



Virtual CSO

What You Need, When You Need It

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Virtual CSO

Agenda

- ▣ Security Roadblocks
- ▣ Business Benefits
- ▣ Technical Benefits
- ▣ Summary
- ▣ Next Steps
- ▣ Q&A

Security Roadblocks

- ▣ Cost
 - Perception of high cost of security
 - Work overload - “I have enough to do already”

- ▣ Policy
 - Implementation becomes an afterthought
 - Lack of support for policy enforcement

Security Roadblocks

- ▣ Risk vs. Reward
 - False Sense of Security
 - ▣ We've never been hacked
 - ▣ Who would want what we have
 - ▣ We're too small to be a target
 - Security becomes a “nice to have”
 - Security often seen as a cost, not a savings
 - Security delays implementation



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Business Benefits

- ▣ No payroll taxes or benefit costs
- ▣ No training costs
- ▣ Flexibility - each client chooses a customized solution to fit their budget

Technical Benefits

- ▣ Initial Policy and Procedure Development/Review
 - Annual Updates

- ▣ Initial Internal and External Penetration Testing
 - Develop a Baseline

- ▣ Follow-up Penetration Testing
 - Annual External and Internal Testing



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Technical Benefits

- ▣ Options
 - Monthly Block Time
 - Security Awareness Training Program Development
 - Incident Response Program Development
 - Compliance Program Consulting
 - ▣ HIPAA, PCI, NCUA



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Technical Benefits

- ▣ Options
 - Developing/Updating Infrastructure Documentation
 - Customized Vulnerability Notifications
 - Server Hardening Best Practices
 - Disaster Recovery (DR) and Business Continuity Plan (BCP) Development

Summary



The CSO position is necessary but often unfunded.



Outsourcing provides a reasonable return on investment.



Syrinx Technologies can provide the required services at reduced costs.



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Next Steps

- ▣ Decide if this is right for your organization
 - Assess your current security posture
 - Compute the ROI

- ▣ Develop an action plan
 - Work with Syrinx Technologies to choose your options and develop a roadmap

- ▣ Implement the plan
 - Yearly program review and tuning



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Q&A

- ▣ How is this program priced?
 - Once the client chooses their desired options, a yearly proposal will be provided.

- ▣ Are there any minimum or maximum service periods?
 - The client may cancel at any time with 30 days written notice.

- ▣ How often am I billed?
 - Syrinx Technologies will bill the client monthly.

- ▣ Are Service Level Agreements (SLA) available?
 - Yes, specific SLAs can be written into the service agreement.