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Slipping Behind the Curve of Reality

Good Reasons To NOT Build a Security Program

Part 1

Security has a believability problem

“I don’t believe in Security”

-- VP of Enterprise Systems, 2013

(Internet firm, \$1B annual revenue)



My journey adjusting to “I don’t believe in Security...”

- **Be offended** (experience outrage)
- **Empathize** (walk a mile in their shoes)
- **Bend** (adjust to business realities)



“Security is not very important”

<http://www.dtc.umn.edu/~odlyzko/doc/cyberinsecurity.pdf>

Andrew Odlyzko

mathematician and a former head of the [University of Minnesota's](#) Digital Technology Center and of the [Minnesota Supercomputing Institute](#). He began his career in 1975 at Bell Telephone Laboratories, where he stayed for 26 years (wikipedia)



Realities

“The digital Armageddon has not appeared; There are risks much greater than cyberrisks.”

“It is very hard for technologists to give up the idea of absolute cybersecurity... they are not used to thinking that even a sieve can hold water to an extent adequate for many purposes.”

“People are creatures who are not amenable to reengineering, and are *only very slightly amenable to reasoning and education.*”

“Most criminals ... have no interest in destroying the system they are abusing. They just want to exploit it, to extract value for themselves.”

Andrew Olydzko

Your security program probably doesn't...

- Develop, integrate, test, release product ? -- Eng / Mfg Ops
- Generate leads / Close deals ? -- Sales
- Develop strategic partnerships ? -- Alliances
- Settle lawsuits, complete M&A work ? -- Legal
- Rollout HRIS in the cloud to the company ? -- HR
- Migrate enterprise apps from VMs to Containers ? -- Infra
- Revenue Recognition automations ? -- RevOps
- Salesforce BI integration -? - SalesOps

Security is inconvenient and annoying



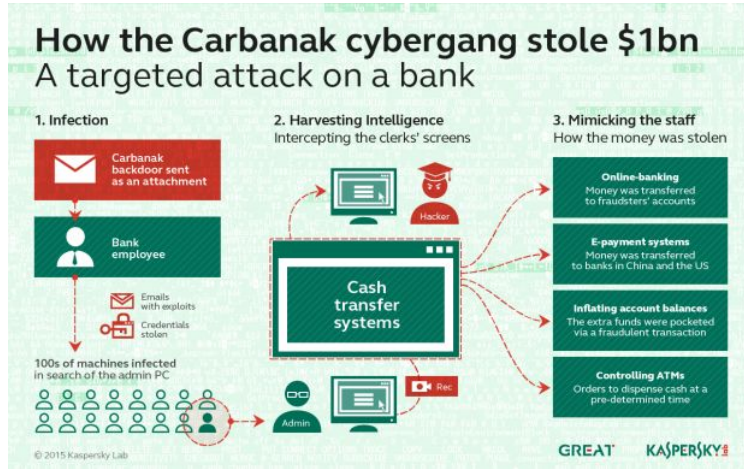
The CISO's Commandments

Thou shalt:

- *Two-factor gladly each day*
- *Receive urgent messages to update your endpoint's OS immediately!*
- *Be required to complete OWASP training*
- *Use Captcha to prove to Google that you are human*
- *Purchase cyberinsurance that may or may not cover all risks*
- *Be successfully phished by your IT dept*
- *Segment the network for regulatory compliance reasons*
- *Allow IT to install endpoint mgmt software on your personal cell phone*
- *Be admonished for someone else tailgating into the building behind you*
- *Provide evidence of access reviews and vuln remediations over the last five months*



Security Theater

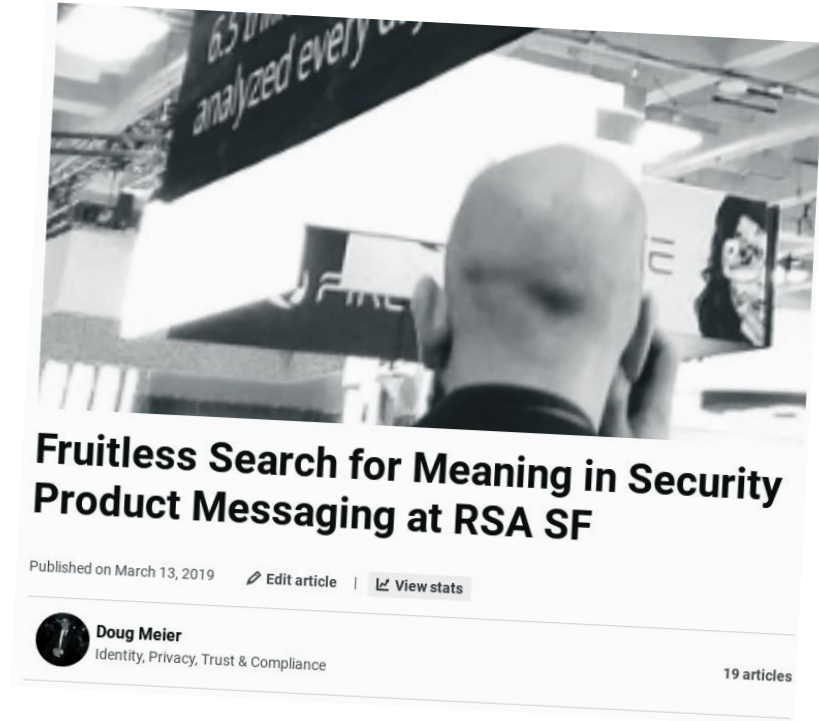


Security Reality

<https://www.linkedin.com/pulse/rsa-sf-2019-walkabout-doug-meier/>

linkedin.com/in/dougmeier

Security Hype



Real hype from the RSA Expo floor

- Comcast Business: ***Beyond fast.***
- Cisco Systems: ***Security on top of everything.***
- Cisco Systems again: ***Security above everything.***
- Infoblox's Secureville: ***Giving you the comfort of yesterday in today's complex world.***
- Proofpoint: ***Don't let cloud threats rain on your parade.***
- Endgame: ***Military grade endpoint protection.***
- SolarWinds: ***Security just got real.***
- Overheard on the floor: ***The great thing is you'll receive continuous alert notifications as they happen.***

RIP Internet Trust (1969 - 2019)

- 1990s: **Trust, by verify**
- 2012ish: **Never trust, always verify**
- 2016: Current: **Zero trust**
- 2020 **Post-Trust**
- Evolving into: **Persistent distrust**





Internet Security: Mission Impossible

“Resolved: the Internet is no place for critical infrastructure”

<https://queue.acm.org/detail.cfm?id=2479677>



Dan Geer

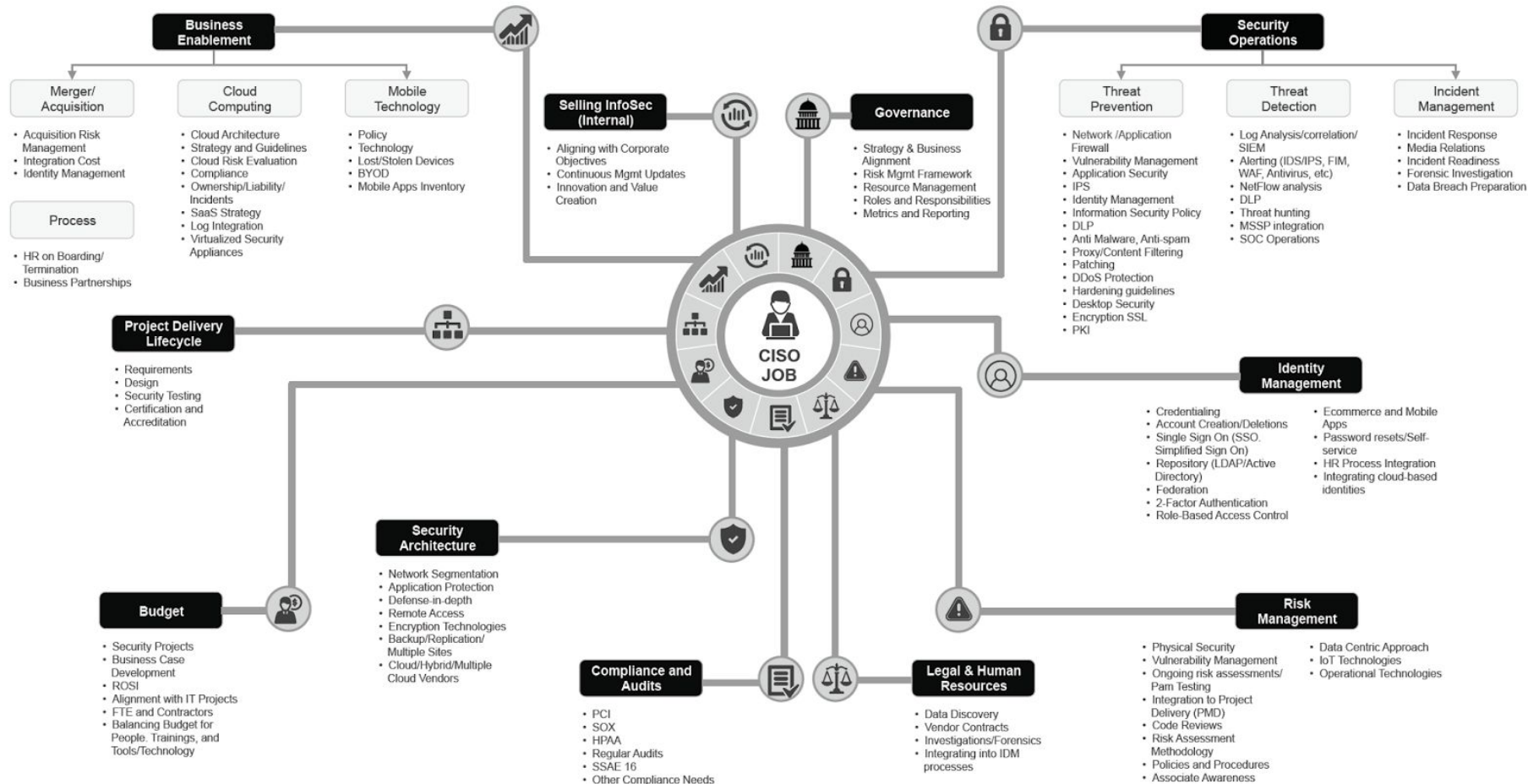
chief information security officer for In-Q-Tel, a not-for-profit venture capital firm that invests in technology to support the Central Intelligence Agency.

Recognized for raising awareness of critical computer and network security issues before the risks were widely understood, and for ground-breaking work on the economics of security.

Part 2

Security doesn't fit in

CISO Mind Map: An Overview of The Responsibilities and Ever Expanding Role of The CISO



Security, the orphan in the organization

Where Do CISOs Belong in an IT Org Chart?

A new pecking order may be needed as CIO and CISO objectives clash, putting them at cross-purposes.



Image: vegefox - stock.adobe.com

As security breaches continue to impact the bottom lines of major businesses and institutions around the world, the role of the chief information security officer (CISO) is taking on new prominence -- and fueling existing controversies over where responsibility for data security ultimately lies within the organization.

Average CISO tenure: 18 - 24 months

ANALYSIS

Why do CISOs change jobs so frequently?

Aside from earning more money, CISOs pursue other opportunities when current employers minimize cybersecurity commitments and efforts.

Wanted: Effective CISOs Who (Happily) Stay Longer

Most security leaders change organizations every few years. The reality is that people leave jobs for many reasons. Here's why this often becomes a problem for enterprises, the CISO or both.

BY DAN LOHRMANN / JUNE 29, 2019

Avoiding Failure

- **Focus on Risk Management:** The program needs a complete picture of the comprehensive risk landscape.
- **Sell the program internally:** Communicate successes in non-tech terms internally and externally.
- **Alignment with Strategic Objectives:** Continuous adjustments over time.
- **Understanding of Organizational Appetite for Security.** Could not suppress Ready Fire Aim impulses while problem solving.
- **Meaningful Successes to Build On.** Program demonstrates benefit of budget, resources, and support needed to accomplish risk management.

Part 3

Risk Management in the post-Truth, post-Trust Era

There is no such thing as Security...



... but Risk Management is definitely a thing

On Perceived Risk vs Actual Risk

“our job as risk managers is to understand that we over react to immediate threats and under react to long-term threats.”

On Risk Management vs Security

“when we ... use the term "risk management," we don't want you to do it by trusting your gut. We want you to do risk management consciously and intelligently. This means balancing the costs and benefits of any security decision -- buying and installing a new technology, implementing a new procedure or forgoing a common precaution. ”



**Bruce
Schneier**

Some ways CISO orgs may succeed

- Understand what the company does
- Understand the company's appetite for risk.
- Align w the big business goals
- Maintain a Risk Register as your Source of Truth for Risk.
- Balance out techbro culture. Hire women.
- Be non-intrusive
- Communicate well
- Manage risk well at the vendor perimeter.
- Hold point solution vendors accountable..
- Get back to the basics: [\[SMB link\]](#)
- Be sensitive to security fatigue
- Recognize that compliance drives security

Risk Management IS important, because it's ...

- **understandable**
- **believable**
- **And aligns with survival**



Any questions?