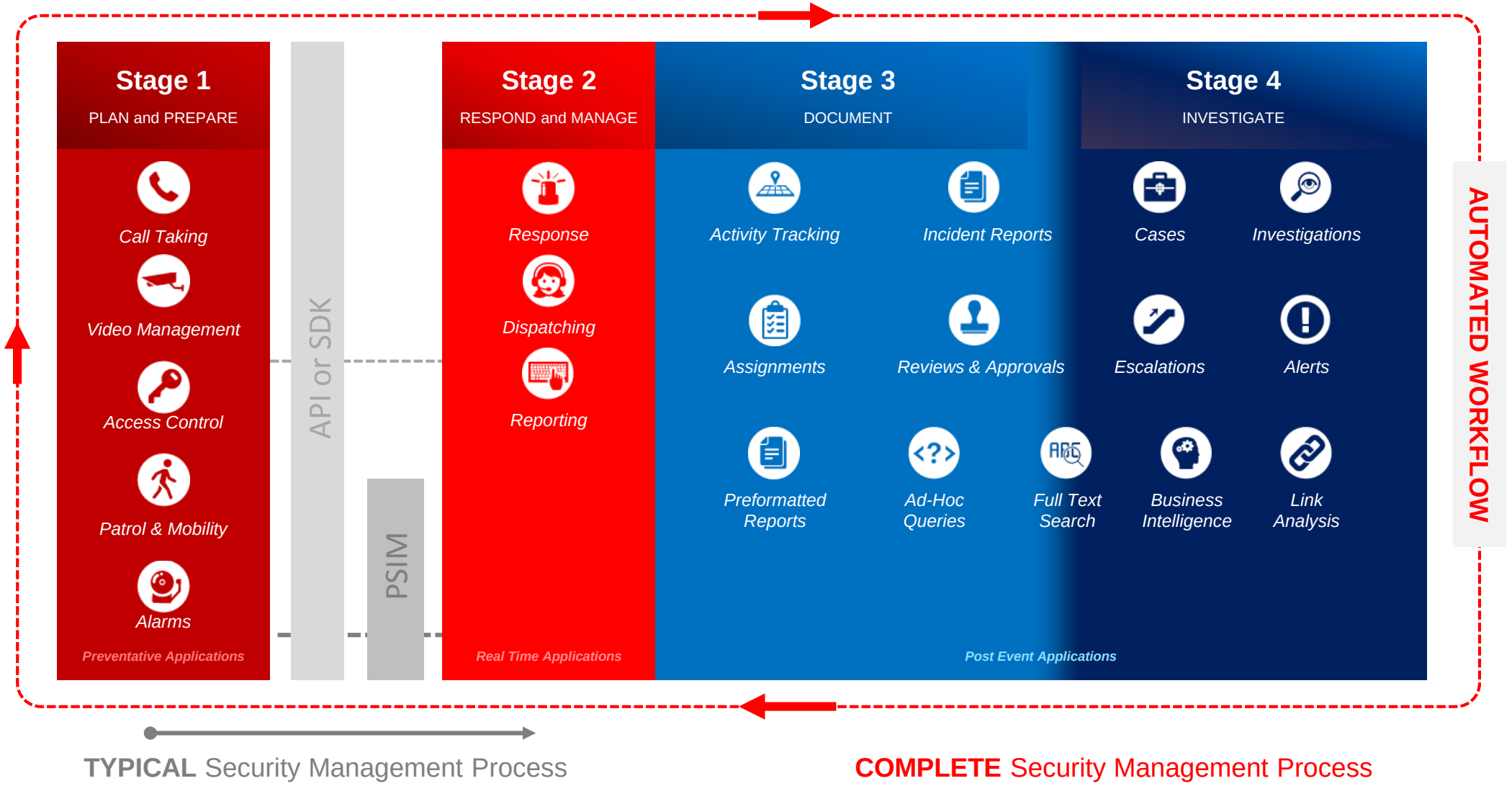


COMPUTING THE NEW WAY

- API’s
- IP Based Programs
- Data & software in cloud
- Automatic sync

INTEGRATED INCIDENT MANAGEMENT

Interact. Communicate. Integrate.



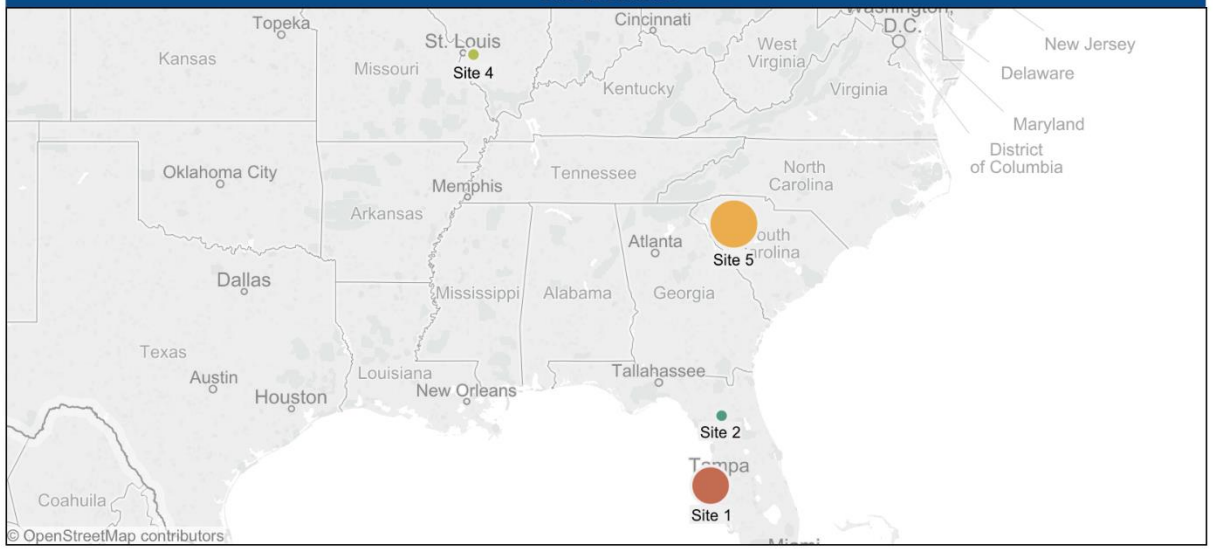
TYPICAL Security Management Process

COMPLETE Security Management Process

Site Security Risk Assessment Profile

vectordyne

Site Locations



Incident Summary

Category	Site 1	Site 3	Site 4	Site 5	Grand Total
Abandoned	$17K			$27K	$44K
Accident	$632K	$16K	$9K	$1,134K	$1,791K
Alarms	$202K	$13K		$328K	$544K
Cause Disturbance	$8K			$7K	$15K
Currency	$8K			$5K	$13K
Drugs	$2K			$5K	$8K
Emergency Response	$7K	$4K		$5K	$16K
Fire Violations	$7K			$11K	$18K
Gaming	$8K			$12K	$20K
Maintenance	$35K	$2K		$91K	$128K
Missing Persons	$1K			$14K	$15K
Parking	$5K	$3K		$33K	$42K
Person Behavior	$5K			$17K	$22K
Property Damage	$605K	$11K	$25K	$1,213K	$1,854K
Property Removal	$118K			$186K	$304K
Racing Infractions/Occurrences	$4K			$7K	$12K
Grand Total	$1,664K	$49K	$34K	$3,096K	$4,843K

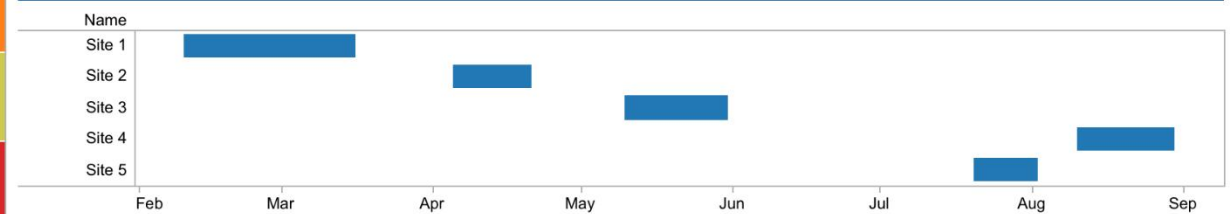
Risk Assessment

Risk	Site 1	Site 2	Site 3	Site 4	Site 5
Asset Theft	Moderate	Low	Moderate	Moderate	Significant
Data Leak	High	Low	Critical	High	Low
Property Destruction	Significant	Low	High	Significant	Significant
Unauthorized Access	Moderate	Low	Critical	Moderate	Moderate
Workplace Violence	Critical	Critical	Critical	Critical	Critical

Critical Incidents

Site Name	Reported Date/time	Category	Status	
Site 1	Wednesday, June 3, 2015	Property Removal	Closed	$39,081
	Tuesday, June 23, 2015	Alarms	Open	$41,176
	Saturday, June 27, 2015	Accident	Closed	$36,434
	Saturday, September 5, 2015	Property Damage	Closed	$41,787
	Sunday, November 29, 2015	Accident	Closed	$48,082
Site 5	Tuesday, July 7, 2015	Alarms	Open	$40,614
	Tuesday, December 29, 2015	Property Damage	Closed	$35,155

Audit Plan



Risk Process Relative to Incidents

Stage 1: Plan and Prepare

The Deming Cycle

When the Deming Cycle is applied to an organization's security program, the open space inside the ring represents the organization's assets while the ring itself represents the protective countermeasures in place to mitigate risk and includes the organization's entire security information management program.

The Four Stages of Incident Management

Stage 1
Plan and Prepare

- Define event lists.
- Create SOPs (checklists, attachments, hyperlinks).
- Set up mass notification.
- Create alerts/messages.
- Set response timelines (RTAs).
- Set event default priority.

Stage 2
Respond

- Initiate dispatch (automatic or manual).
- Manage officer and organization response.
- Execute SOPs.
- Send alerts/notifications.
- Monitor situation.
- Integration: PSIM, Situation Management, Real-Time Video.

Stage 3
Document

- Capture record of events (who, what, where, when, why and how much).
- Compile statistical reports.
- Perform root cause analysis.
- Summarize corrective action.
- Deliver business intelligence.

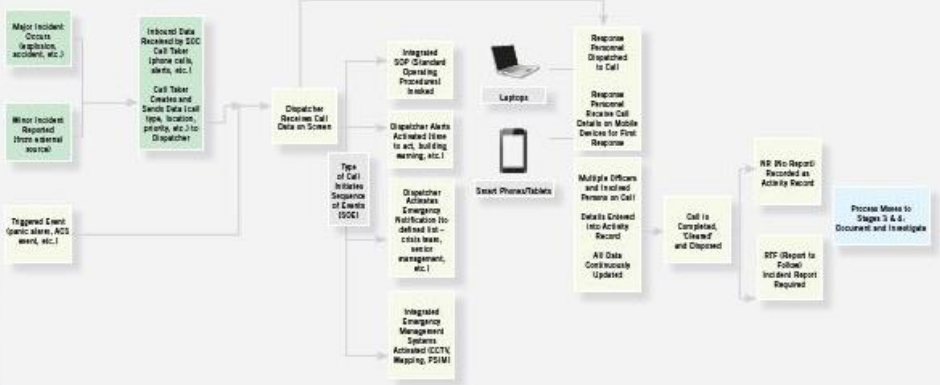
Stage 4
Investigate

- Manage investigations.
  Capture statements.
  Monitor evidence.
  Track expenses.
  File summaries.
- Build cases.
- Mine investigative data.
  Analyze links.
  Chart timelines.

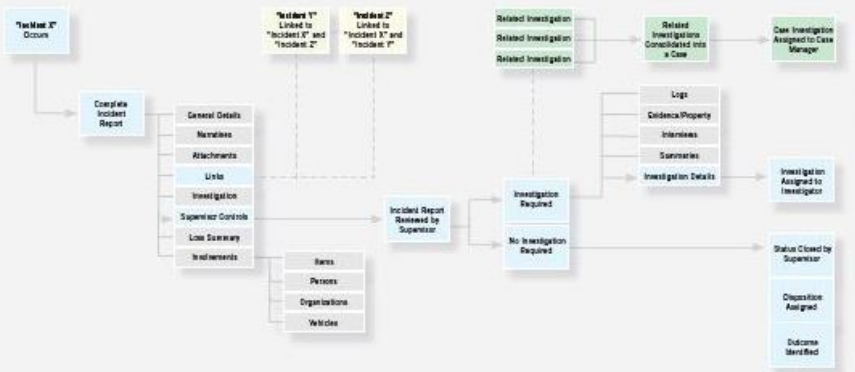
What is Incident Management?

Incident Management is considered a foundation of enterprise risk (ESRM); in fact, the whole concept of security and risk management is to protect against incidents that can impact assets. Yet, the term itself has conflicting meanings as to what it is and what we need to do. This poster features the full lifecycle of Incident Management, and the three critical phases of an incident you must consider in order to run an effective Incident Management program, including the critical role integrated systems and applications play in the Incident Management process.

Stage 2: Respond

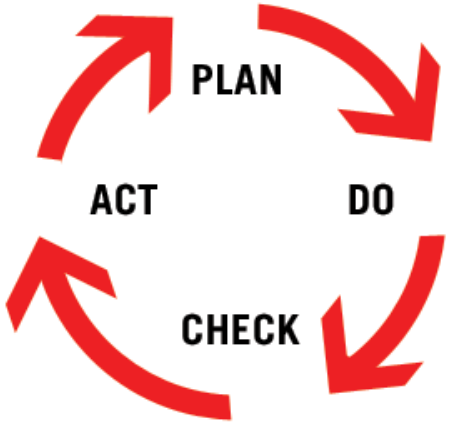


Stages 3 & 4: Document and Investigate



Angles of Incident Management

How does Incident Management fit into your risk management program?



The Deming Cycle

Angles of Incident Management

Risk Management

- Threat Frequency/Event History
- SLE
- ALE
- Freq Dist

Define Risks (Threats, Frequency, Impact)

INTERNAL THEFT

Take Action Based on Results

Implement Countermeasures and Safeguards

Measure Effectiveness

Incident Management
+ or -

Performance Measurement & Risk Management

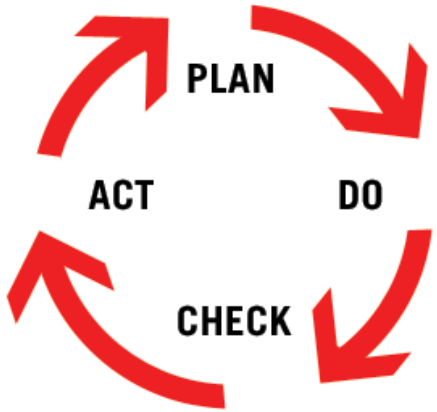
Performance Management

Define areas requiring measurement-
MEASURE/TARGET

(Reduce Internal Thefts by 30%)

Risk Management

Act based on performance in relation to benchmark & targets



Determine performance history

(if average for last four years is 20: 30% reduction is approx. 14)

Monitor Actual vs. Targets
Alert on Benchmarks

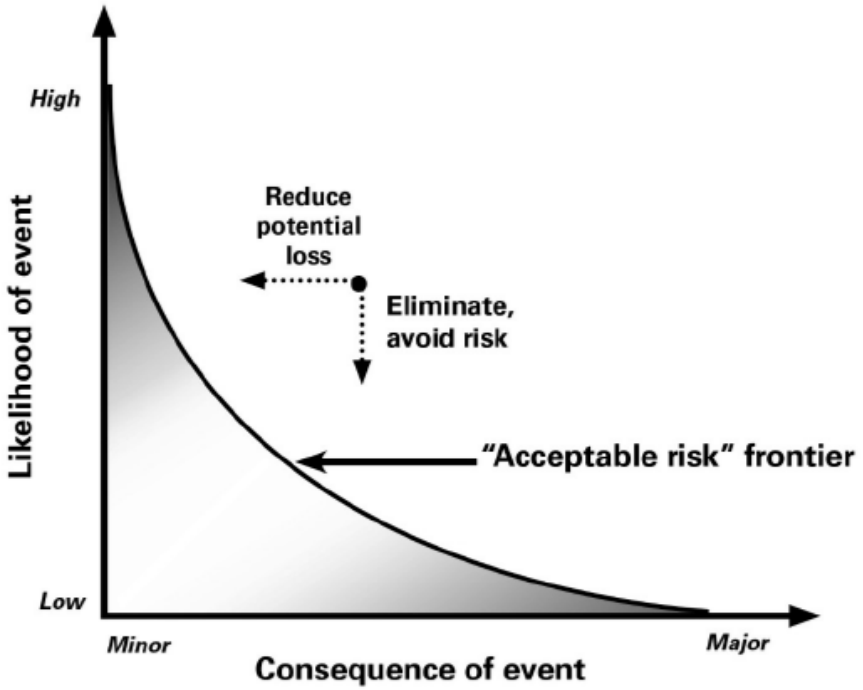
Measure Internal Theft Incidents
+ or -

Performance Management

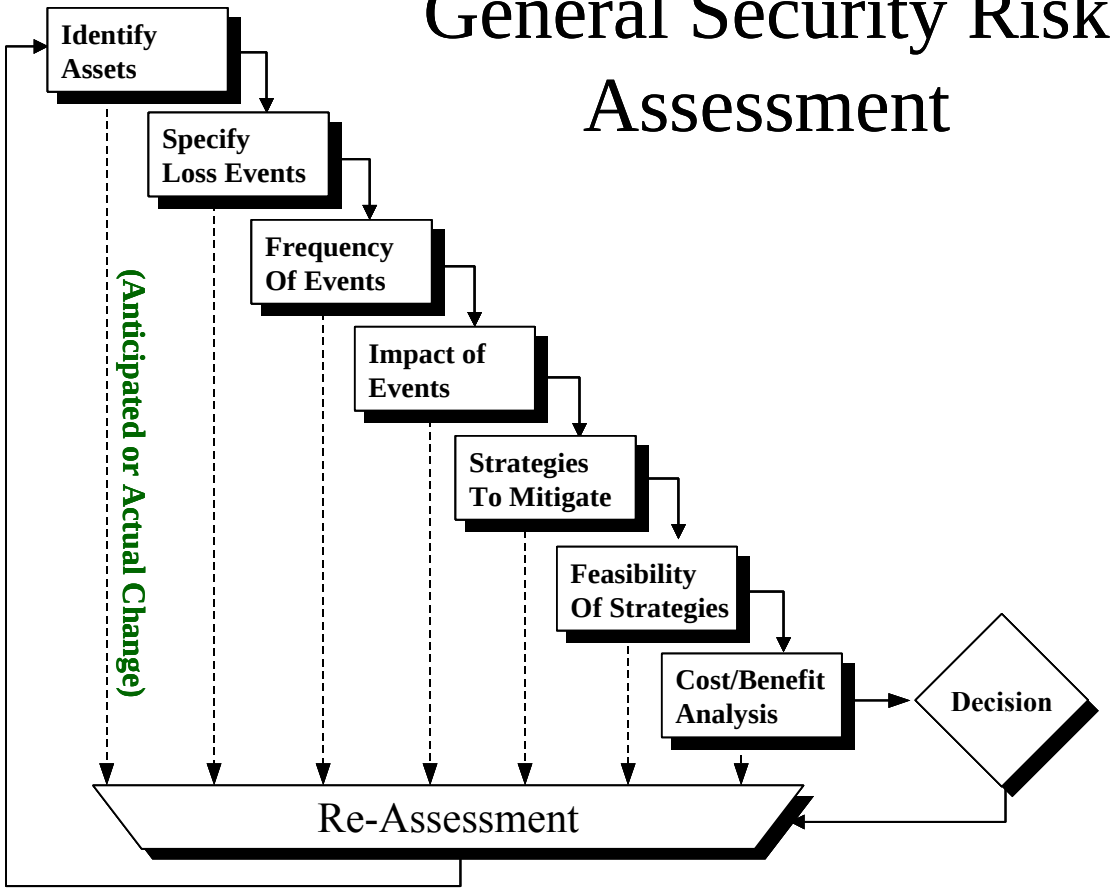
Risks = Threats x Vulnerabilities x Impact

Risks = Threats x Frequency x Impact

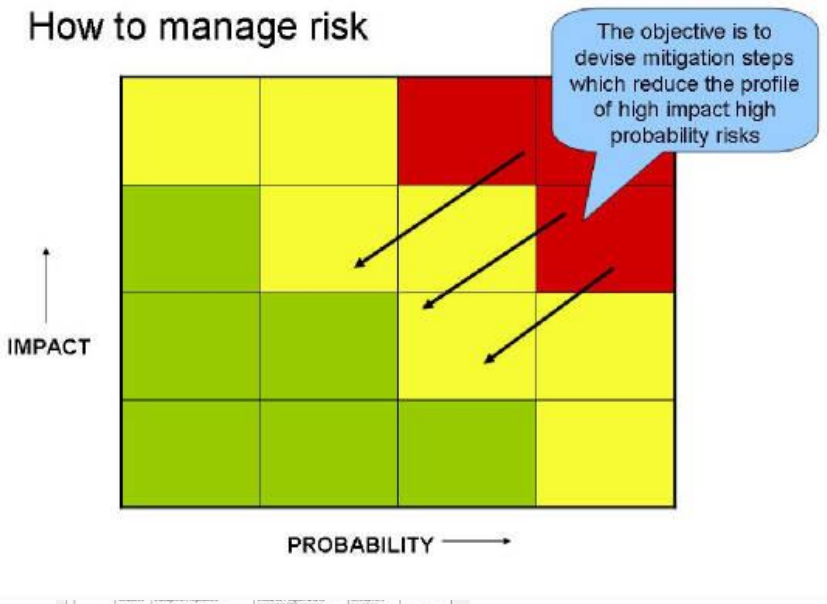
PA x (1-SE) x C$ = R$ + SE$

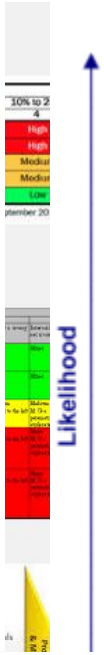


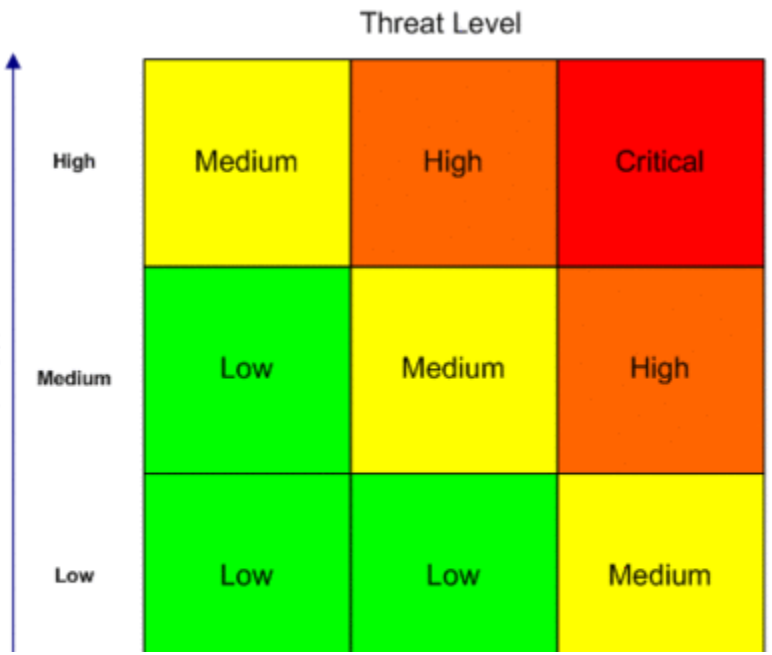
General Security Risk Assessment

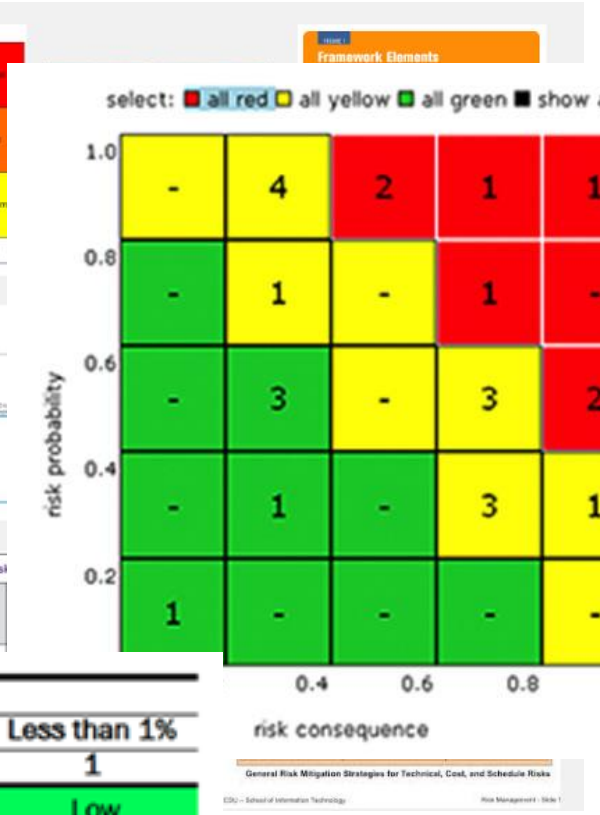


We Also See Risk by Color









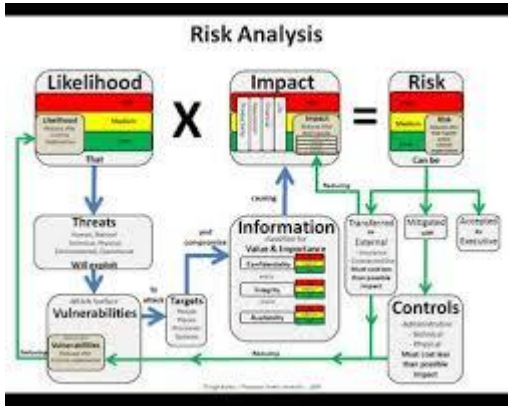
			Cost Consequence				
			Greater than 25%	10% to 25%	3% to 10%	1% to 3%	Less than 1%
	Scale		5	4	3	2	1
Probability	Greater than 70%	5	Very High	High	High	Medium	Low
	40% to 70%	4	High	High	Medium	Medium	Low
	20% to 40%	3	High	Medium	Medium	Low	Low
	5% to 20%	2	Medium	Medium	Low	Low	Low
	0% to 5%	1	Low	Low	Low	Low	Very Low

Source: Virginia DOT's PPTA Risk Analysis Guidance, September 2011


1
Identify Risk
Transfer Risk
Reduce Risk
Map Risk Data
Risk MAP
Reduce Loss of Life and Property
2
Assess Risk
4
Mitigate Risk
Assess Present and Future Risks
Plan for Risk
Goal--Measure Quantifiable Risk Reduction
3
Communicate Risk


Identify & Analyze Exposures
Examine Risk Management Techniques
Select Risk Management Technique
Implement Techniques
Monitor Results
Risk Management

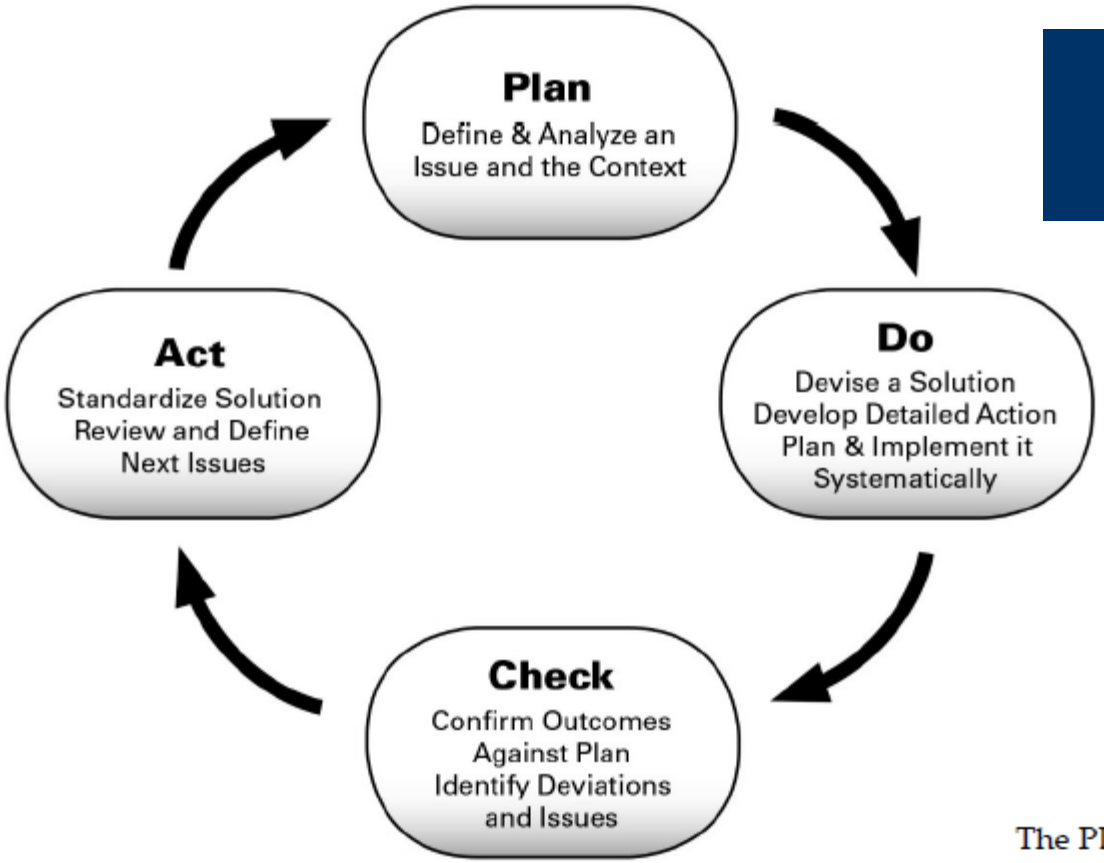

identify
control monitor
risk management
assess
evaluate


Risk Analysis
Likelihood
X
Impact
=
Risk
Threats
Vulnerabilities
Information
Value & Importance
Targets
Controls


Risk data agregation & risk reporting framework
Risk identification & assesment
Scenario analysis & stress test
Risk appetite
Risk management models
Risk culture & organisation
Advanced Risk Management


Risk Plan
Identify Hazards
Assess Risks
Evaluate
Review
Implement
Control

2015-2016 ASIS ANSI Risk Assessment Model



The PDCA model is a clear, systematic, and documented approach to:

a) Set measurable policies, objectives, and targets;

b) Methodically implement the program;

c) Monitor, measure, and evaluate progress;

d) Identify, prevent, or remedy problems as they occur;

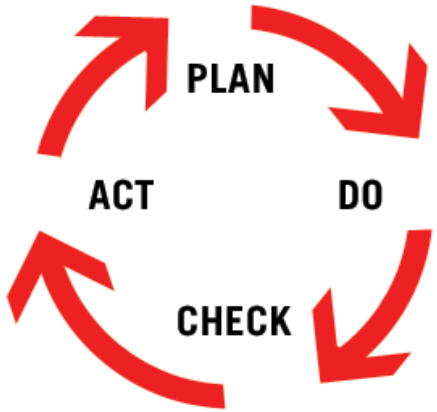
Performance Measurement & Risk Management

Define areas requiring measurement-
MEASURE/TARGET

(Reduce Internal Thefts by 30%)

Risk Management

Act based on performance in relation to benchmark & targets



Determine performance history

(if average for last four years is 20: 30% reduction is approx. 14)

Monitor Actual vs. Targets
Alert on Benchmarks

Measure Internal Theft Incidents
+ or -

Performance Management

ANSI/ASIS/RIMS RA.1-2015

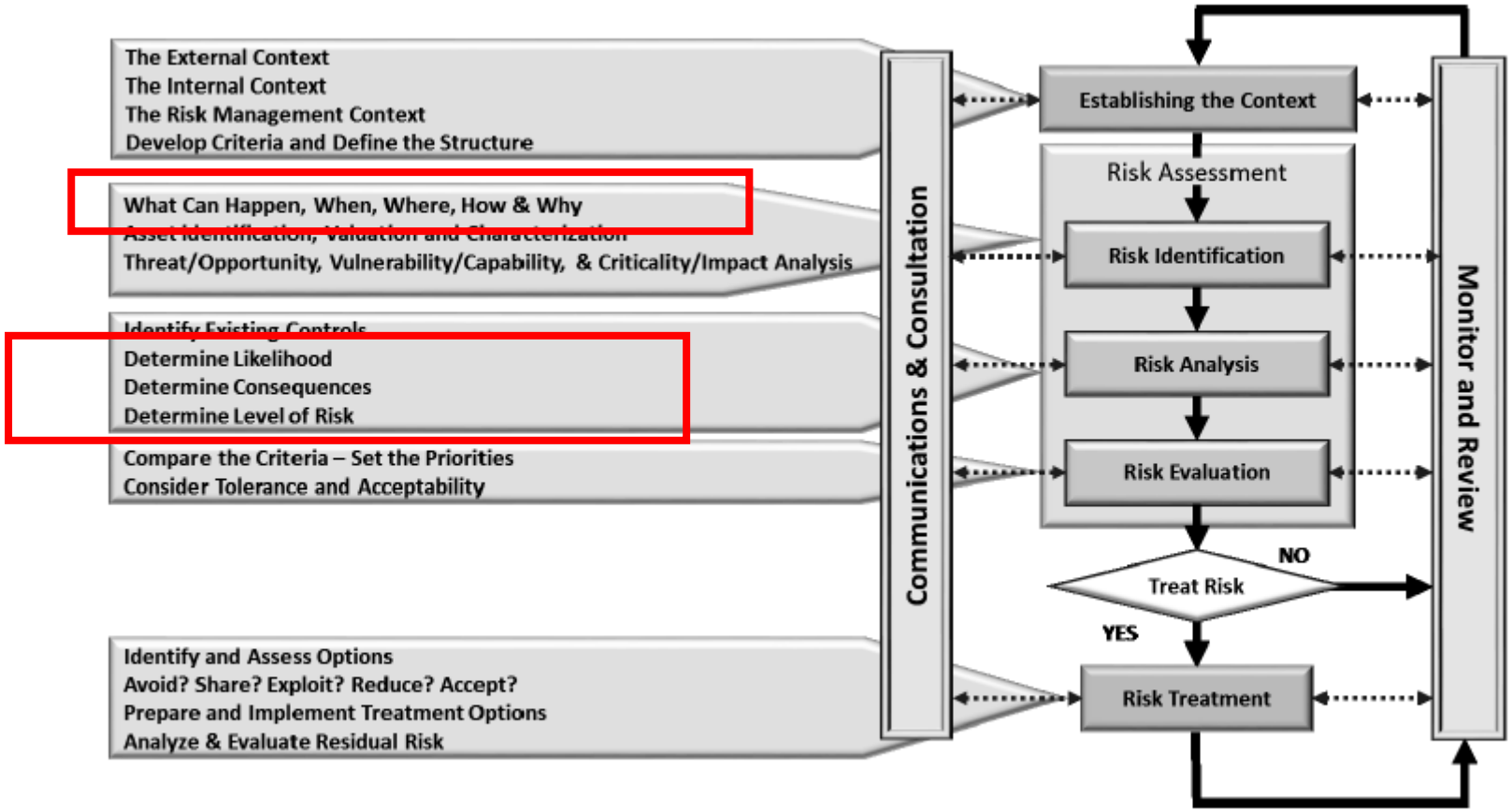
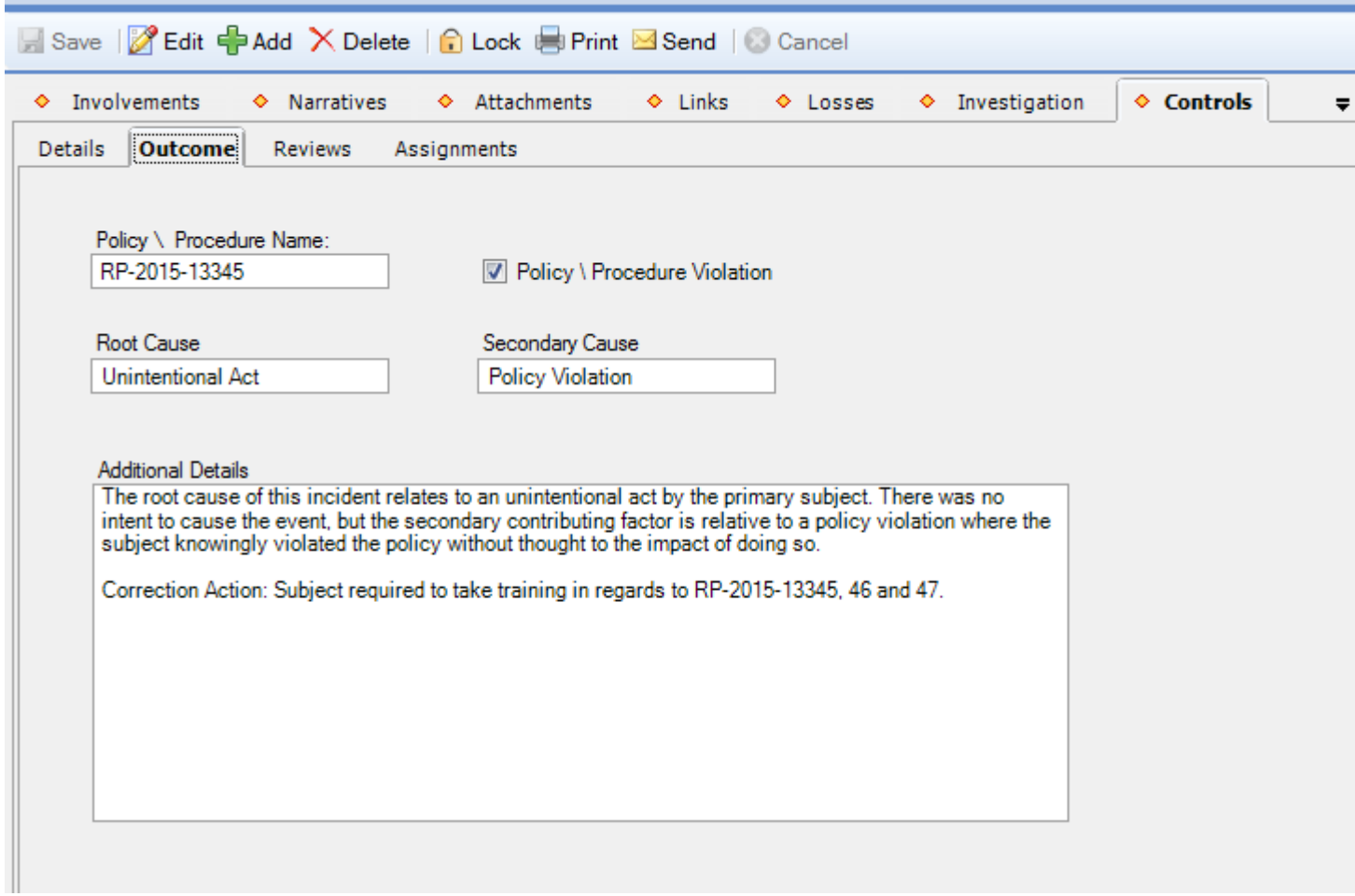


Figure 1: Risk Management Process (based on ISO 31000)

How and Why

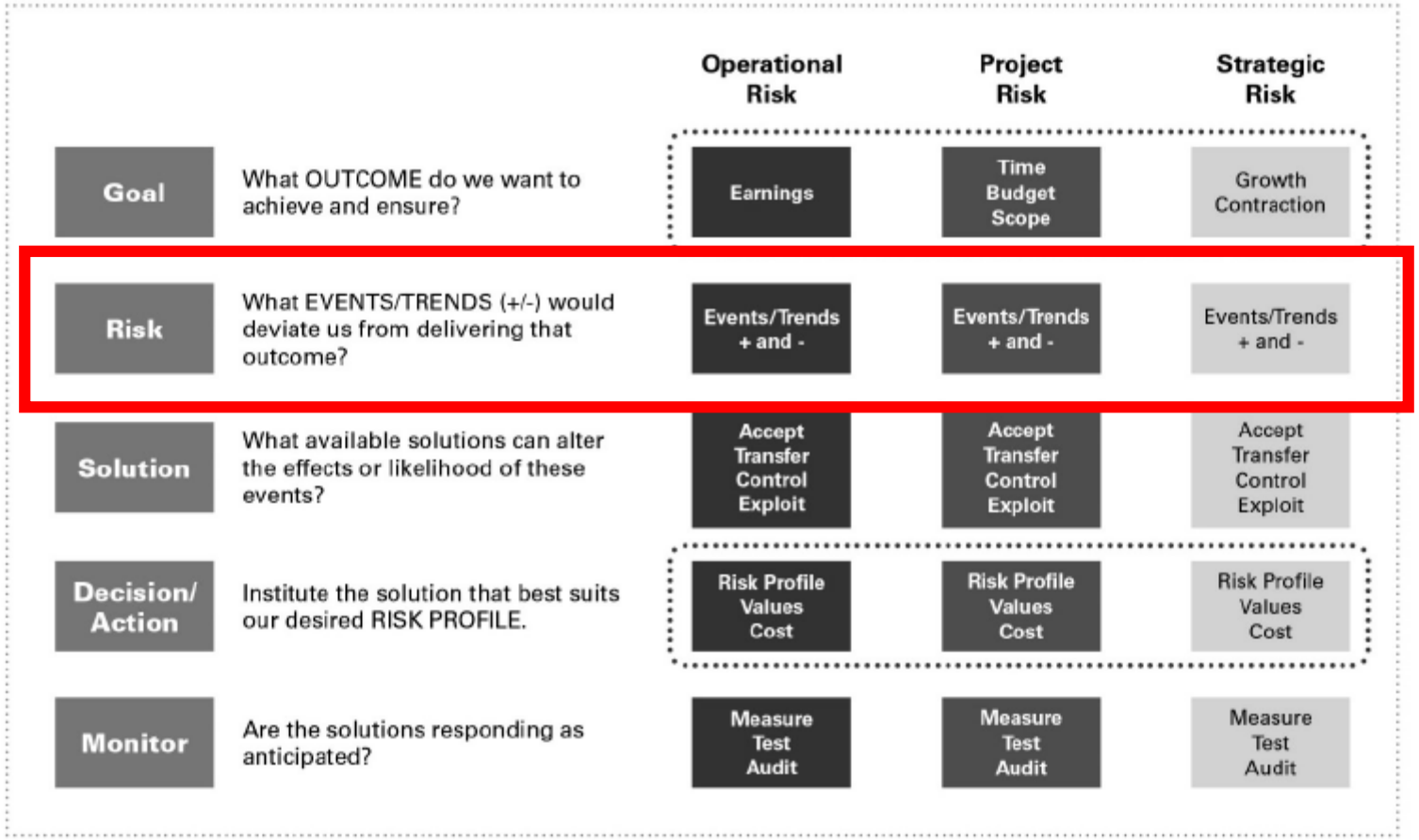
Cause Mechanism Manner



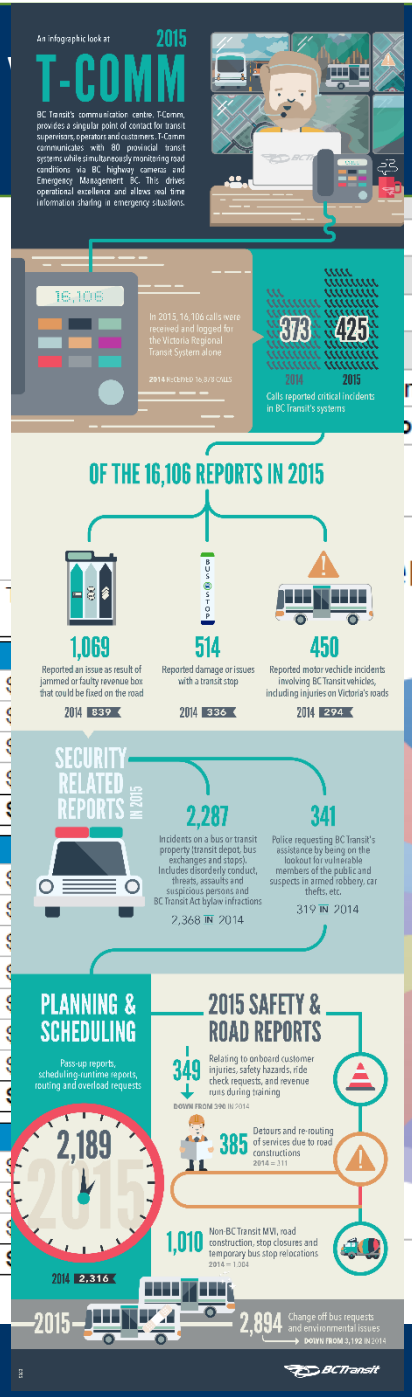
Incident Detail

Incident Number	Occurred From Date/Time	Class Rollups.Category	Class Rollups.Class	Root Cause	Secondary Cause
INC-0000025972	12/29/2015 11:00 AM	Vandalism	Property Incident	Intentional Act	Undertermined
INC-0000025991	12/30/2015 8:37 AM	Theft	Property Incident	Unintentional Act	Policy Violation
INC-0000026021	12/31/2015 4:04 PM	Theft	Property Incident	Intentional Act	
INC-0000026017	12/31/2015 1:38 PM	Medical	Emergency	Unintentional Act	Lack of Due Care

ANSI/ASIS/RIMS RA.1-2015



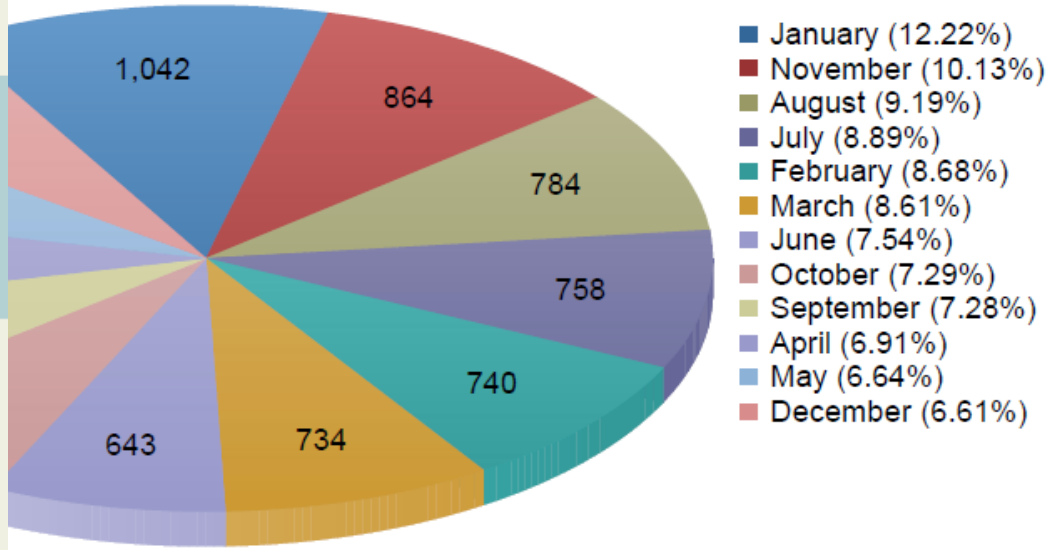
Dangerous Condition	516	658	1174	621	804	1425	0	0	2599
Disaster	557	722	1279	674	908	1582	0	0	2861
Emergency Response	1081	1369	2450	1261	1653	2914	0	0	5364
General Assistance	222	281	503	272	366	638	0	0	1141
Property	77	127	204	115	139	254	0	0	458
Security Request	1003	1237	2240	1188	1513	2701	5	5	4946
Security Response	0	6	6	0	1	1	3	3	10
Total	3456	4400	7856	4131	5384	9515	8	8	17379



	128	97	83	66	80	85	96	102	84	103	122	73	1119	
	85	59	66	44	37	51	86	37	64	33	60	47	**669**	
	126	94	98	81	86	74	82	95	92	69	100	85	**1082**	
	106	85	85	77	56	62	60	96	54	51	75	49	**856**	
	113	81	84	56	66	68	125	82	66	81	106	59	**987**	
n	4	4	6	2	2	4	5	9	0	4	8	10	**58**	
otal	**1042**	**740**	**734**	**589**	**566**	**643**	**758**	**784**	**621**	**622**	**864**	**564**	**8527**	

Category	Number of Incidents	Total Losses	Total Recoveries	Net Losses	
Compliance \ Assessment					
Security	54	$0.00	$0.00	$0.00	
Safety	53	$0.00	$0.00	$0.00	
Fire	56	$0.00	$0.00	$0.00	
	6	$2,904.00	$1,000.00	$1,904.00	
Compliance \ Assessment Totals:	**169**	**$2,904.00**	**$1,000.00**	**$1,904.00**	
Emergency					
Threats	528	$0.00	$0.00	$0.00	
Natural Disaster	20	$0.00	$0.00	$0.00	
Missing Person	201	$0.00	$0.00	$0.00	
Medical	412	$1,000.00	$0.00	$1,000.00	
Fire Response	209	$0.00	$0.00	$0.00	
Building	654	$10,456.00	$4,560.00	$5,896.00	
	3	$0.00	$0.00	$0.00	
Emergency Totals:	**2,027**	**$11,456.00**	**$4,560.00**	**$6,896.00**	
Human Resources					
Investigation	324	$0.00	$0.00	$0.00	
Employee Misconduct	163	$0.00	$0.00	$0.00	
Assistance	279	$5,815.00	$500.00	$5,315.00	
Human Resources Totals:	**766**	**$5,815.00**	**$500.00**	**$5,315.00**	

nt Breakdown by Month




Frequency
Impact
Cause
Mitigate
Analyze
Assess Incident Risk

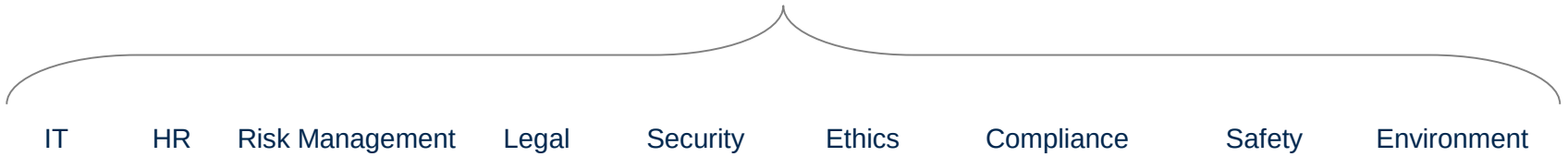
ERM v. ESRM

Does the fact that security incidents represent a risk to the enterprise mean we are doing enterprise risk management?

"ESRM uses risk-management principles to manage security related risks across an enterprise. ESRM does not define an organizational structure. Enterprise Risk Management (ERM) uses risk-management principles to address enterprise risk issues and often defines an organisational structure. The security department may be represented within an ERM program if one exists, but ESRM is simply the processes under which the security department manages security-related risks."

ESRM highlights the protection of assets and activities such as physical security, investigations, crisis management, business continuity, and data protection;

Security professionals are recognizing that whatever risks their organizations face, they need to reach across all business units to ensure that every department collaborates with the goals of enhancing security, increasing the bottom line, and assisting the organization in meeting its objectives. This is Enterprise Security Risk Management (ESRM). It is a vital element of Enterprise Risk Management (ERM), which examines the universe of risks—financial, strategic, operational, legal, accidental, and so on—that an organization faces.



Incidents and Events at Departmental Level


ESRM Principles
1. Identify and Quantify the Enterprise's Assets
2. Identify and Quantify Security Risks to Each Asset
3. Prioritize the Security Risk and the Security Risk Relationship
4. Develop Risk Treatment Plans
Intelligence Gathering
Root Cause Analysis & Post Mortem
Reassess Security Risks
5. Continuous Improvement

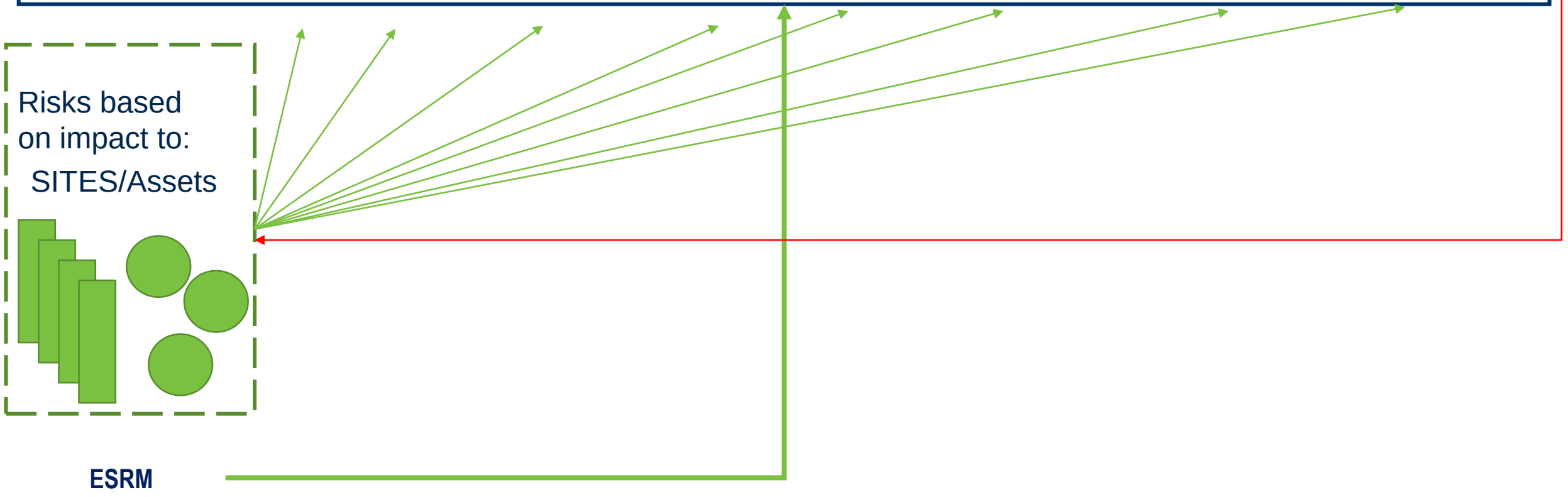
Figure 1


Internal Environment
Monitoring
Objective Setting
Information and Communication
Enterprise Risk Management
Risk Identification
Control Activities
Risk Assessment
Risk Response

ERM*

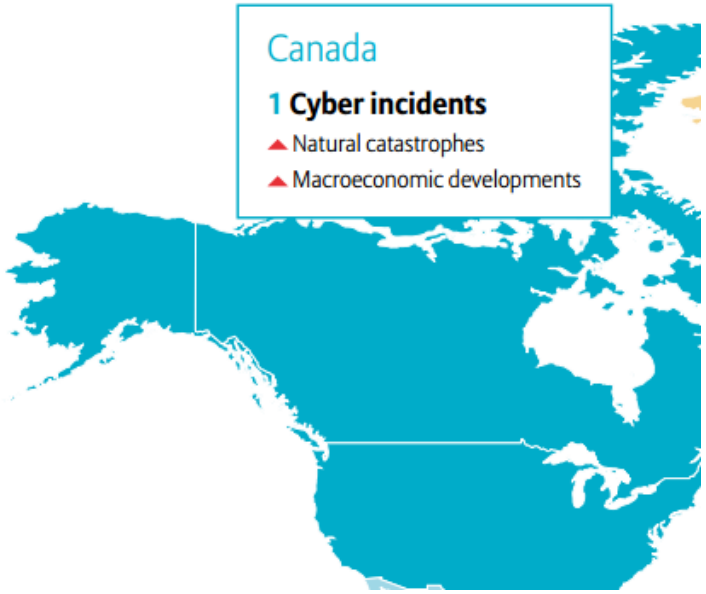
ERM

Security | IT | HR | Risk Management | Legal | Ethics | Compliance | Safety | Environment



SURVEY SAYS!!!

ALLIANZ RISK BAROMETER 2016



Top 10 Global Business Risks for 2016

Which major causes of business interruption do businesses fear most?

Which trends will increase the threat of business interruption in future?

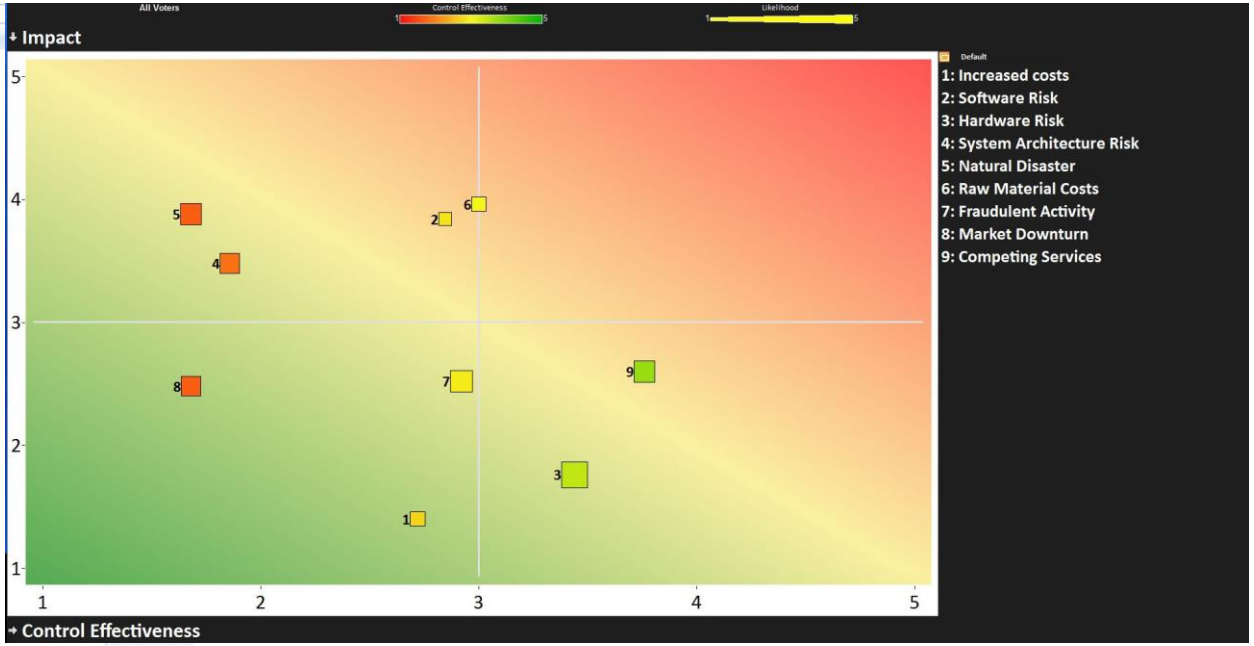
:RESOLVER

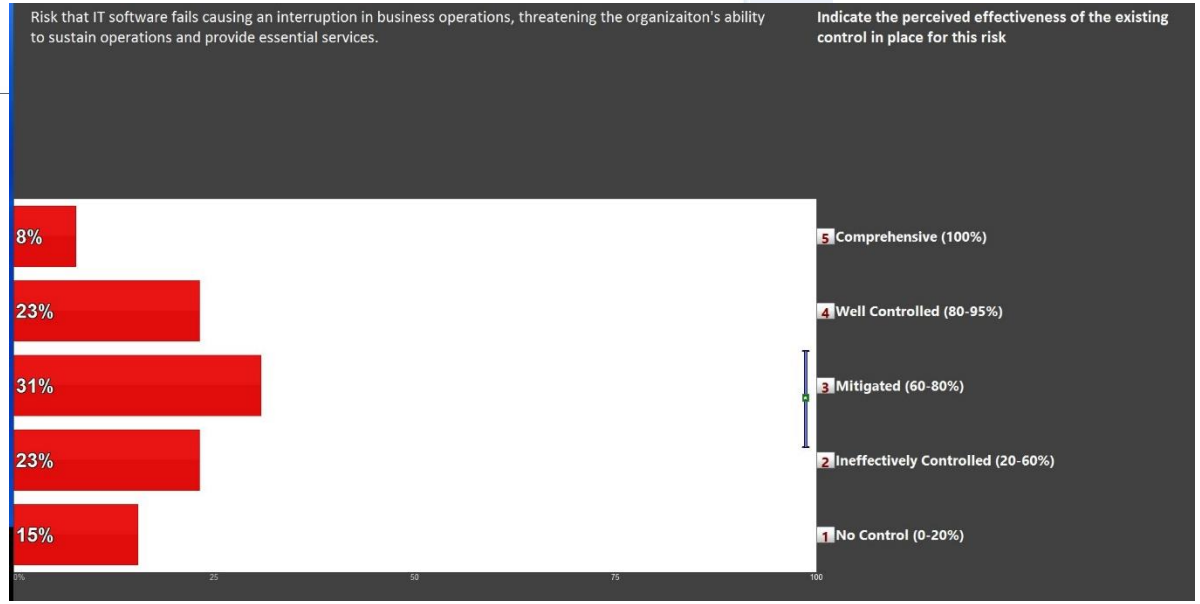
What’s this Ballot Survey Thing!!!

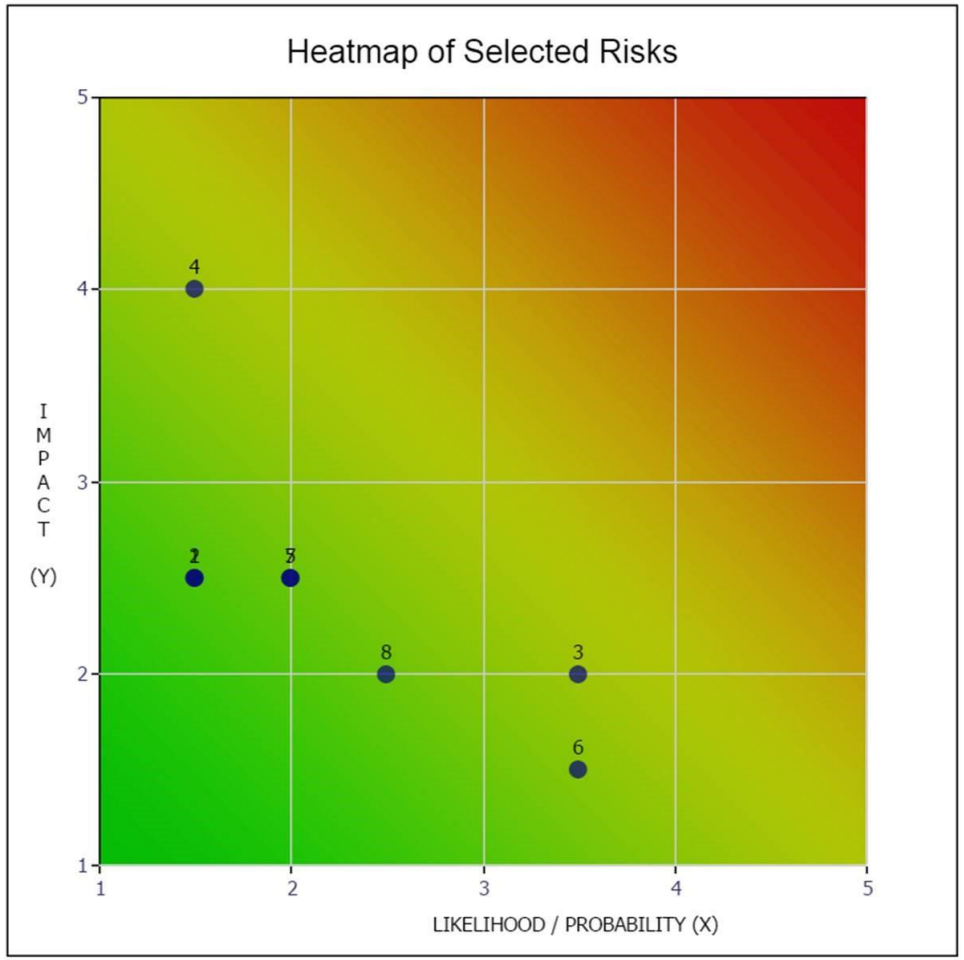
File | Design | Vote & Report | View: Default | Data: Average.

Views | Data | Notes | Voting | Charts | Reports | Tools

	Risks	Types	Impact	Control Effectiveness	Likelihood	Total Risk		
	Minimize risk associated with new IT Programs and Investment		2.6	2.7	2.3	5.98		
1	The risk that price of electricity generation increases unexpectedly	Financial Risk	1.4	2.7	1.6	2.24	☐	☐
2	Risk that IT software fails causing an interruption in business operations, threatening the organizaiton's ability to sustain operations and provide essential services.	Software Risk	3.8	2.8	1.3	4.94	☐	☐
3	Risk that IT hardware fails causing an interruption in business operations, threatening the organization's ability to sustain operations and provide essential services.	Hardware Risk	1.8	3.4	3.7	6.66	☐	☐
4	Risk that the organization's IT Infrastructure and System design does not meet the set I.T. standards resulting in failing to meet our strategic objectives.	Operational Risk	3.5	1.9	2.6	9.10	☐	☐
	Quantify and measure external business risks for FY16		3.1	2.6	2.5	7.75		
5	The risk that a natural disaster disrupts business operations	Operational Risk	3.9	1.7	2.8	10.92	☐	☐
6	The risk that an increase in raw material cost cuts our margins	Raw Material	4.0	3.0	1.5	6.00	☐	☐
7	The risk that fraudulant activity occurs in our organization	Financial Risk	2.5	2.9	3.0	7.50	☐	☐
8	The risk that a trough in the market occurs and decreases our client's propensity to buy	Economic Risk	2.5	1.7	2.5	6.25	☐	☐
9	The risk that a competing service emerges at a lower cost	Competition Risk	2.6	3.8	2.8	7.28	☐	☐







Rank	Risk	X	Y	X * Y
1	003 - **Theft of company property**	3.50	2.00	7.00
2	004 - **Theft of company's core IP**	1.50	4.00	6.00
3	006 - **Storefront vandalism**	3.50	1.50	5.25
4	007 - **Extortion**	2.00	2.50	5.00
5	008 - **Sexual assault**	2.50	2.00	5.00
6	005 - **Malicious destruction of company data**	2.00	2.50	5.00
7	001 - **Labour Unrest**	1.50	2.50	3.75
8	002 - **Flooding of key facility**	1.50	2.50	3.75

Legend:

Likelihood / Probability	Impact
1 Remote (0-20%)	**1** Minor (<2% EBiTDA)
2 Somewhat Likely (20-40%)	**2** Moderate (2%-15% EBiTDA)
3 Likely (40-60%)	**3** Major (15%-30% EBiTDA)
4 Very Likely (60-80%)	**4** Severe (30%-50% EBiTDA)

Meet Shayne Bates!

Shayne Bates interviews.....Shayne Bates

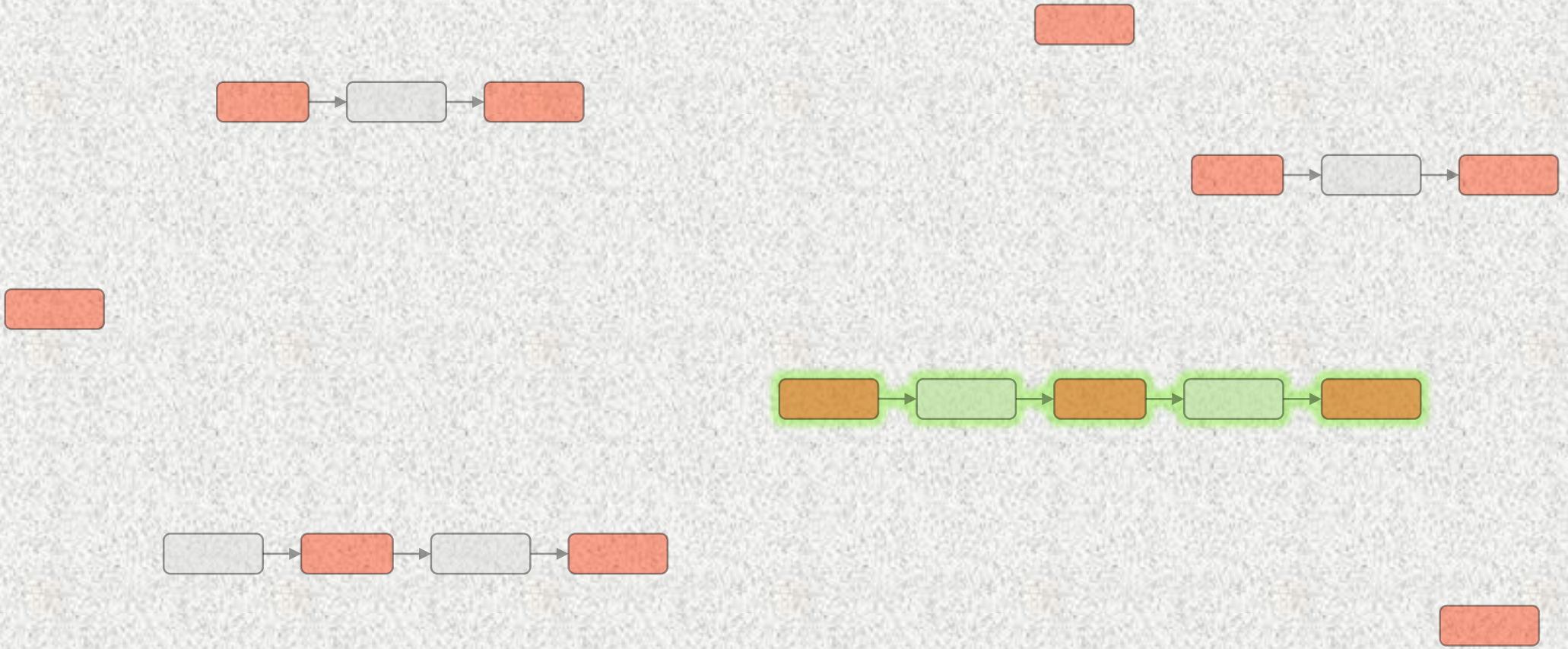
Corporate security: Managing risk across the security continuum

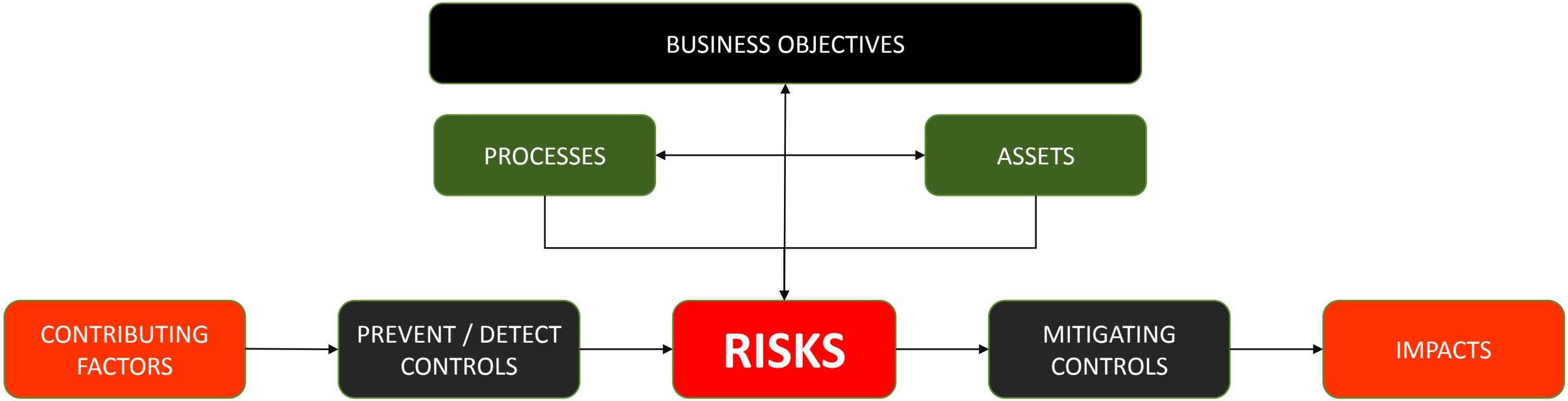
Shayne Bates explains the complicated world of Enterprise Security Risk Management

Figure 1

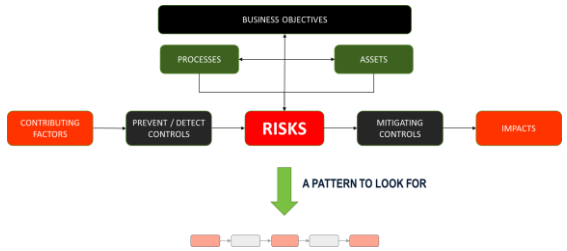
Risk Managed. Workshop – Day II
We dive into……

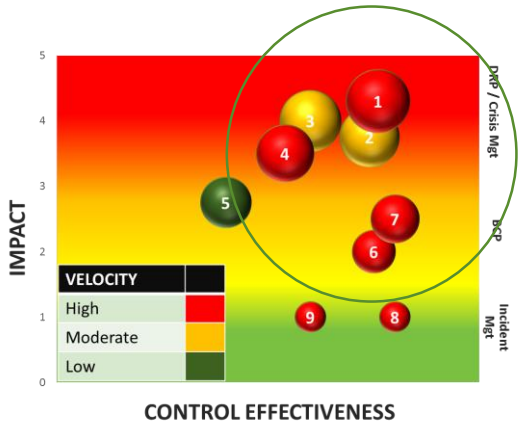
REAL LIFE - EVENTS OF ALL SORTS OCCUR



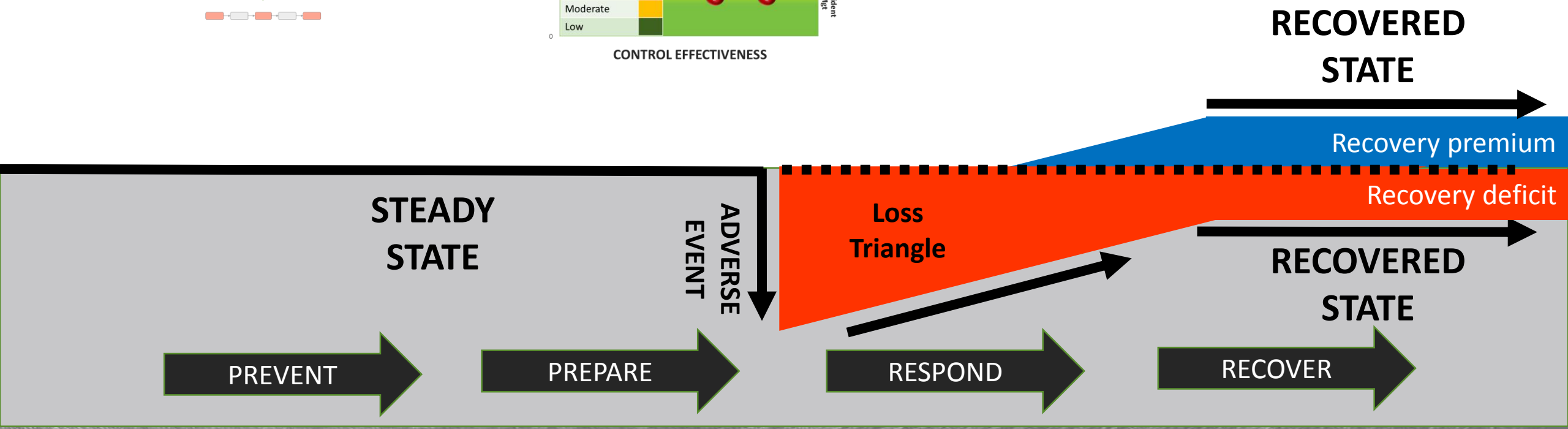


A PATTERN TO LOOK FOR





1. Adopt a robust and integrated risk assessment approach
2. Detect and respond to events as they happen
3. Focus upon high velocity, high impact risks



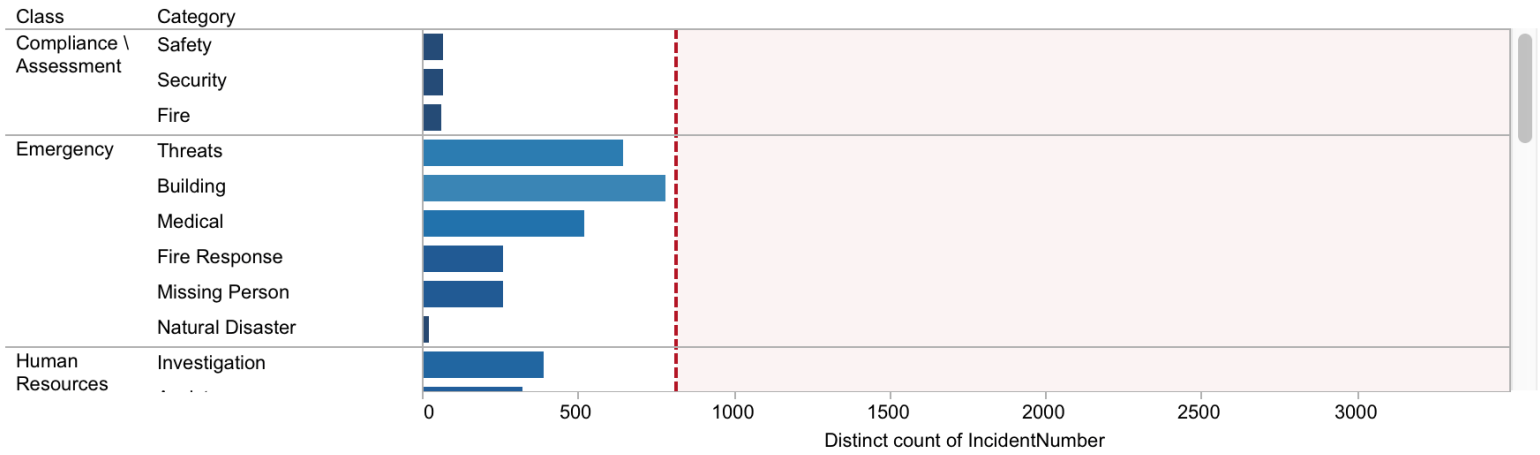
“hook into the bigger aggregators”

“Incident management tools Management Systems and PPM 2000 have helped him to manage physical and information security incidents. All these tools need to “hook into the bigger aggregators, the dashboard views of the world.”
Richard says that his company uses risk management software tools which helps manage governance, risk, & compliance”

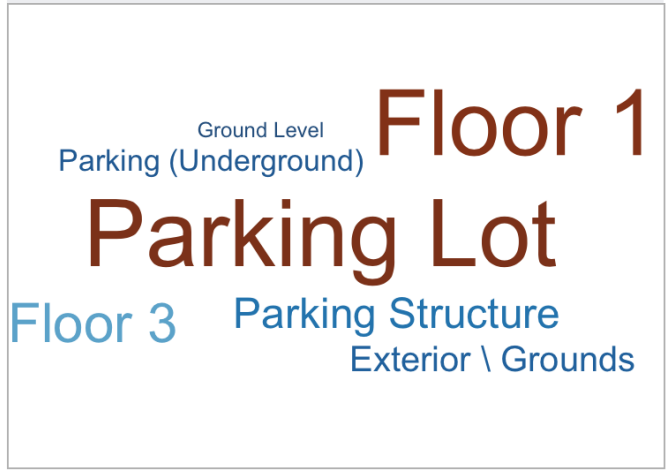
Incident and Policy Change Summary

Incident Analysis | Policy Change and Impact

Count by Type



Incident Location



Category

- (All)
- Arson
- Assault
- Assistance
- Building
- Complaints \ Concerns
- Disturbance of the Pe…
- Employee Misconduct
- Fire
- Fire Response
- Fraud
- Harassment
- Homicide
- Investigation
- Kidnapping
- Liquor \ Drug Law Vio…
- Medical
- Missing Person
- Motor Vehicle Incident
- Natural Disaster
- Public Demonstration
- Robbery

Incident Time

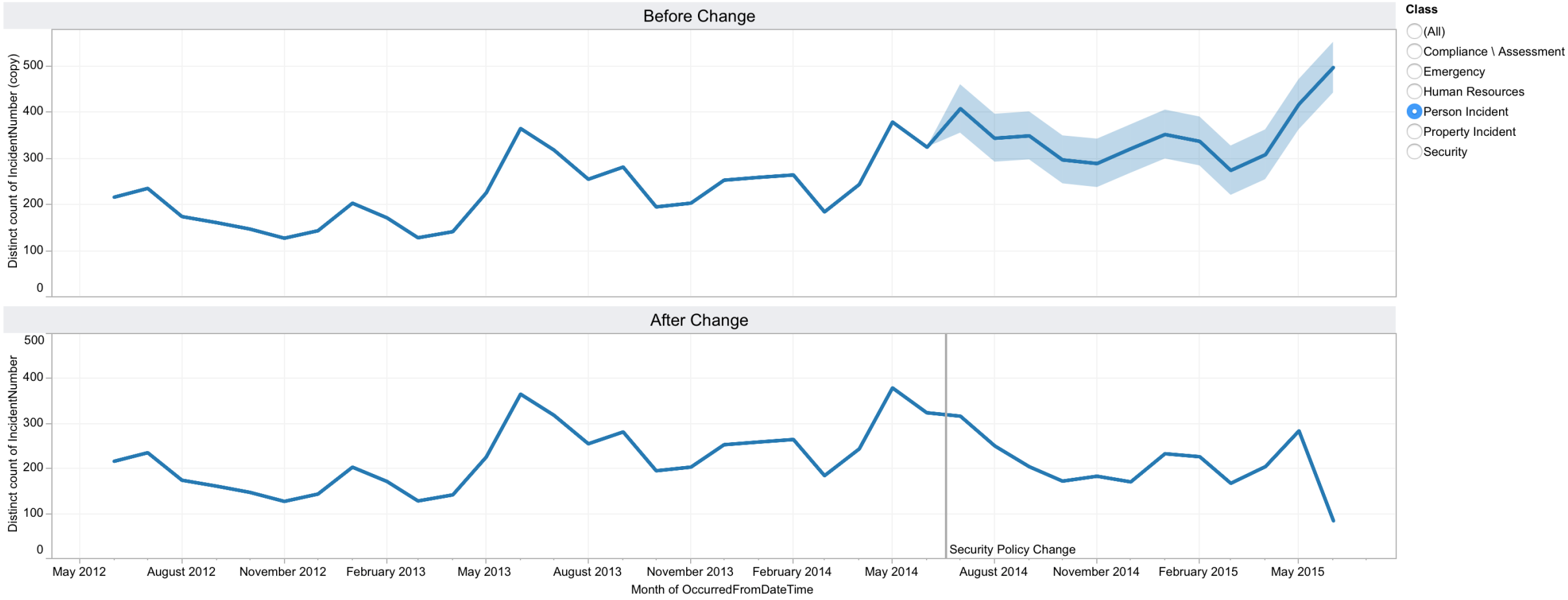
Weekday of OccurredFro..	Morning							Daytime											Evening					
	12 AM	1 AM	2 AM	3 AM	4 AM	5 AM	6 AM	7 AM	8 AM	9 AM	10 AM	11 AM	12 PM	1 PM	2 PM	3 PM	4 PM	5 PM	6 PM	7 PM	8 PM	9 PM	10 PM	11 PM
Sunday																								
Monday																								
Tuesday																								
Wednesday																								
Thursday																								
Friday																								
Saturday																								

Distinct count of Incident…

- 31
- 100
- 200
- 300
- 405

Incident and Policy Change Summary

Incident Analysis | Policy Change and Impact

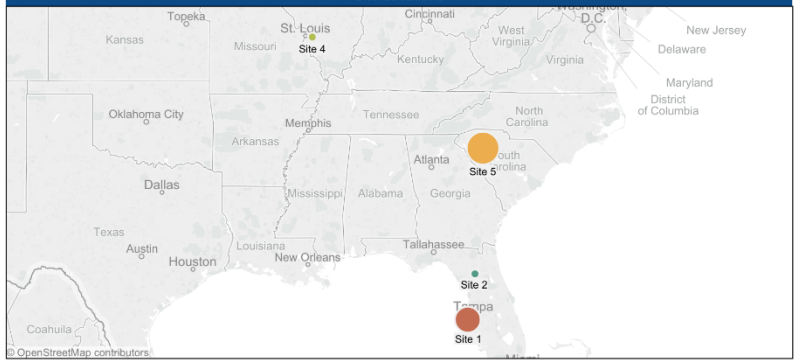


Share | Remember my changes | Download

Site Security Risk Assessment Profile

vectordyne

Site Locations



Incident Summary

Category	Site 1	Site 3	Site 4	Site 5	Grand Total
Abandoned	$17K			$27K	$44K
Accident	$632K	$16K	$9K	$1,134K	$1,791K
Alarms	$202K	$13K		$328K	$544K
Cause Disturbance	$8K			$7K	$15K
Currency	$8K			$5K	$13K
Drugs	$2K			$5K	$8K
Emergency Response	$7K	$4K		$5K	$16K
Fire Violations	$7K			$11K	$18K
Gaming	$8K			$12K	$20K
Maintenance	$35K	$2K		$91K	$128K
Missing Persons	$1K			$14K	$15K
Parking	$5K	$3K		$33K	$42K
Person Behavior	$5K			$17K	$22K
Property Damage	$605K	$11K	$25K	$1,213K	$1,854K
Property Removal	$118K			$186K	$304K
Racing Infractions/Occurrences	$4K			$7K	$12K
Grand Total	$1,664K	$49K	$34K	$3,096K	$4,843K

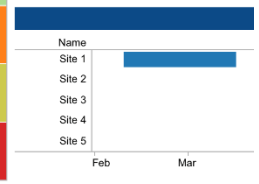
Risk Assessment

Risk	Site 1	Site 2	Site 3	Site 4	Site 5
Asset Theft	Moderate	Low	Moderate	Moderate	Significant
Data Leak	High	Low	Critical	High	Low
Property Destruction	Significant	Low	High	Significant	Significant
Unauthorized Access	Moderate	Low	Critical	Moderate	Moderate
Workplace Violence	Critical	Critical	Critical	Critical	Critical

Share | Remember my changes

Critical Incidents

Site Name	Reported Date/time
Site 1	Wednesday, June 3, 2015
	Tuesday, June 23, 2015
	Saturday, June 27, 2015
	Saturday, September 5, 2015
	Sunday, November 29, 2015
Site 5	Tuesday, July 7, 2015
	Tuesday, December 29, 2015



Resolver GRC Cloud

Site Security Risk Assessment Profile

vectordyne

Site 1

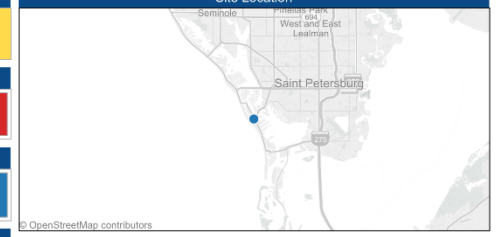
Number of Employees
101 - 500

Site Intangible Assets
High

Site Tangible Assets
High

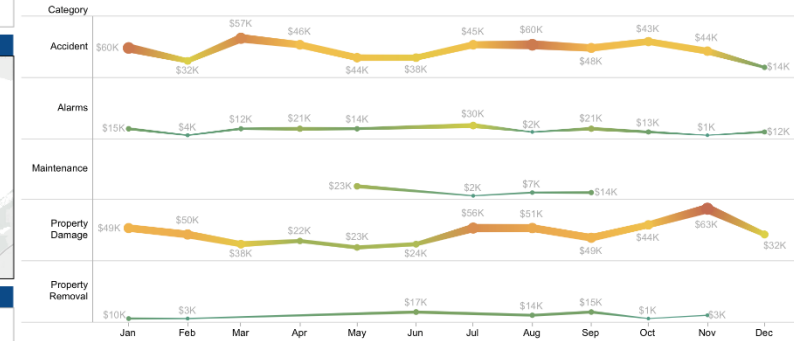
Site Revenue
Medium

Site Location

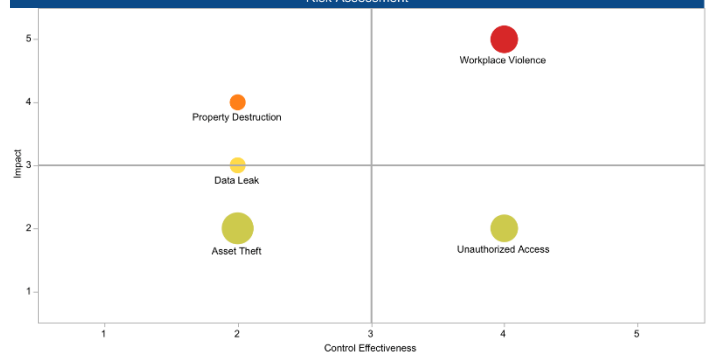


Site Address
5500 Gulf Blvd, St Pete Beach, FL, United States

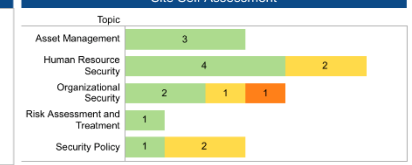
Site Incidents



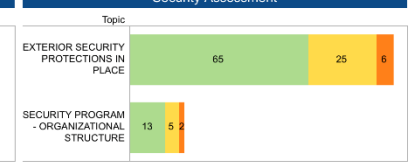
Risk Assessment



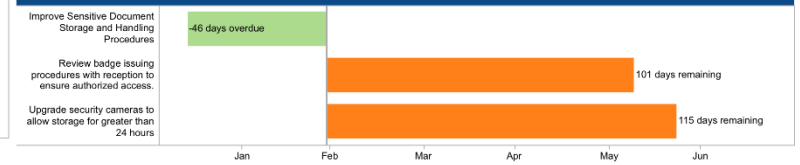
Site Self Assessment



Security Assessment



Action Items From Site Assessments/Audits



Share | Remember my changes

Resolver GRC Cloud

Obsessing Over Raw Numbers

"One of the hurdles we face in the security industry is that while the processes and systems used to collect and manage data have improved tremendously, there has been comparatively little attention given to the analysis and effective communication of that data. The unfortunate reality is that most of us have put far too much stock in flashy dials and graphs that communicate little, and what they do communicate, they do so poorly…."

"Whether it's determining the effectiveness of new security measures or identifying nuisance alarms, we must have enough context to differentiate what is normal fluctuation (i.e. noise) from true trends and outliers (i.e. signals)"

FAKE CHART 1

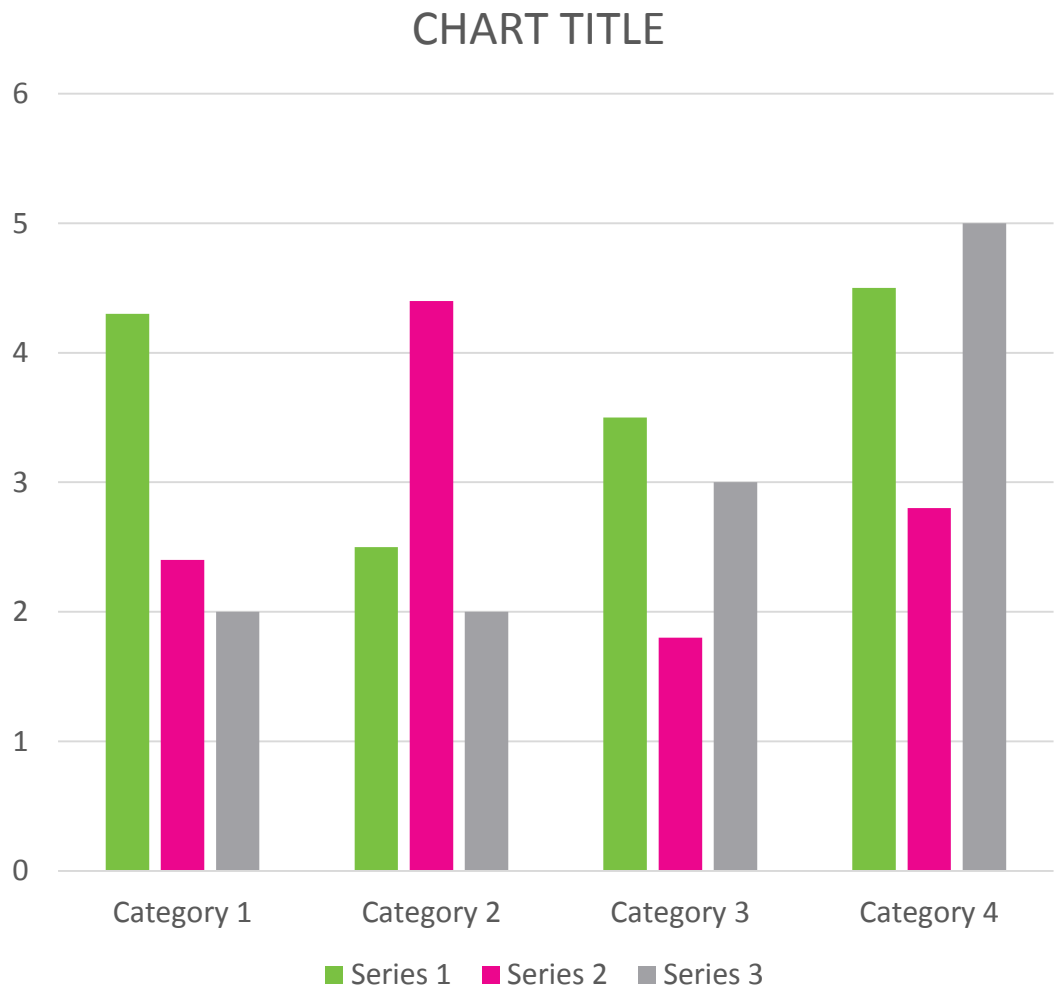


CHART TITLE
6
5
4
3
2
1
0
Category 1
Category 2
Category 3
Category 4
Series 1
Series 2
Series 3

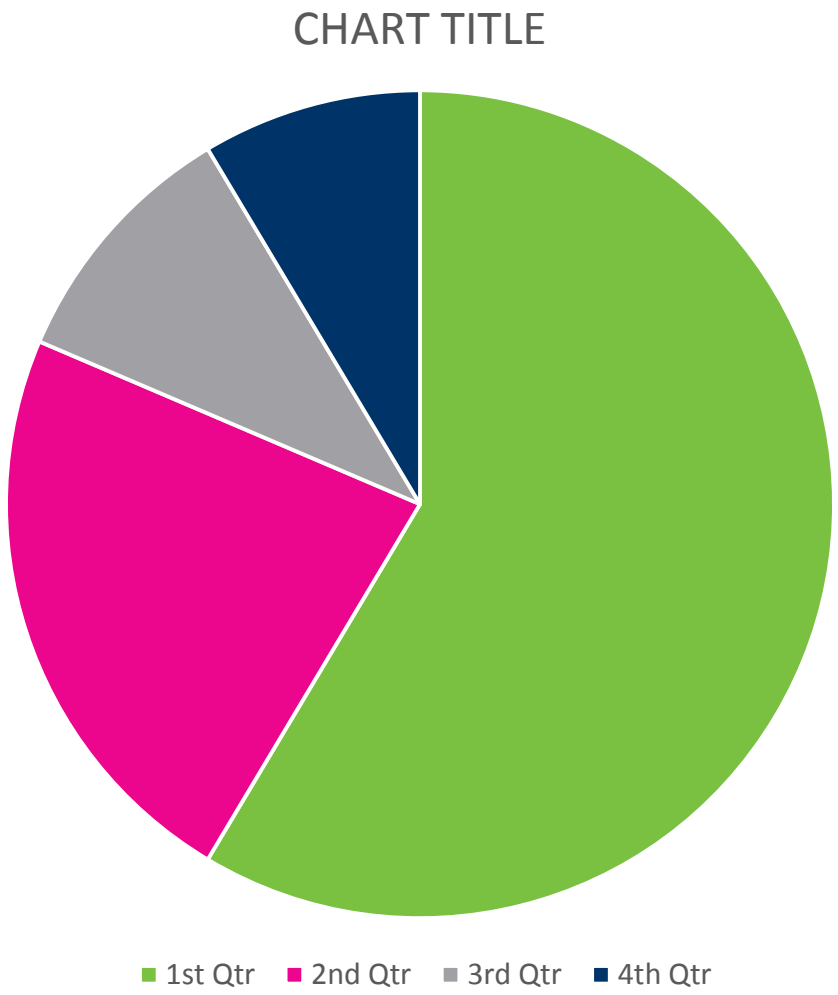
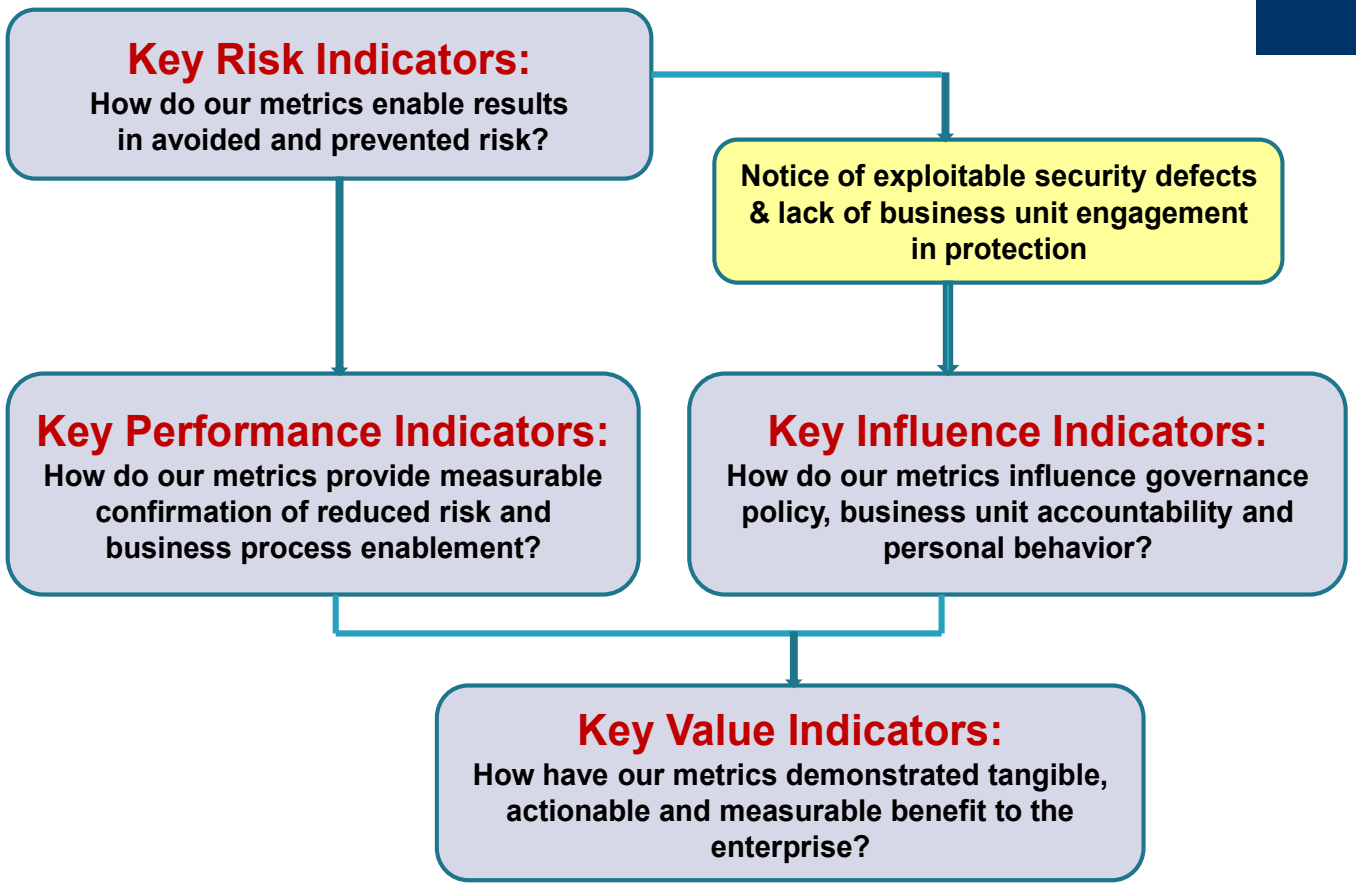


CHART TITLE
1st Qtr
2nd Qtr
3rd Qtr
4th Qtr

Security's Metric Products

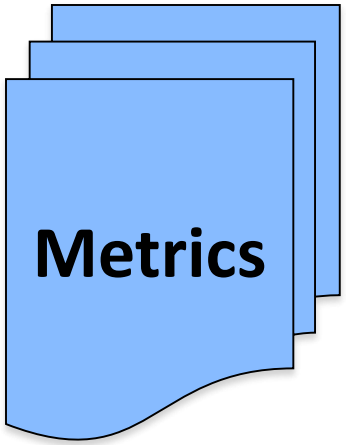
George Campbell
Security Executive Council



Embedded Data & Measures

- Incident Reports
- Investigations & Post-Mortems
- After-Action Reviews
- Risk Assessments
- Audits & Inspections
- Process & Event Monitoring
- Processes, Plans, & Budgets

Actionable Metrics = The Script



Focus

- Performance
- Risk
- Value
- Influence
- Engagement
- Bi-Directional
- Improvement
- Compliance
- Service Level
- Customer Satisfaction
- Business Alignment

Communicating The Value Story

- ***Reduced risk & loss attributable to security initiatives / reduced cost of insurance***
- ***Reduced cost of security-related processes and incidents***
- ***Reduced risk to insiders and within 3rd party relationships***
- ***Increased engagement of employees in securing corporate assets***
- ***Assurance of Security response effectiveness***
- ***Assurance of regulatory compliance***
- ***Enhanced ability to satisfy customers with improved methods of protection***
- ***Reduced risk of attack through more measurably effective protective measures***
- ***Reduced recovery time from incidents***
- ***Increased brand protection & market penetration attributable to security measures***

RISK, INCIDENTS. Same Sand, Different Castles