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Enabling Leaders in Supply Chain Risk Management

About the Presenter

- **Jordan MacAvoy**
  Founder & CEO of TalPoint

- **20+ Years of Technology Experience**
  12+ Year Serving in Executive Functions

- **Information/CyberSecurity | SaaS | Fintech**

TalPoint is a Security-Focused Talent Marketplace

We match vetted experts with deep experience across security, risk, privacy and compliance to companies in need of highly-skilled subject matter experts

Business Client

Subject Matter Expert

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Clients: Fast-Growing SMBs, Mid-Market, Enterprise
Industries: Tech, Healthcare, Finance, Manufacturing & Distribution
**Serving:** Consumers, Business, Government

We're exposed to a broad spectrum of companies and maturity levels

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Develop defenses on the principle that your systems will be breached

The average organization has 182 vendors that connect to its systems each week, and 58% of organizations believe they have incurred a vendor-related breach

-   BeyondTrust

What is an Enabled Leader?

- Leadership Qualities

- Organizational Maturity Awareness

- Partner Across the Organization

- Manage Up for C-Suite Support
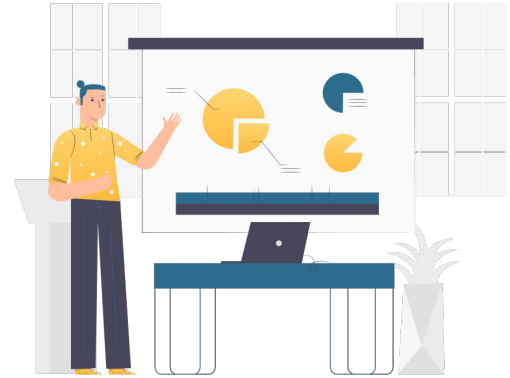
Key Qualities of Leaders in Supply Chain Risk Management

Vision: Ability to see the whole field and anticipate future risks and challenges. Develop defenses on the principle that your systems will be breached

Analytical Skills: Capacity to break down complex problems and assess vulnerabilities (frameworks)

Collaborative: You can't safeguard what you don't know or understand

Communication: Effectively communicate both up and down inside the organization
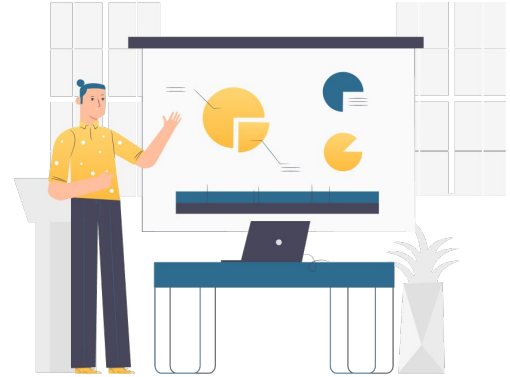
Continuous Improvement: SCRM is a continuum. You must strive to continuously evaluate, assess, and improve

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What is an Enabled Leader?

Leadership Qualities

Organizational Maturity Awareness

Partner Across the Organization

Manage Up for C-Suite Support

Understanding and Communicating Maturity

- What's your "State of the Union"

- Don't be afraid of the truth (or to tell others the truth)

- Have a methodology to how you communicate organizational maturity

- Apply a "Crawl - Walk - Run" Approach

Ex., Capability Maturity Model Integration (CMMI)

| Stage 0	Stage 1	Stage 2	Stage 3	Stage 4	Stage 5
Incomplete	**Initial**	**Managed**	**Defined**	**Quantitatively Managed**	**Optimizing**
At this stage work "may or may not get completed" Goals have not been established at this point Processes are only partly formed or do not meet the organizational needs	Processes are viewed as unpredictable and reactive Work gets completed but it's often delayed and over budget Unpredictable with increased risk and inefficiency	Projects are planned, performed, measured and controlled Still a lot of issues to address	More proactive than reactive Organization wide standards to provide guidance across projects, programs and portfolios Businesses understand their shortcomings, how to address them and what the goal is for improvement	The organization is working off quantitative data to determine predictable processes that align with stakeholder needs The business is ahead of risks, with more data-driven insight into process deficiencies	Processes are stable and flexible The organization is in a constant state of improving and responding to changes or other opportunities The organization is stable, which allows for more "agility and innovation," in a predictable environment

Crawl ⟶ *Walk* ⟶ *Run*

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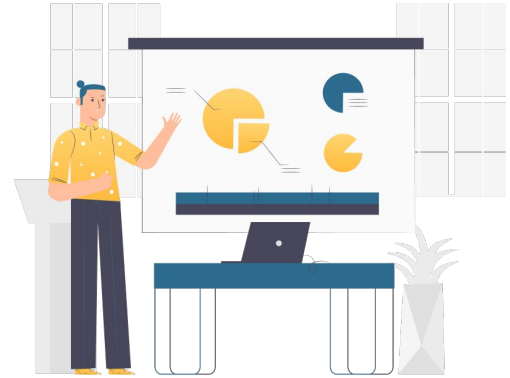
Partner Across the Organization

Board of Directors and Executive Team

- Clarity is King: Articulate your cybersecurity narrative clearly and concisely
- Trio of Transparency: Current risks, ramifications for the business, plan of action
- The Risk Radar: Present a well-rounded view of the top risks
- Seek Allies, especially the CFO and CEO

Legal

- RFPs and contracts
  - Ensure new contracts include a security team review
  - Put obligations around the most critical things
- Things to consider: breach notifications, control failure notifications, compliance obligations and notifications, assessment schedules

Operational Heads

- Strategic alignment, avoid "No" ask "How" to avoid shadow IT
- Collective understanding that suppliers are an extension of your organization - "Trust but Verify"
- Collaboration around supply chain risk assessments, BIAs, and BCDR processes
- Develop hygiene around onboarding and offboarding partners
- Advocacy (you for them, them for you)

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What is an Enabled Leader?

🔲 **Leadership Qualities**

🌬️ **Organizational Maturity Awareness**

✳️ **Partner Across the Organization**

🌐 **Manage Up for C-Suite Support**
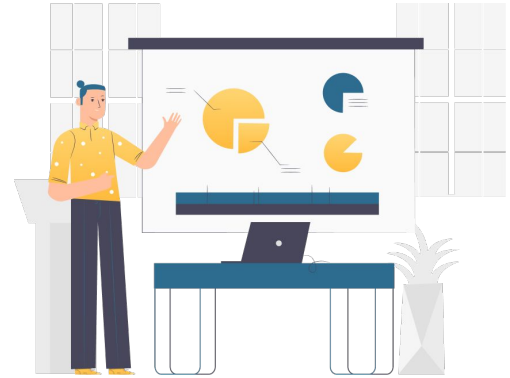
Manage Up for C-Suite Support

Be the expert in the room (After all, you most likely are)

The CEO and CFO are your most important allies

Advocacy is hard, use data and facts and let them know it's not "if" but "when"

Once you present the facts, present the solution(s) and ask for the budget

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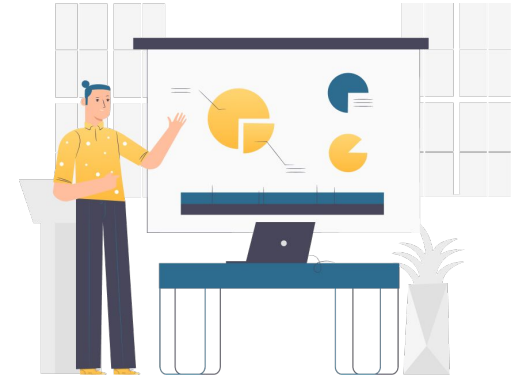
Conclusion & Q&A

Recap:
- Have vision, use data, insight and facts, communicate clearly, and push for continuous improvement
- Be honest about where your organization is and what needs to be done to mature it
- Forge strong relationships across the organization
- Advocate, Ask, and Advance

Q&A

Thank you

I'd love to connect

Thank you!

Visit us on www.TalPoint.com

Additional Resources

- [Best Practices in Cyber Supply Chain Risk Management](#)

- [Why Cybersecurity Has Never Been More Important for the Supply Chain Sector](#)

- [Managing Cybersecurity Risks in Supply Chain Management](#)

- [Managing Cyber Risk Through Integrated Supply Chains](#)

- [Is Your Supply Chain Cyber-Secure?](#)

- [Supply Chain Risk Mitigation - 8 Strategies](#)

- [Riding The Wave of Uncertainty: Risk Mitigation Strategies For Supply Chain Disruptions](#)