

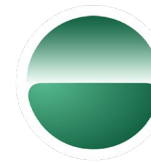


12TH ANNUAL LEADERSHIP EVENT

CYBER SECURITY SUMMIT

Security solutions through collaboration.™

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EYES WIDE OPEN



Technology Alone Cannot Solve our Greatest Cybersecurity Challenges

Tuesday, October 25
1:15 – 1:45 PM CT



Overview

1

The Spectrum of Cybersecurity Partnerships

Expectations vs. Reality of Technology Platforms & Firms

2

Cybersecurity Technology Pitfalls

Why Technology Alone Cannot Solve our Greatest Cybersecurity Challenges

3

Platform Driven, Human Delivered

Real World Examples of when Technology Wasn't Enough

4

Technology's Role Addressing the Talent Shortage

Understanding the Intersection of Tech and Talent is Vital to the Cybersecurity Talent Shortage



The Spectrum of Cybersecurity Partnerships





Traditional Services/Consulting Firms:

- Expectations: A comfortable and trusting relationship with specific resources; easy to procure; professional services contracts are well understood; processes are easy to onboard and manage
- **Reality:** Slow to scale; only as good as the consultant assigned; not maximizing the value; expensive; time consuming



Cybersecurity Technology Pitfalls

Technology Does Not . . .

-  Understand unique organizational needs.
-  Continuously manage and operationalize itself.
-  Support security programs in a cost-efficient way.
-  Technology provides data. It doesn't sort through the clutter.



Pure Services

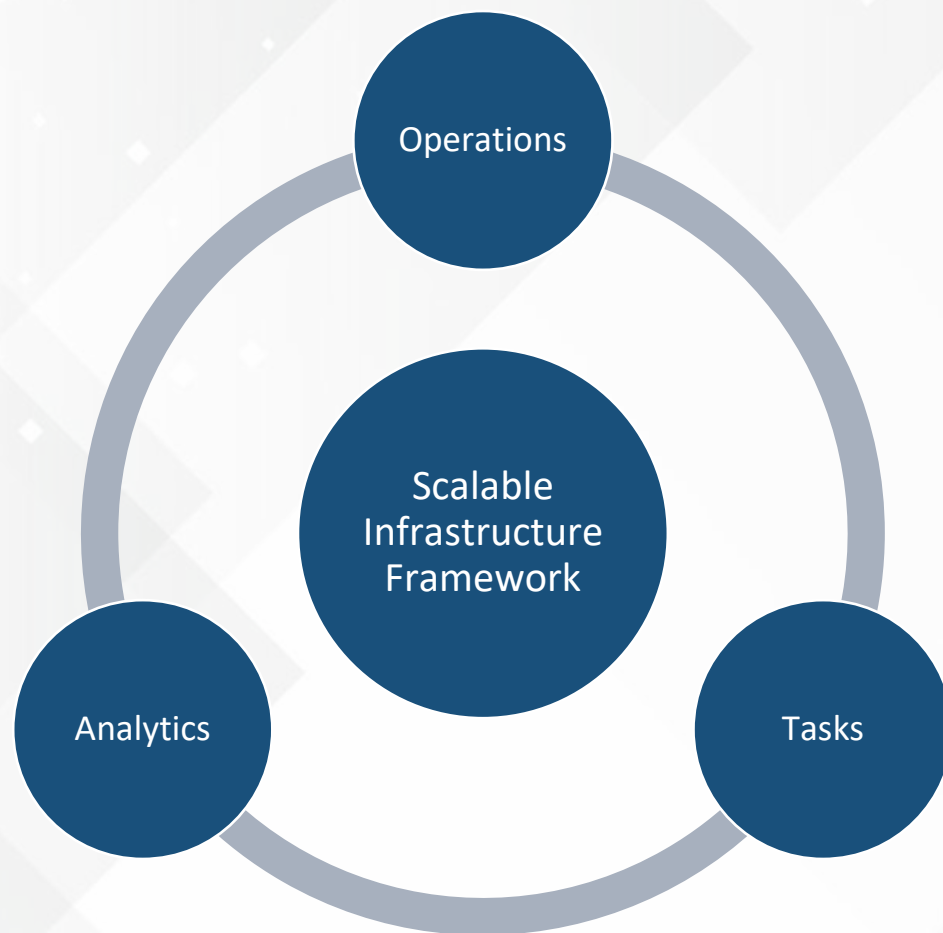
Pure
Technology

Technology-Enabled Services

Keys to Technology-Enabled Services:

- Efficient scaling of expensive human capital
- "Automate the automatable"
- Smart, focused investment in advanced tech (AI, big data, etc...)
- More than managed-services, they're actually woven together
- Application of the right level of assessment, on the right asset at the right time





NetSPI Case Study

- Don't invent fire, its already a thing
- We're more alike than we are different
- Technology needs to be:
 - Modular
 - Scalable
 - Continuous
 - Transparent
- Humans provide:
 - Context
 - Creativity and Instinct
 - Sanity

Real World Example: Platform Driven, Human Delivered

When Technology Wasn't Enough:

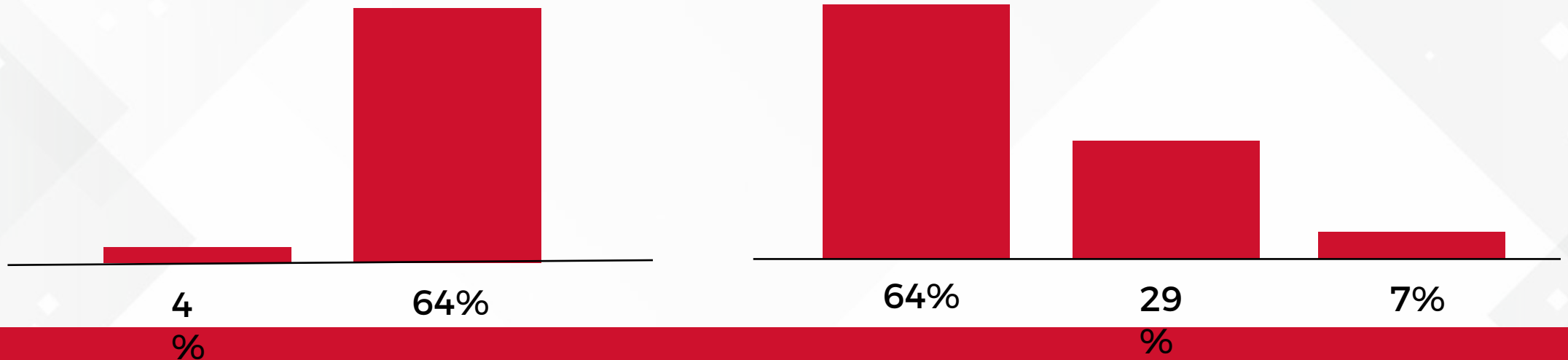
ASM Success Story:

- 1 Vulnerability found via scanner/ASM,
- 2 Listed as low severity,
- 3 Upon further inspection... found to be critical/high



Technology's Role Addressing the Talent Shortage

Gartner Survey Reveals Talent Shortages as Biggest Barrier to Emerging Technologies



"IT executives see the talent shortage as the most significant adoption barrier to 64% of emerging technologies, compared with just 4% in 2020, according to a new survey from Gartner, Inc."

A lack of talent availability was cited far more often than other barriers this year, such as implementation cost (29%) or security risk (7%).



Our Role Addressing the Talent Shortage

➔ Focused, intentional investment at an organizational level

- Industry Recognized Certifications
- Ongoing Internal Training
- Thought leadership development

➔ Individual skillset development

- Paid "boot camp" trainings
- Online courses
- Blogs and social media

"IT ex
adop
just





Effective Entry Level Programs

- Flexible time off
- Competitive pay
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- HSA / 401k match
- Access to industry-leading experts
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No one person, nor one tool can achieve these goals. But together?
The opportunity for success is exponential.

After all, technology cannot solve our greatest cybersecurity
challenges.

People *and* technology can.



NetSPI Services



PENTESTING AS A SERVICE

Better manage your vulnerabilities with world-class pentest execution and delivery.



APPLICATION PENTESTING

Secure your web, mobile, thick, and virtual applications.



IOT PENTESTING

Secure your ATM, automotive, medical, OT, and embedded devices and systems.



NETWORK PENTESTING

Secure your internal, external, and wireless networks.



CLOUD PENTESTING

Secure your AWS, Azure, and Google cloud infrastructures.



BLOCKCHAIN PENTESTING

Uncover and understand blockchain security concerns.



ATTACK SURFACE MANAGEMENT

Identify and protect the unknown with continuous penetration testing.



SECURE CODE REVIEW

Find application security vulnerabilities with SAST, SCR, triaging, and training.



RED TEAM OPERATIONS

Test your internal defense teams against our expert hackers.



BREACH & ATTACK SIMULATION

Measure the effectiveness of your detective controls against real attacks, including ransomware.



SOCIAL ENGINEERING

Conduct email, phone, or physical security social engineering tests.



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