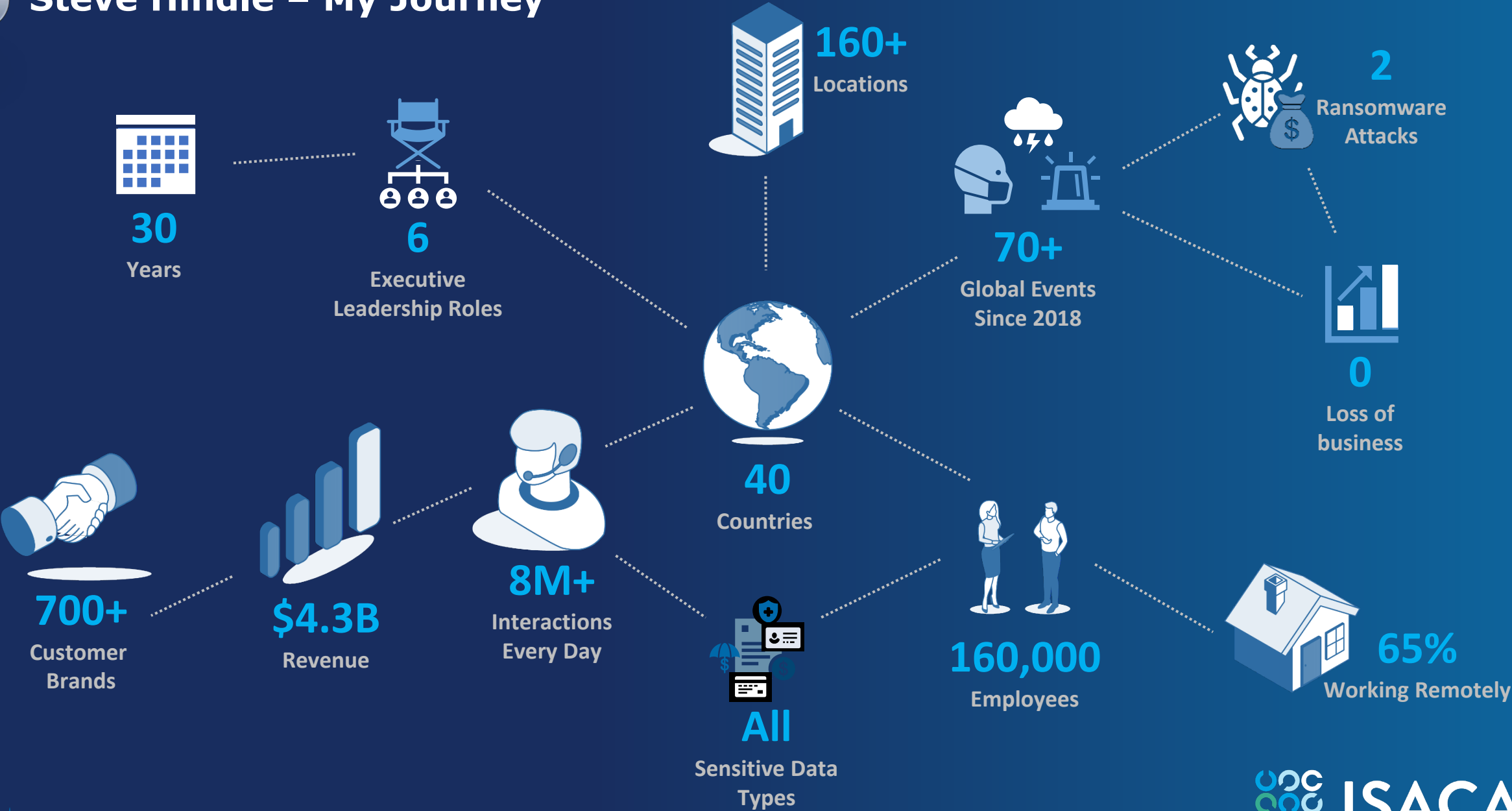




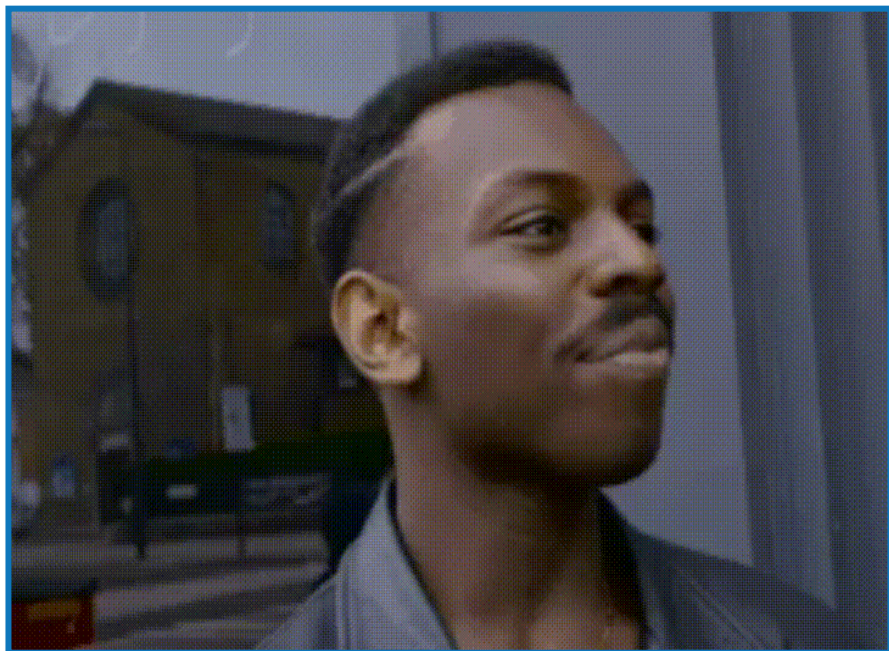


# Steve Hindle – My Journey



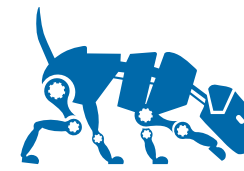
# I've been in the Hot Seat





*You don't have to secure  
your customer data if  
you don't have any.*





**SPIRION**<sup>™</sup>

PROTECT WHAT MATTERS MOST

# Scary Numbers

# Worldwide Survey of cyber risk decision makers - Marsh & Microsoft

**71%**

Believe that ransomware is their top threat

**54%**

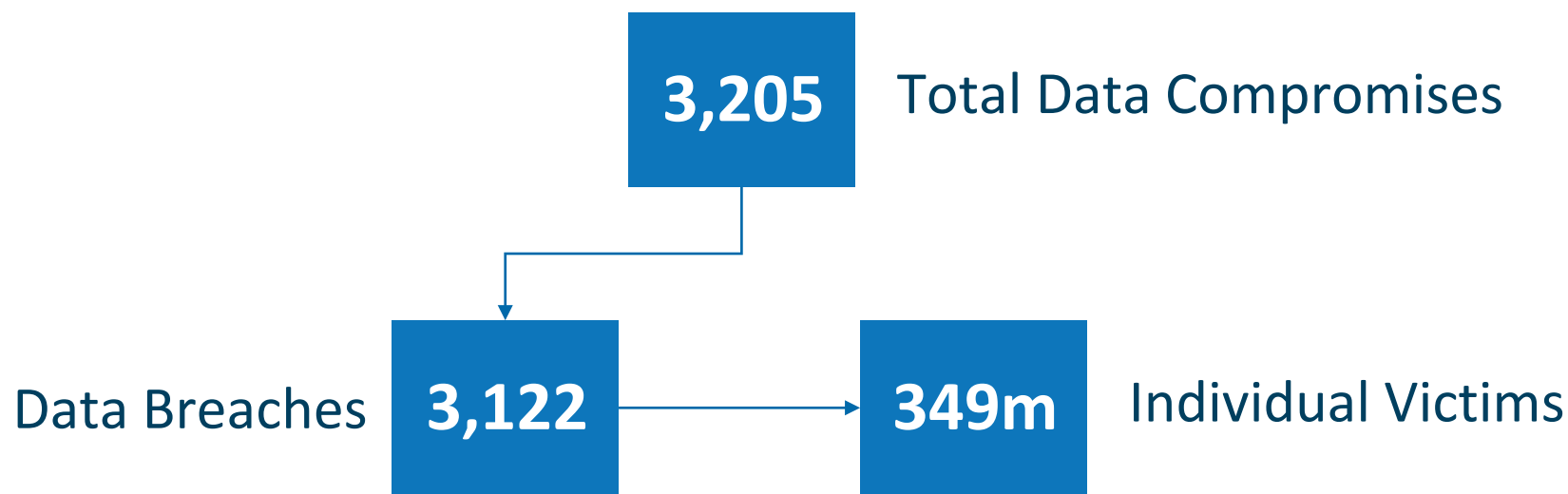
Know where their data is

**43%**

Conducted data risk assessments

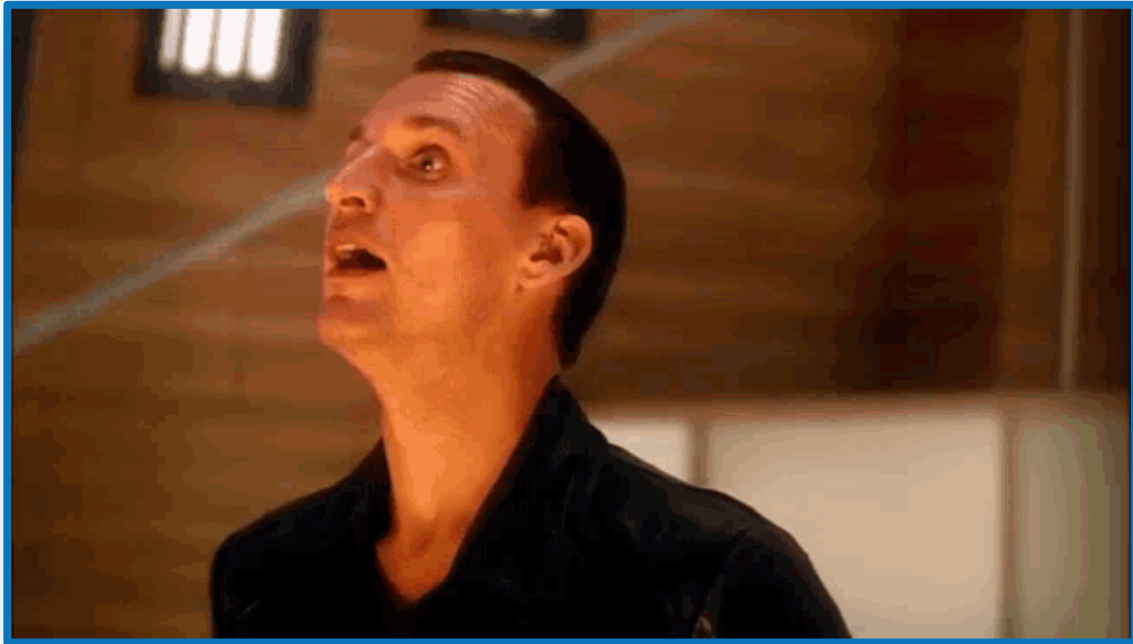
# Data Compromises 2023

## – Identity Theft Resource Center



**349,221,481 people**





# *Unexpected Offsite Backup*



## How does a typical ransomware attack work?



User receives email with a link or attachment



Link or attachment connects to URLs hosting malware



Malware is downloaded



Attackers find sensitive data, remove it, and encrypt the original



Ransom demand is displayed with contact info



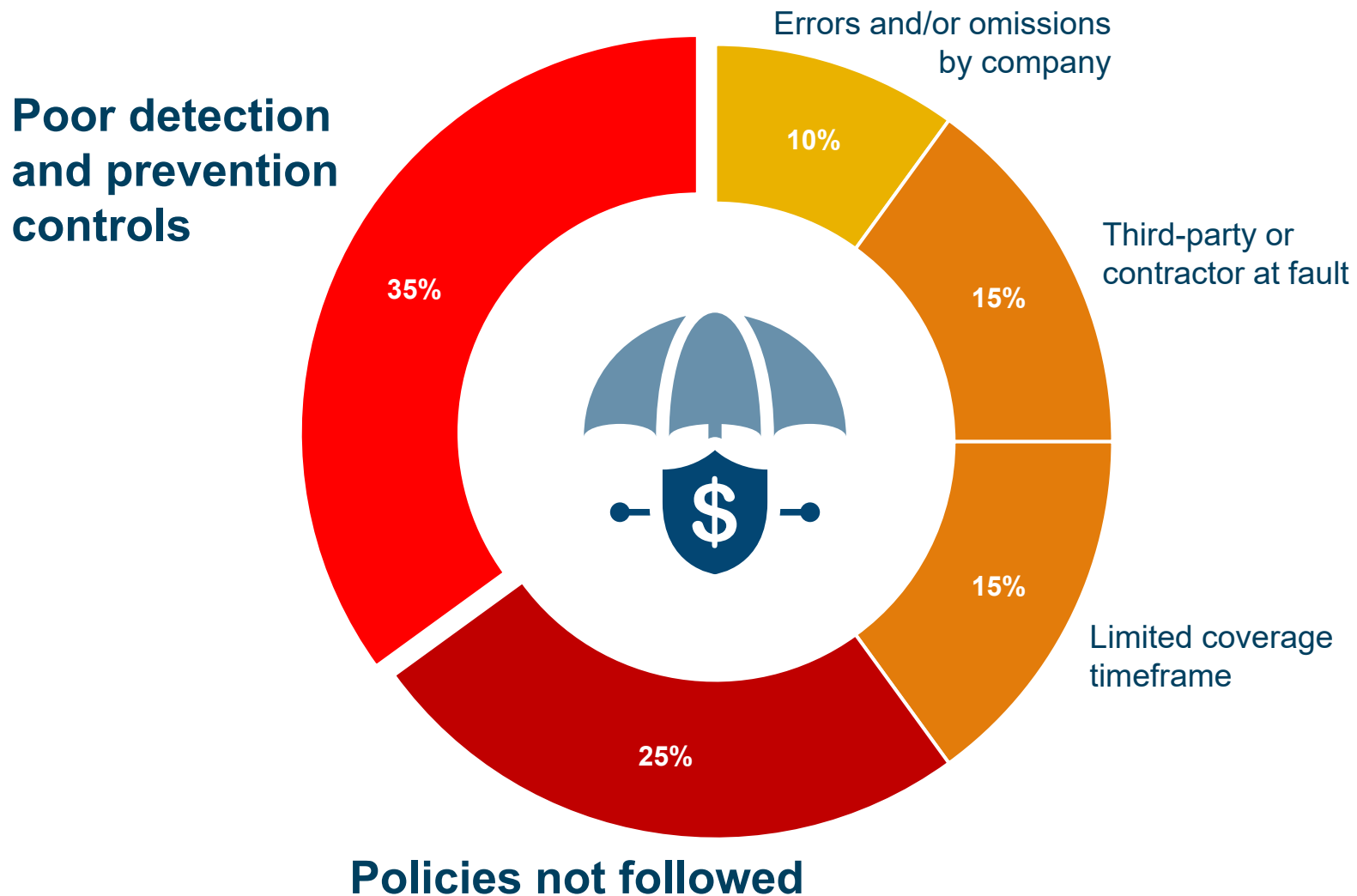
Business chooses whether to pay demands



**83%**

of businesses pay up

# Top reasons why cyber insurers reduce payouts



# The bad guys don't care about your audit scope!

# Data governance isn't my top priority!



*Oh really!*





**84%**

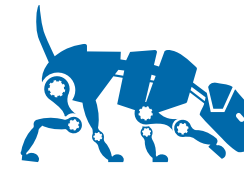
Organizations that failed a compliance audit reported having breach history. 31% of these experienced a breach in the last 12 months.

**21%**

Of those that passed compliance audits have a breach history. Only 3% suffered a breach in the last 12 months.







**SPIRION™**

## PROTECT WHAT MATTERS MOST

# Let's Make This Simple



Identity & Access Mgmt	Encryption/PKI	Data Loss Prevention	Data Governance	Privacy Operations	Incident Management
<b>Identity Governance/Mgmt</b> Sailpoint, IBM, Oracle, CA, OpenText, Microsoft, Onedidentity, Saviynt  <b>Data Access Governance</b> Varonis, Netwrix, Lepide, Microsoft, Privacera  <b>Privileged Access Mgmt</b> Delinea, BeyondTrust, Netwrix, CyberArk, Wallix, Onedidentity  <b>Enterprise Access Mgmt</b> Okta, Microsoft, CyberArk, PingID, IBM, Onedidentity, RSA SecurID, Entrust  <b>Information Rights Mgmt</b> Seclore, OpenText, Adobe, Microsoft, Oracle, Digital Guardian (Fortra), NextLabs	<b>Encryption</b> Thales, PKWare, Entrust, BitDefender, Virtru, Atakama  <b>Public Key Management</b> RSA, Thales, Venafi, Digicert, AppViewX, IBM, Entrust  <b>Secure Service Edge</b>  <b>SASE/CASB/CNAPP/CSPM</b> Zscaler, Netskope, Cisco, Palo, Forcepoint, Cloudflare, Wiz, VMWare, Cato, Versa  <b>Backup &amp; Restore</b>  <b>Backup &amp; Restore</b> CommVault, Veeam, Veritas, Acronis, Rubrik, Druva, Datto, Cohesity, Hitachi, Carbonite, PureStorage, AvePoint, NetApp	<b>Traditional DLP's</b> Trellix, Broadcom, Fortra, Microsoft, Cososys(Netwrix), Forcepoint, IBM  <b>Data Security Posture Mgmt</b> Dig (PAN), Flow (CRWD), Laminar (Rubrik), Symmetry, Sentra, Cyera, TrustLogix, IBM (Polar), Concentric  <b>Insider Risk</b> DTEX, Code42, Microsoft, Proofpoint, CyberHaven, Forcepoint, GTB  <b>Endpoint Security</b>  <b>EDR/MDR/XDR</b> CrowdStrike, SentinelOne, eSentire, Sophos, VMWare, Ivanti, SecureWorks, BlueVoyant	<b>Data Governance</b> Collibra, Informatica, Ataccama, Quest  <b>Data Catalogs</b> Alation, Atlan, data.world, IBM, Hitachi (Lumada)  <b>Data Deidentification</b> Tonic, Informatica, Immuta, Mage, SecuPi, Thales, PKWare, Protegrity, Privitar  <b>Mapping/Lineage/Retention</b> Atlan, Collibra, Exterro, Immuta, Informatica, MineOS, CloverDX, Octopai, Manta, Orion, Secoda  <b>GRC (adjacent)</b> Archer, ServiceNow, SAP, MetricStream, Diligent, Process Unity, Navex	<b>Workflow &amp; Policy</b> TrustArc, OneTrust, DPOrganizer, ServiceNow, Osano (Wirewheel), Securi  <b>Vendor Risk Mgmt</b> ServiceNow, OneTrust, TrustArc, Upguard, SecurityScorecard, Bitsight  <b>Privacy UX</b>  <b>Data Rights Requests</b> BigID, Osano, Ethyca, TrustArc, Didomi, Datagrail, OneTrust, Exterro, Securi  <b>Consent / Preference Mgmt</b> Osano, OneTrust, BigID, Trustarc, Cookiebot, Transcend, DataGrail	<b>Notification &amp; Workflow</b> RadarFirst, OneTrust, TrustArc, Osano, Securi  <b>Breach Mgmt/SOAR Vendors</b> Swimlane, Rapid7, BreachRX, Mandiant (Google), Palo Alto, Splunk (Cisco), Exabeam, Cygnvs, ServiceNow, LogRythm  <b>Compliance Services</b>  <b>Cyber Insurers</b> Marsh, AON, AIG, Beazley  <b>Consultancies/Advisory</b> E&Y, Stroz Friedberg (Aon), FTI, Accenture, PWC, Deloitte, KPMG, Protiviti  <b>Data Protection as a Service</b> Infolock, CloudRise, Fortra

Sensitive Data SECURITY

Functional Owner: Security / IT / Compliance

Sensitive Data PRIVACY

Functional Owner: Legal/Privacy/Compliance

FOUNDATIONAL TECH : SENSITIVE DATA DISCOVERY, CLASSIFICATION, & REMEDIATION

CRITICAL CAPABILITIES: Breadth (endpoint/on-prem/cloud), Depth (data types/file types/sources), Accuracy (false positives/negatives), Performance (throughput), Actionability (reports/remedies), Interoperability (persistence/integrations) & Automation (workflow)

CORE DRIVERS: DATA GOVERNANCE & RISK MANAGEMENT

Data Breaches / Compliance Fines / Cost of Compliance / Cost of Control

# THIS IS FINE



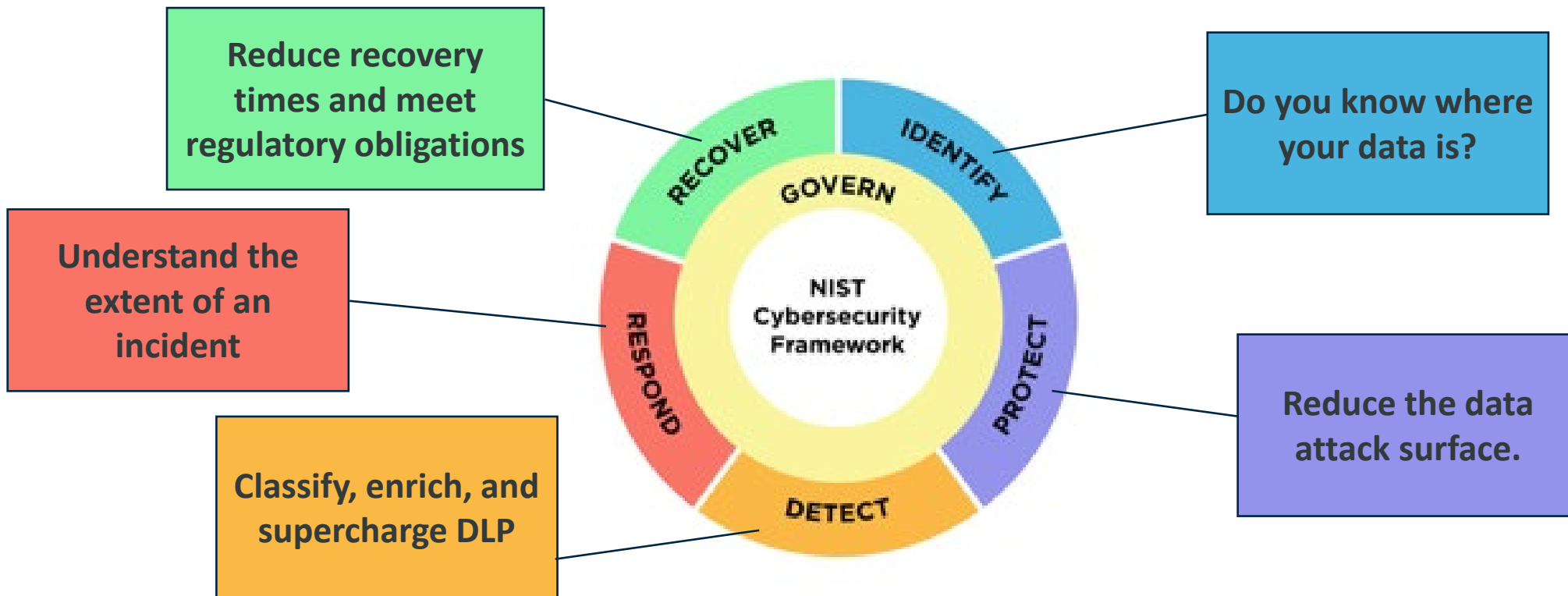


Hint: It's not fine.

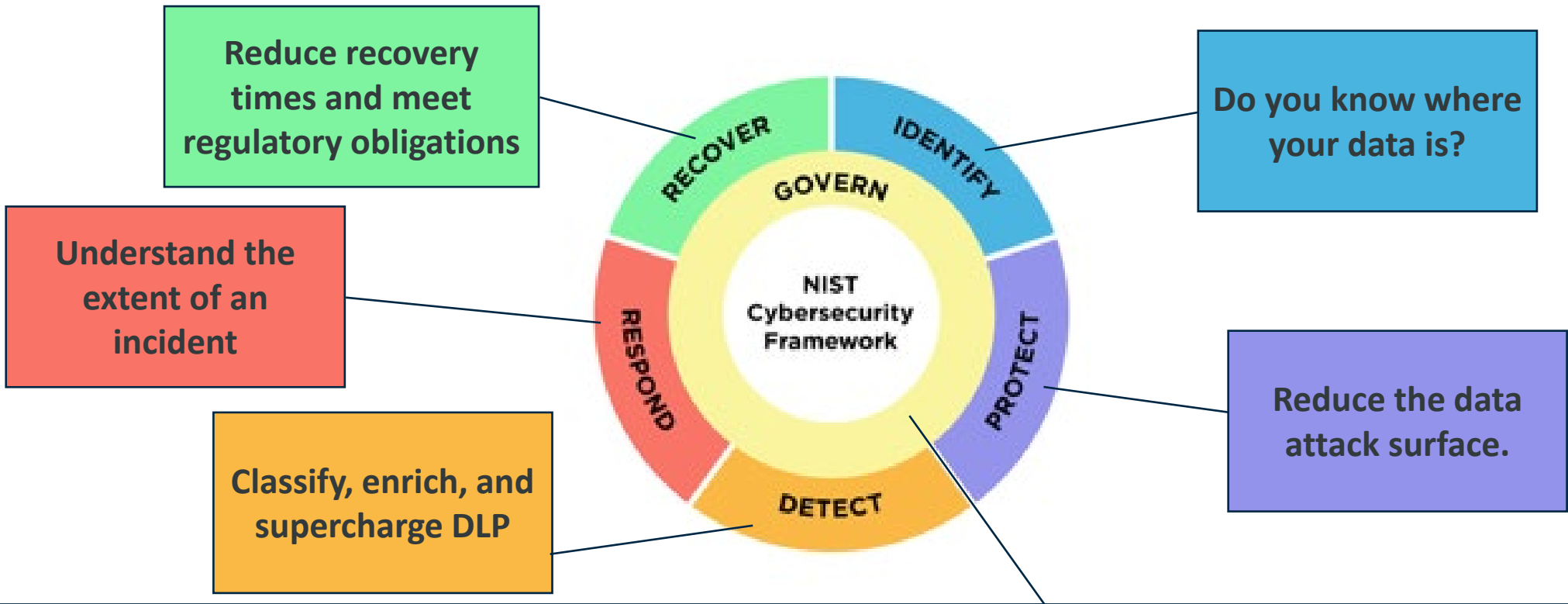


# Let's Keep It Simple





# Resilience?



**Sensitive Data SECURITY**  
Functional Owner: Security / IT / Compliance

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**CORE DRIVERS: DATA GOVERNANCE & RISK MANAGEMENT**  
Data Breaches / Compliance Fines / Cost of Compliance / Cost of Control



*Questions?*



*Put your hand up!*



**ISACA**  
West Florida Chapter

Steve 'Stitch' Hindle – Principal Chief Security & Compliance Advisor



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### DATA PRIVACY

Dramatically improve your ability to achieve and maintain compliance with data privacy regulations



### DATA SECURITY

Significantly reduce the risk of sensitive data being compromised or misused

 **SPIRION** IS  
**step one**  
FOR SENSITIVE DATA GOVERNANCE





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# The Role of Data Governance in Cyber Resilience