Security-as-a-Service for Small and Medium Sized Businesses
June 5, 2019
Today’s web conference is generously sponsored by:

Cygilant

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Tyler Cohen Wood is a cyber-authority with 20 years of highly technical experience, 13 of which were spent working for the Department of Defense (DoD). As a keynote speaker, author, blogger, national security expert, and overall cyber expert, she is relied on to provide unique insight into cyber threats, cyber warfare, mitigating cyber risk, national security, and ensuring industries have the tools they need to defend themselves in the digital world. Tyler sits on several cyber advisory boards, including CyberSat and The Internet of Things Consortium.

Before becoming a private consultant, Tyler worked in the public sector as an Executive Director for CyberVista and as a Director of Cyber Risk Management group at AT&T using thought leadership and her cybersecurity expertise to develop new and inventive solutions to protect customers from hackers and the ever-increasing cyber threat landscape.
Ryan has been in the tech industry for nearly 20 years with the last 6 years spent focusing on the deeply technical side of cyber security. He has held positions at companies such as Dell, Apple, Forcepoint, Cylance, NSS Labs, and now AlienVault. His responsibilities have included securing enterprise grade infrastructure to include sensitive government networks, researching and reporting on advanced security threats, analyzing and reverse engineering malware in order to train machine learning algorithms, and testing some of the most advanced endpoint security products in the world with the end goal of bypassing or breaking their security mechanisms.
Ryan Kelly
Solutions Architect – AT&T Cybersecurity
What’s Needed?

People

Process

Technology
What’s Needed?

- People
- Technology
- Process
What’s Needed?

People

Process

Technology
More Products, More Noise
What Makes a Good SIEM?

A Single Pane of Glass for Orchestration, Analysis, Detection, Intelligence, and Response.
Kevin Landt is VP of Product Management at Cygilant and has over a decade of experience helping Security and IT Operations teams increase efficiency and reduce risk. Prior to Cygilant, Kevin held director and leadership roles at Opsgenie (now part of Atlassian), Kanguru Solutions, and Intel.
Kevin Landt
VP Product Management – Cygilant
Securing SMBs

• Small teams
• Broad responsibilities
• Seeking balance
• Striving for efficiency
Example Company:
1000 Systems and 1 TB monthly log data

<table>
<thead>
<tr>
<th>Security Monitoring Costs</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Full Time Equivalents (FTE)</td>
<td>2</td>
</tr>
<tr>
<td>Incidents Per Year</td>
<td>130</td>
</tr>
<tr>
<td>Fully Loaded Cost Per FTE</td>
<td>$ 75,000.00</td>
</tr>
<tr>
<td>Total Cost</td>
<td>$ 150,000.00</td>
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</tbody>
</table>

Source: Forrester, *The Total Economic Impact™ Of AlienVault® Unified Security Management® (USM)™*, March 2018
Help is not on the way

• Cybersecurity labor crunch to hit 3.5 million unfilled jobs by 2021\(^1\)
  • 74% - organization is significantly or somewhat impacted by global cybersecurity skills shortage\(^2\)
  • 66% - reported an increased workload on existing staff\(^2\)
  • 44% - solicited by recruiters at least once a week\(^2\)

2. *The Life and Times of Cybersecurity Professionals, 2018*, ESG and ISSA
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<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Avg Days to Discover Breach</td>
<td>197</td>
</tr>
<tr>
<td>Avg Days to Contain Breach</td>
<td>69</td>
</tr>
<tr>
<td>Avg Cost/Breach</td>
<td>$3.6M</td>
</tr>
</tbody>
</table>

Source: Poneman 2018 Cost of a Data Breach Study
More Products, More Noise
Security as a Service

- 3rd-party service provider
- Subscription basis
- Economies of scale
- Best practices
- Specialized security skills
Service Models

- Managed Detection and Response (MDR)
- Security as a Service
- SOC as a Service
- Co-Managed SIEM
- Threat Hunting
- MSS
- MSSP
What’s in scope?

• Deployment and maintenance
• Alert tuning
• Alert and incident response process
• Change requests
• Research and reporting
• Breadth of services
• Compliance and certifications
The business case

- Security force multiplier
- Compliance cost saver
- Replace expensive legacy technology
- Reduce risk
About Cygilant

Dedicated Cybersecurity Advisor

24x7x365 Security Operations

Actionable Alerts and Findings

Reporting and Artifacts for Compliance

www.cygilant.com
QUESTIONS?