



SD ISC2
SD IEEE

SD IEEE Consultants Network

Forum – Enhance Your Practice by Teaching

Monday, September 8, 2014

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← “easy button”

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ElectEngr/MSEE, CISSP & CISO, SysEngr, PM
ISSA / ISC2 / Infragard / SOeC... AFCEA / NDIA... IEEE / INCOSE / et al



Bottom line - As in ALL things

Consulting it is mostly about the ‘value proposition’ “AND” sharing!!!

Points to cover / pontificate on

- 1). Overview of your career and practice. Include how, why and when you decided to do consulting.
- 2). How, why and when you decided that teaching would be a good addition to your consulting practice.
- 3). The best part of teaching as it relates to your practice. (What you feel you have gained the most from teaching).
- 4). Describe the biggest drawbacks of teaching as it has affected your practice. (What made you think twice about teaching).
- 5). What you think makes a good candidate for a teacher. What kind of people should avoid teaching.

THEN – show a few *cyber education <-> consulting efforts* for examples

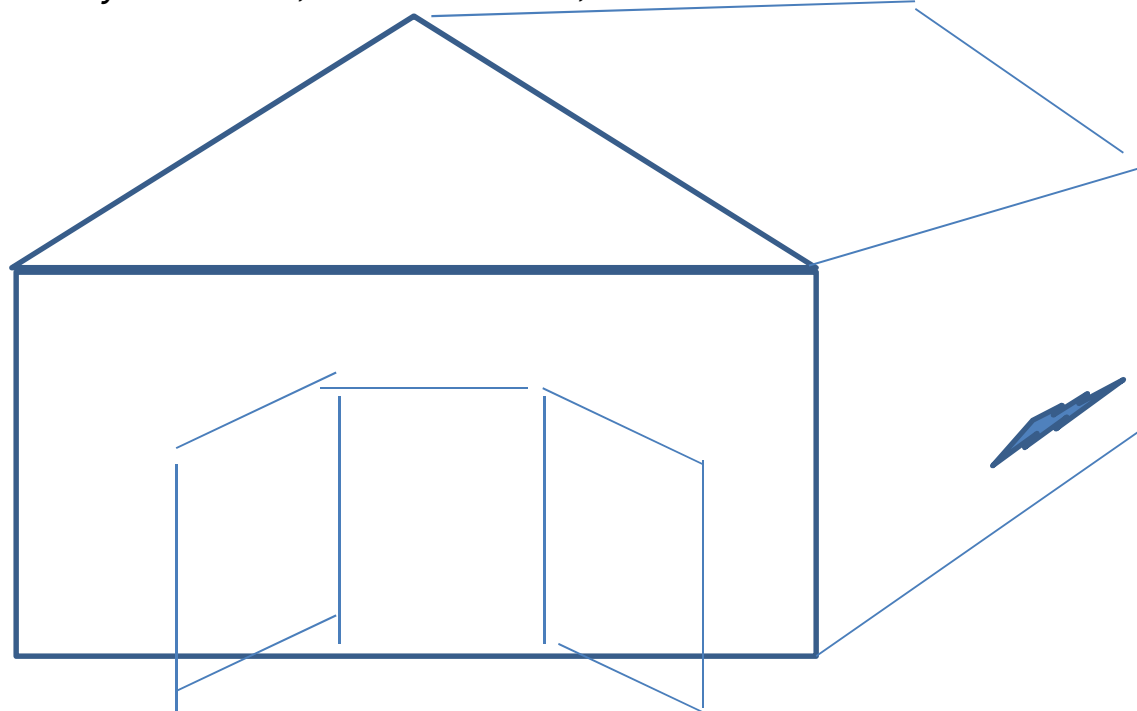
What MUST we do in Cyber?

Manage RISK and DO the Security BASICS

(start by managing the top NSA 10 / SANS 20 mitigations!)

OR.. how about just DOING the Cyber Hygiene Campaign top 5 actions!

(e.g., 1 & 2 - Inventory SW & HW, 3 - Secure CM, 4 - SCM/SIEM & 5 - enforce least privileges ()*



**Consultants
see *value* in
Fixing
AND
Educating**

Close the “cyber” barn door first, versus fixing cracks in the wall!

Follow the *Hierarchy of Cyber needs* – mitigate, manage your way up

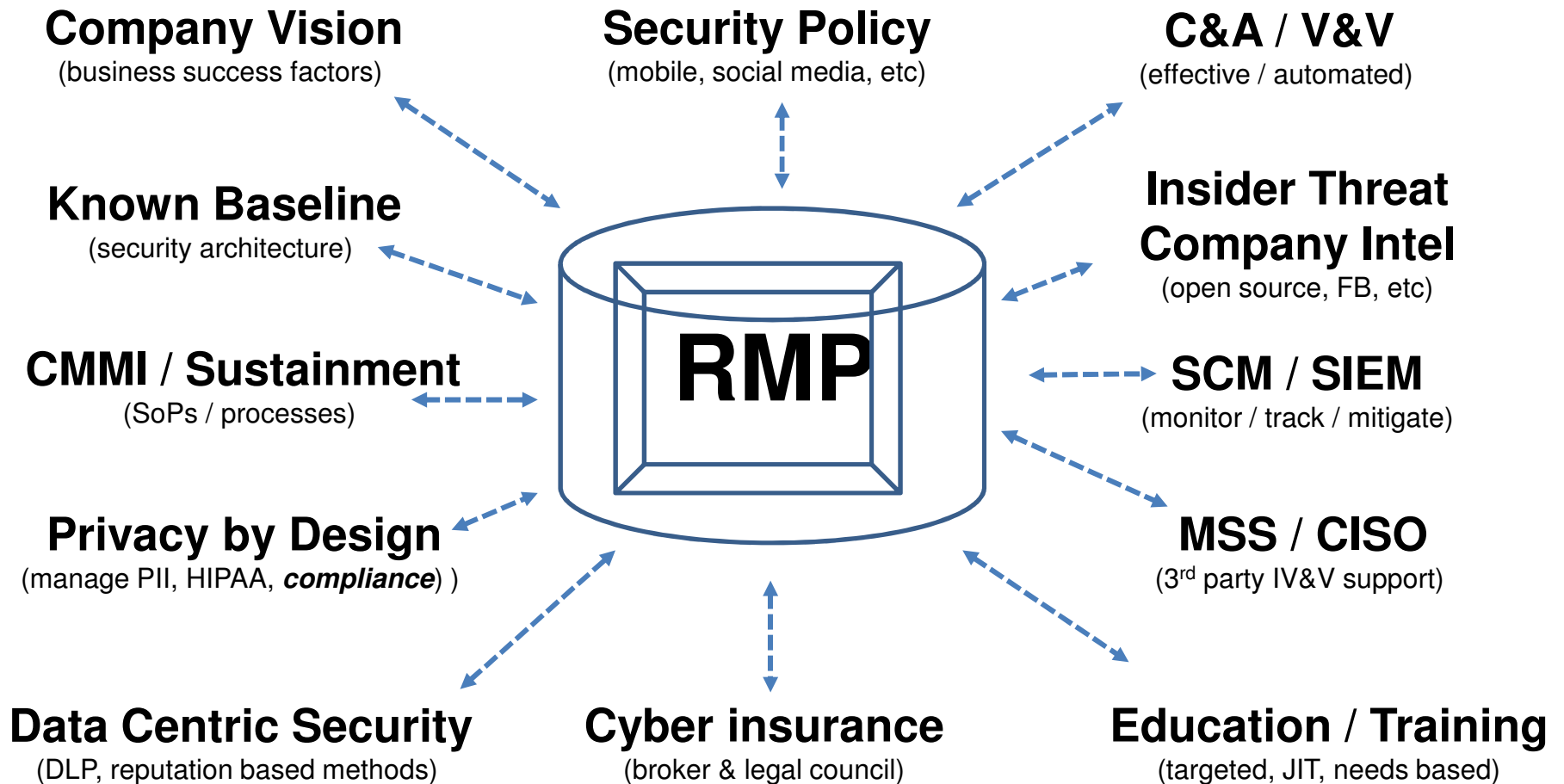
RE: Companies / SMBs need “cyber security operators” – not cyber ninjas!

(*) <https://www.cisecurity.org/about/CyberCampaign2014.cfm>)

The Integrated **Business RM** Approach

+ *Making the Risk Management Plan (RMP) work!* +

*(Will teach “**Cyber Enabled Business Risk Management**” at Webster in fall)*

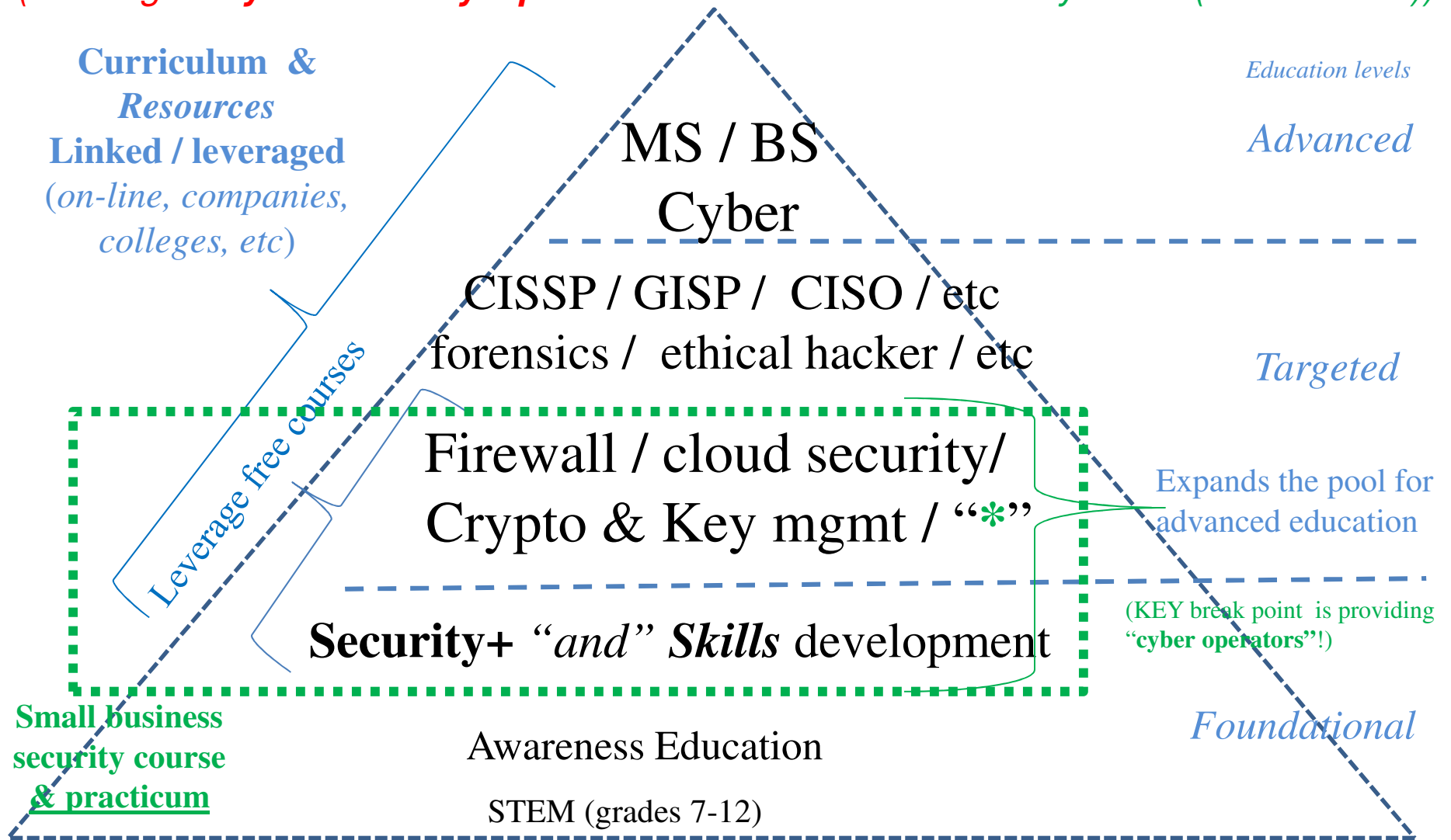


Common Business RMP model (re: RMF / COBIT & Risk IT)
AND using the NIST Cybersecurity Framework (re: CAR / ESA)

Cyber Education triangle

“clarifying the *fog of cyber security* through targeted training”

(Building a “**Cyber Security Operator**” course - seed the entry levels (veterans too))

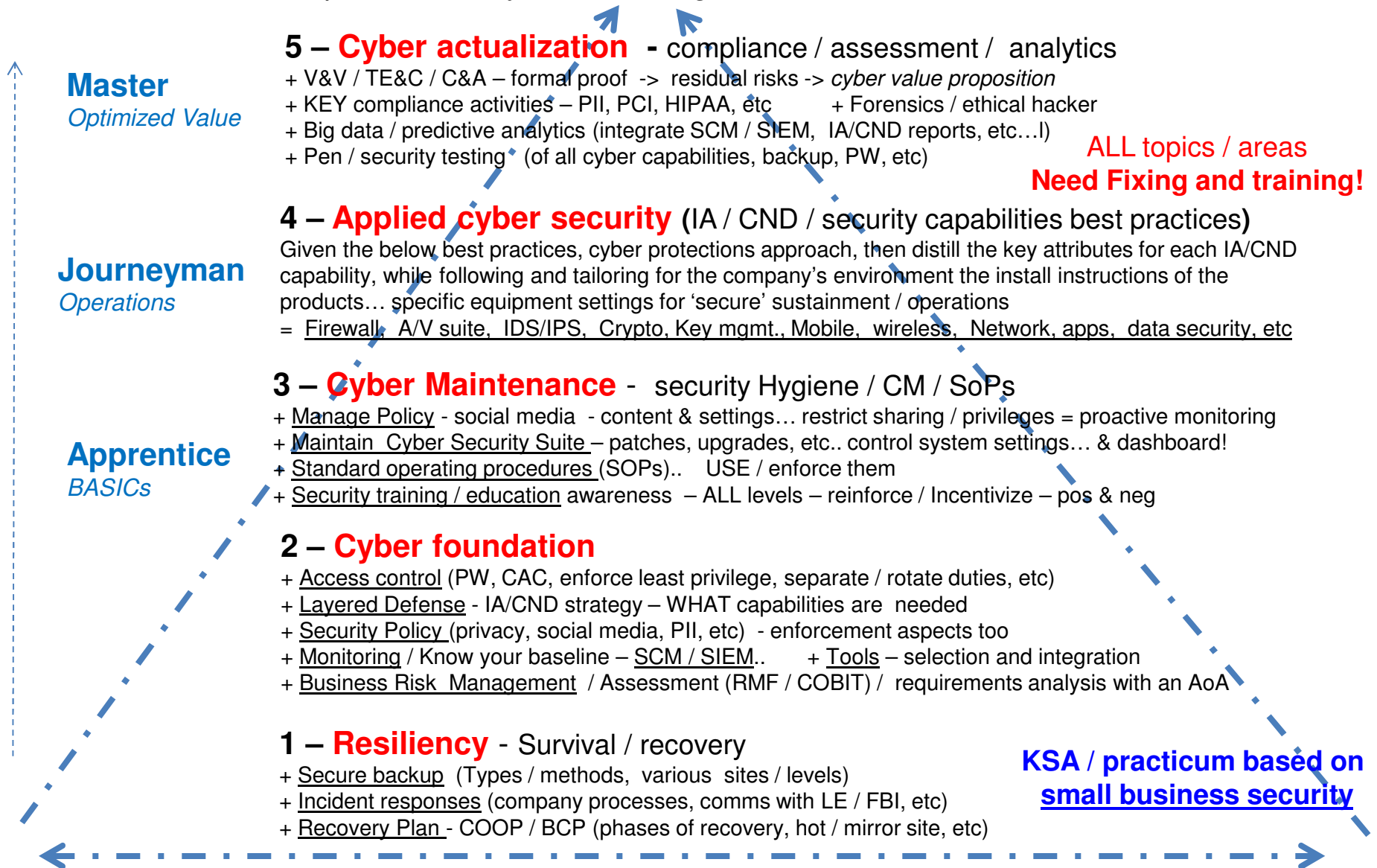


(“*” = IDS/IPS, anti-virus, wireless, application development, cloud, web/mobile code, mobile, etc...)

Hierarchy of Cyber Needs

(i.e.....Maslow Triangle...)

Where if you don't take care of the level before the one you are operating in, focusing on, then your efforts are for the most part mute, as you are in a *higher risk status* until the earlier level is satisfied!



Cyber Security opportunities

(Cyber can **both** enhance consulting AND sharing / teaching opportunities = *PEST!*)

IT / Cyber Global factors – user pull

World-wide B2B
Trust / cloud / sharing

IoT / M2M
Automation / Sensors

Consumerization of IT
*Phones / wireless / **apps***

Privacy / Data
IP / PII / compliance

GAPS / Needs

(from the Federal cyber priority council S&T gaps)

TRUST
Distributed / MLS

Resiliency
*SW / apps / **APIs** / services*

Agile operations
BE the vanguard / integration

Effective missions
Business success factors

Vulnerabilities / Threats

(Verizon BDR, Forbes, etc threat reports - what ails us most)

CM / Hygiene
patching / settings

Access control
Authentication is key

Top security mitigations
Whitelist, patch, limit access, etc...

Risk Mgmt
Adhoc / not global

Opportunities that scale

Effective Business Risk Management (BRM) = cybersecurity framework (*GMMI / FAR*)

Focus on **reducing business risk...** *Managed security services (MSS) & cyber insurance ...*

SIEM / SCM
QA hygiene / sensors
“ESA” / simple tools!

Mobile Security
Poor apps / IOS weak
billions users = volume

Mitigate Obsolescence
Minimize patching, legacy vulnerabilities
OA / modularity / APIs & SCRM

Data Security
Predictive analytics
Privacy by design