START YOUR MANAGED SECURITY CONVERSATION



BOARD

We have seen from high profile breaches such as Target and Sony that this is an issue that reaches as far as the board for several reasons:

- Revenue customer trust
- Reputation shareholder trust
- Remediation high costs



HEAD OF IT

The role of the CIO is merging into Chief 'Innovation' Officer with the expectation of accelerating innovation and a changing risk/reward profile. However; the evolving security scope has also seen the rise of the CISO. Businesses will be considering how external security services support or threaten existing IT roles.



FINANCE

Implementing effective security across a business costs money but if done successfully then nothing will happen!! CFO's need to understand the risks so that they are able to support businesses with the right budgets. Would it be easier if they could fund this through a consumption "as a Service" offering?



LINE OF BUSINESS MANAGERS E.G. SALES

Everyone wants the flexibility and ability to take advantage of the cloud solutions that will drive revenue. However; line of business leaders also need to understand the security implications so that they can support and enforce the policies and procedures required to manage new risks.

