



Selecting a Cyber Vendor

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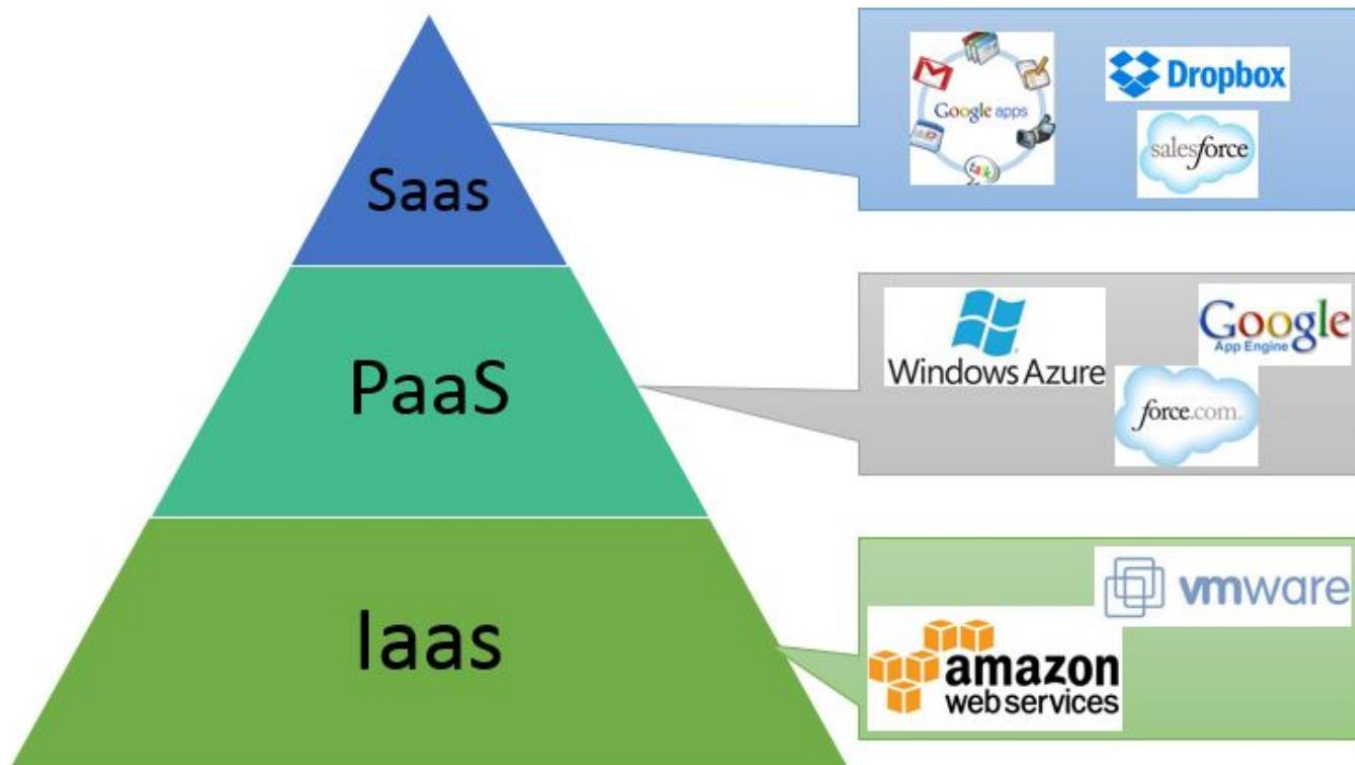


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**What is cloud
computing?**

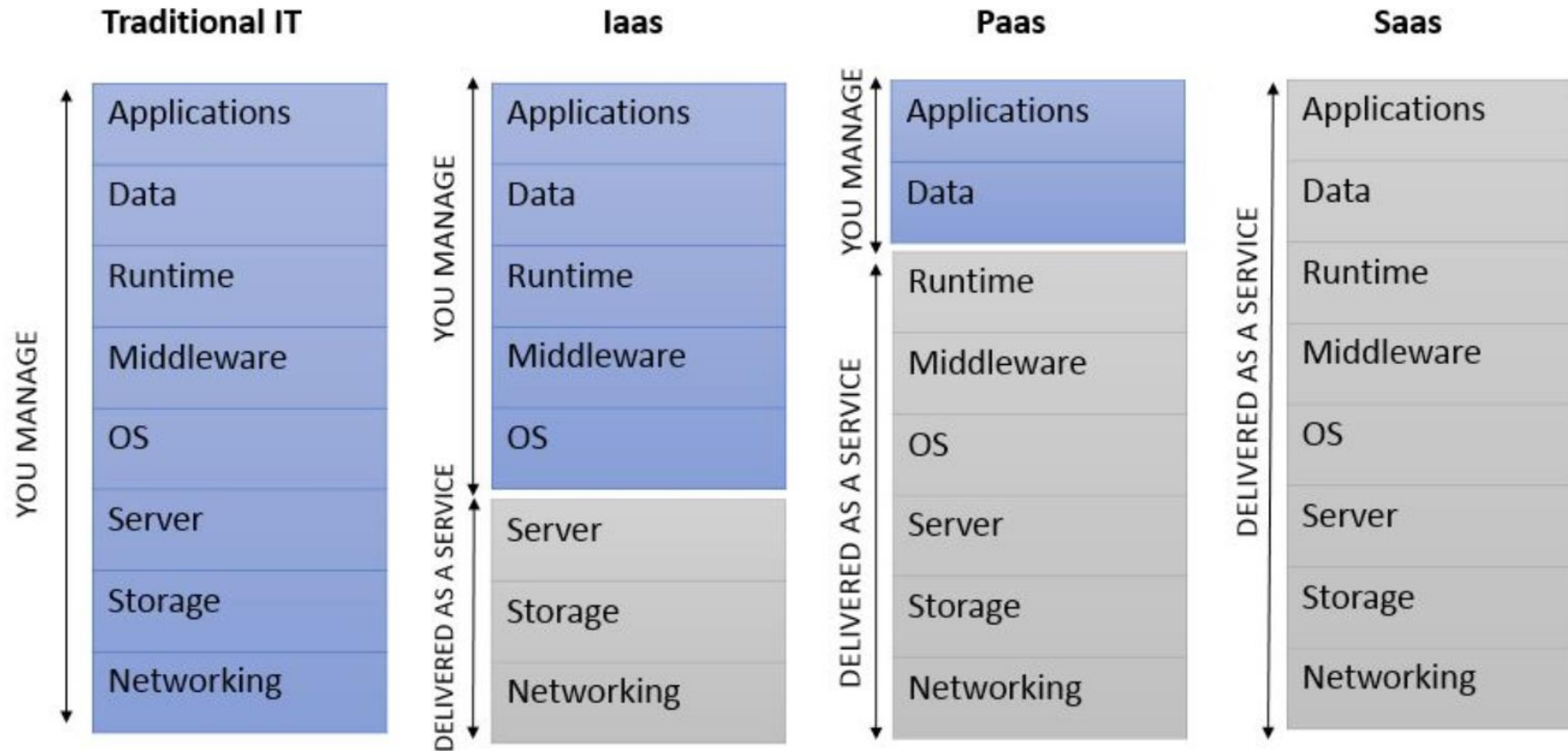
The Cloud



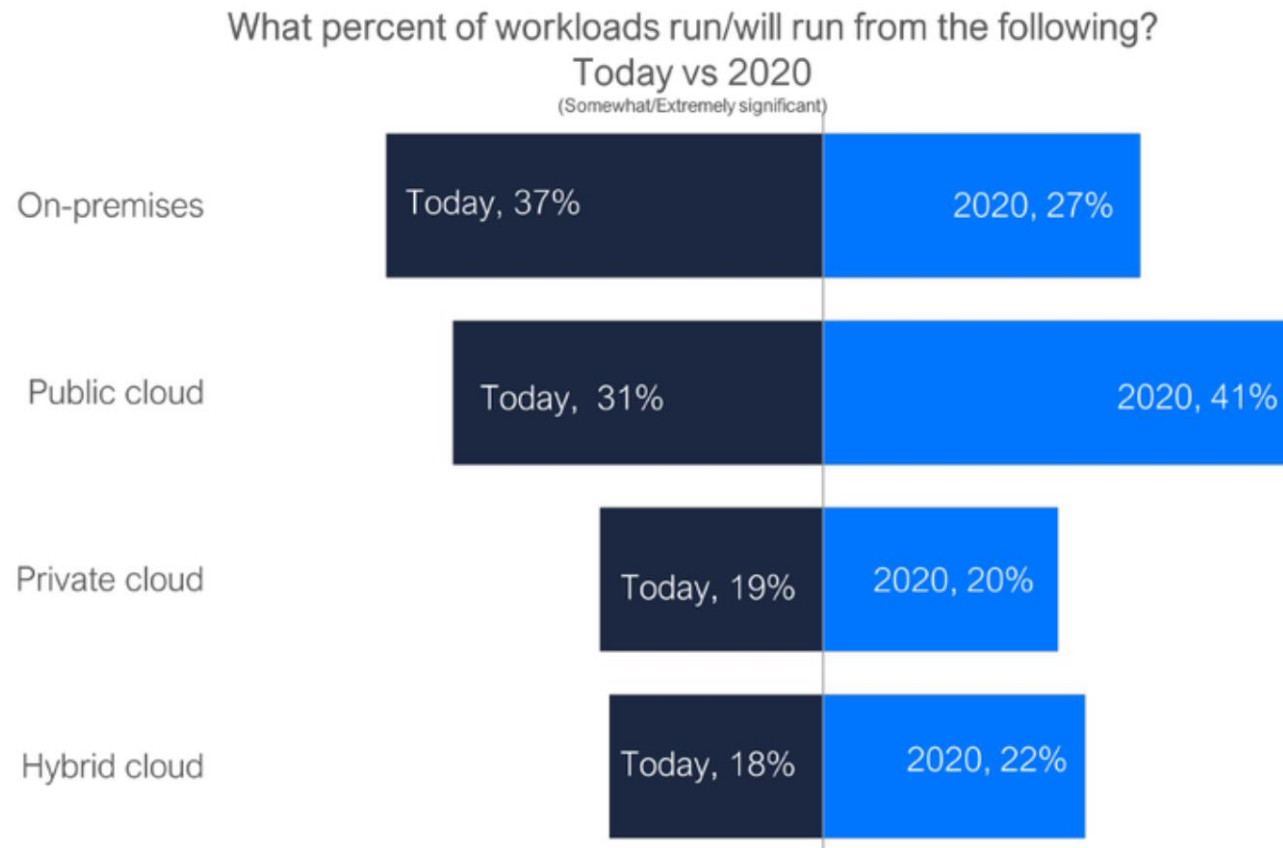
Types of cloud services

- Software as a Service (SaaS)
- Platform as a service (PaaS)
- Infrastructure as a Service (IaaS)
- Database as a Service (DBaaS)

The Cloud



Where Will Workloads Run (Today versus 2020)



Headlines



Want to hack a voting machine? Hack the voting machine vendor first

N.J. Health Network to Pay \$400K HIPAA Settlement After Vendor's Cybersecurity Lapse

Hackers breach Equifax's portal, stealing W-2 data

Delta and Sears suffer data breach, credit card information compromised

Recent Surveys



Artificial Intelligence (AI) and Machine Learning will be the leading catalyst driving greater cloud computing adoption by 2020

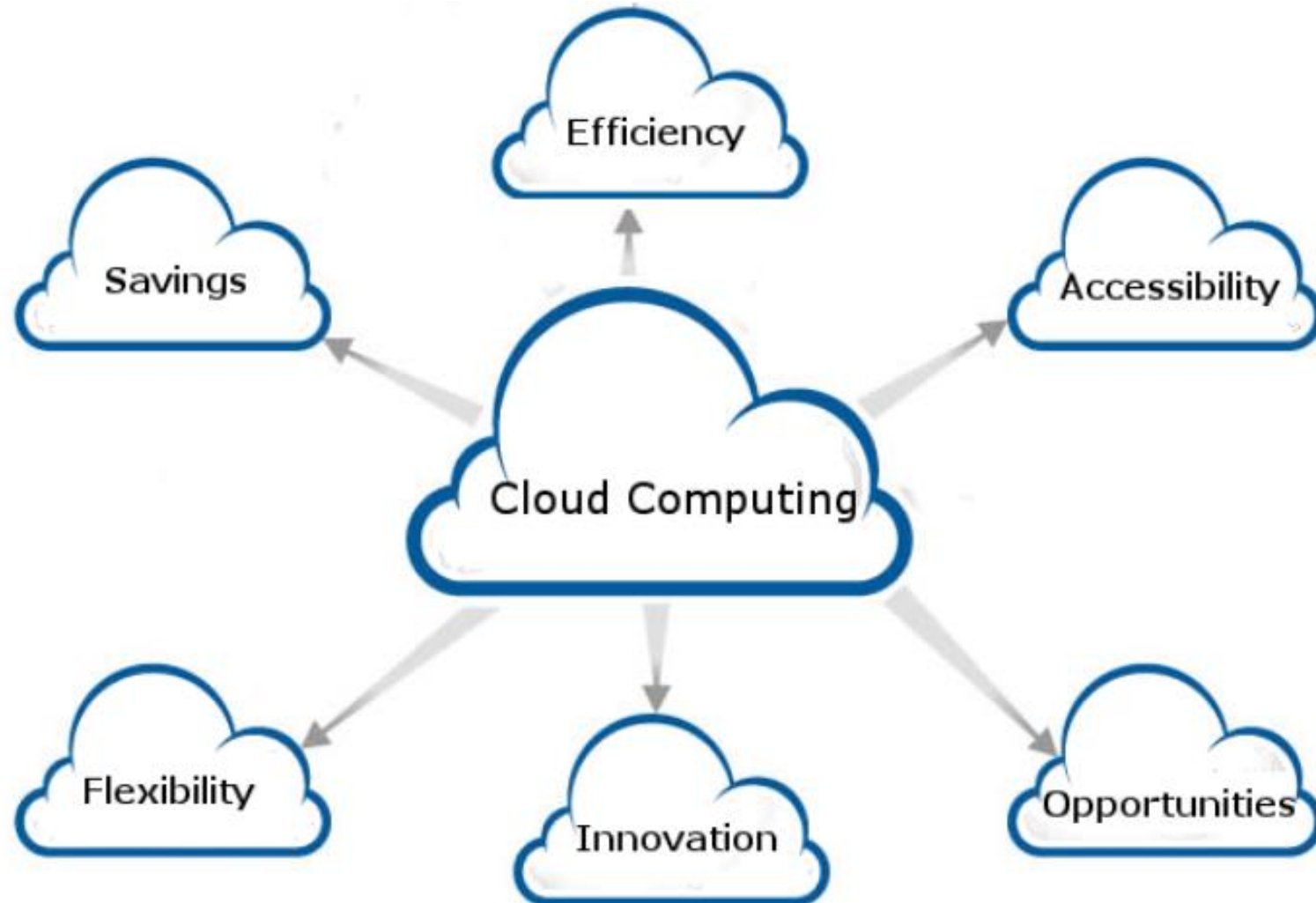
50% of IT professionals believe artificial intelligence and machine learning are playing a role in cloud computing adoption today, growing to 67% by 2020.

66% of IT professionals say security is their most significant concern in adopting an enterprise cloud computing strategy.

Digitally transforming enterprises (63%) is the leading factor driving greater public cloud engagement or adoption today.

**83% Of Application Workloads Will Be In The Cloud By
2020**

Background

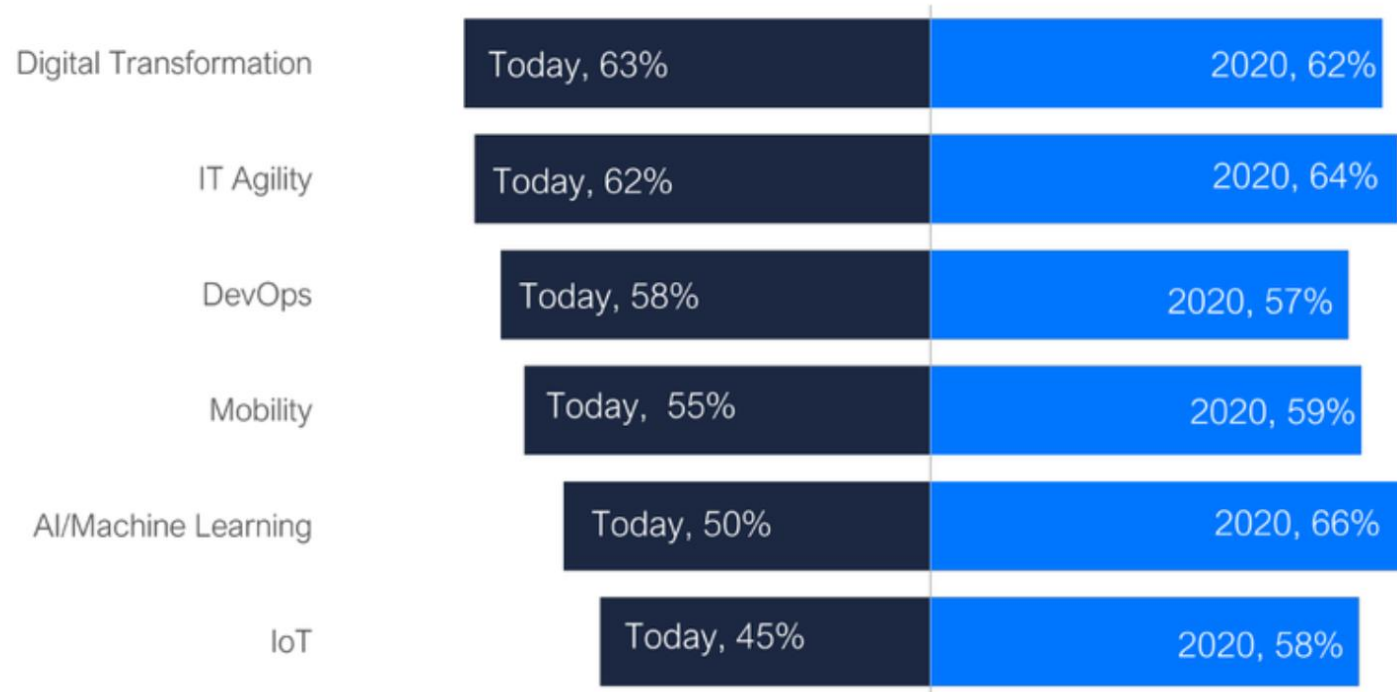


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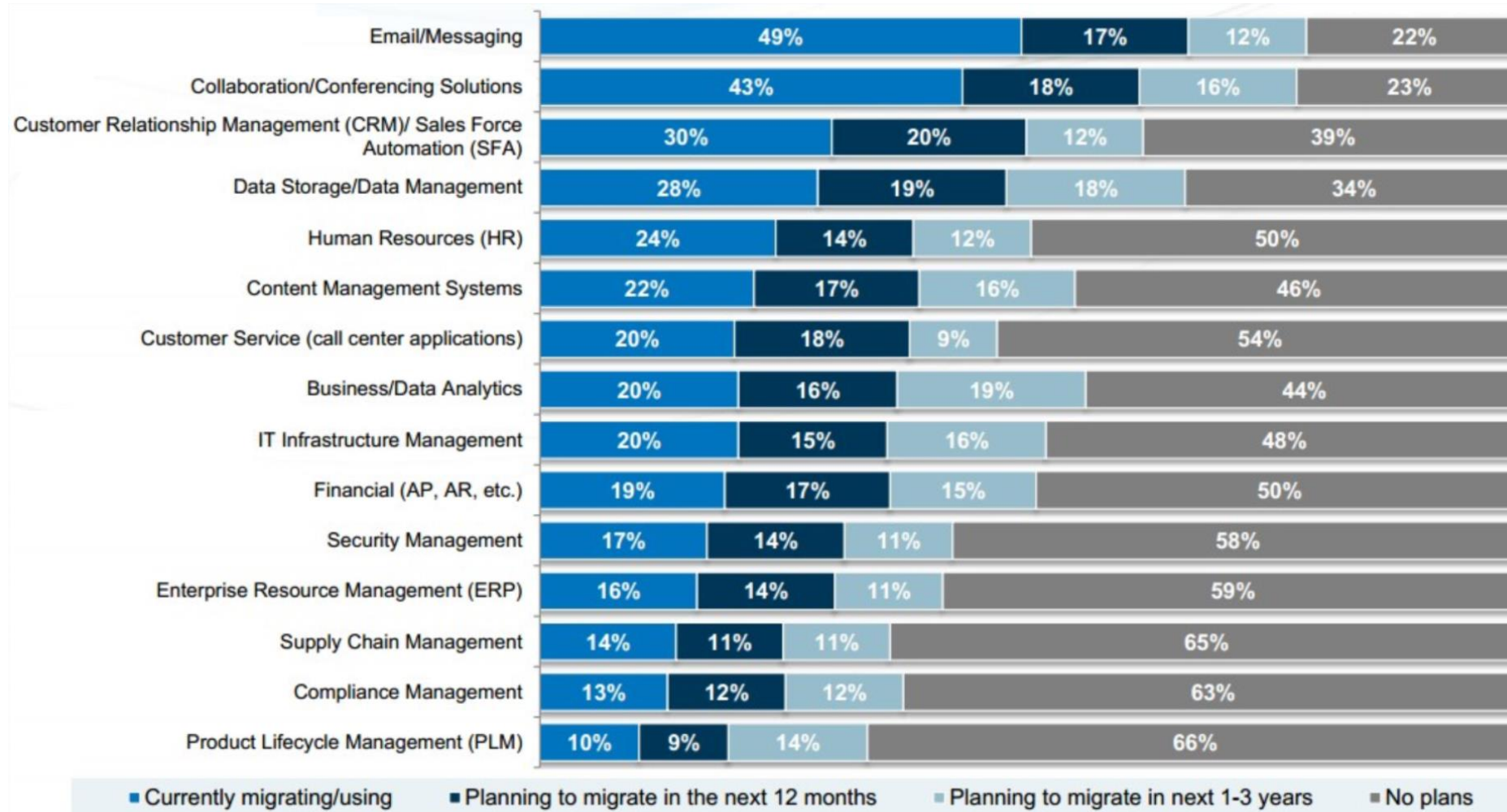


Public Cloud Drivers

How much is each of these trends or factors driving public cloud engagement?
Today vs 2020
(Somewhat/Extremely significant)



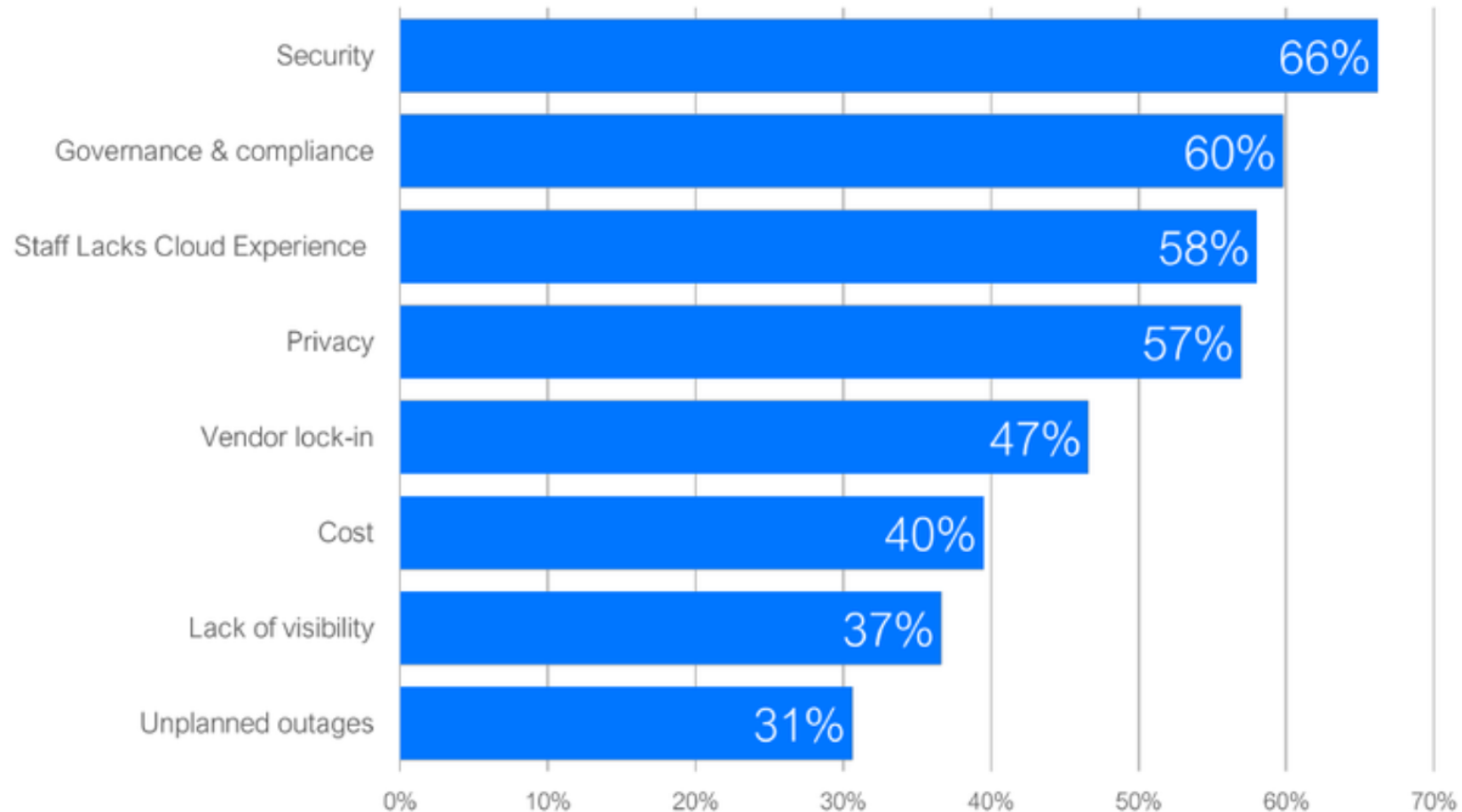
Background



Challenges



What are the biggest challenges for organizations engaged with public cloud today?
(Somewhat/Extremely large)



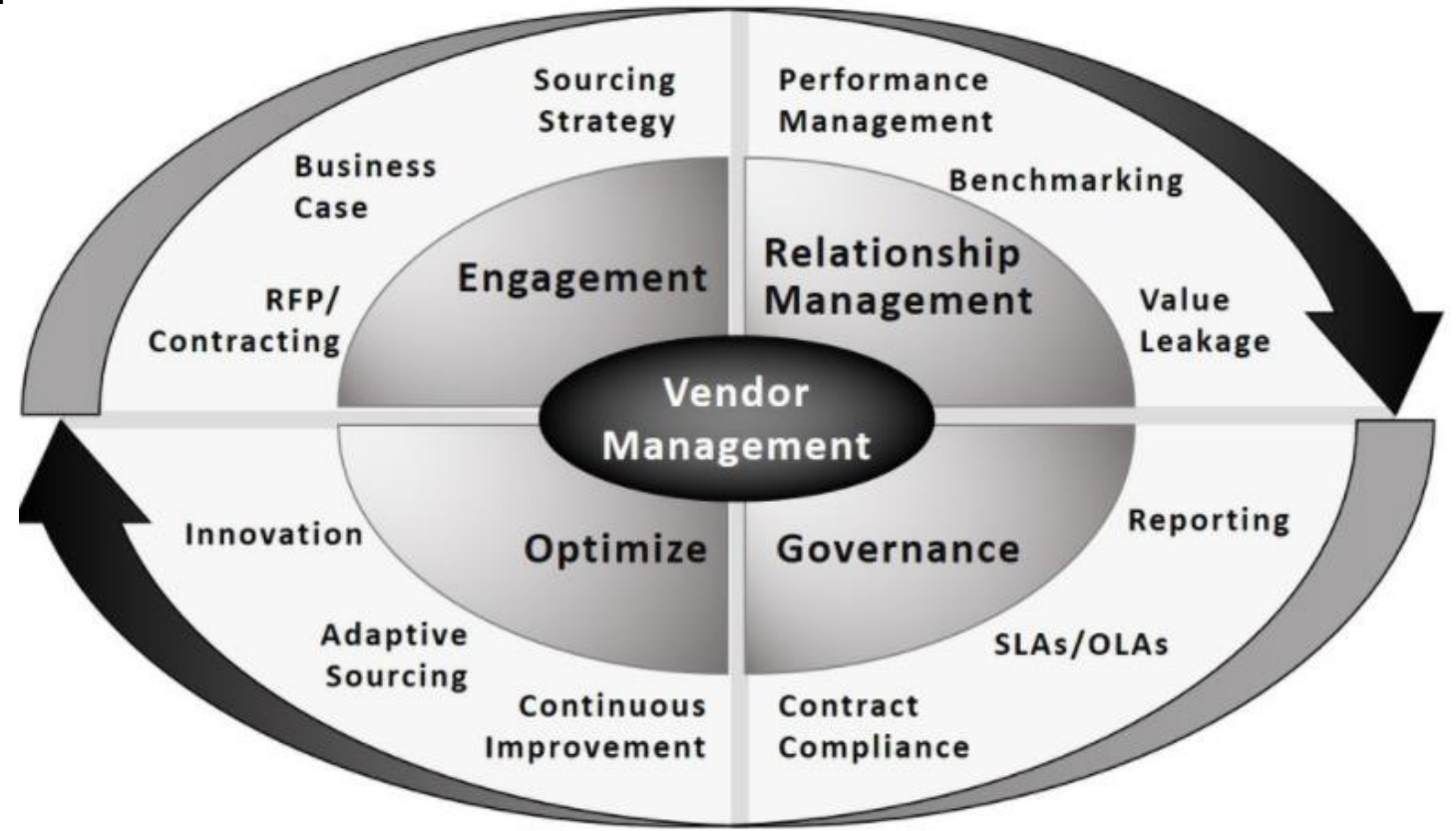
Top Cloud Security Threats

1. Data breaches
2. Identity Access Management
3. Application Programming Interfaces (APIs)
4. System vulnerabilities
5. Account hijacking
6. Malicious insiders
7. Advanced persistent threats (APTs)
8. Data Loss
9. Insufficient due diligence
10. Abuse/nefarious use of cloud services
11. Denial of service (DoS)
12. Shared technology vulnerabilities

What can you do?

Develop a Vendor Management Program

- a. Engagement
 - a. What are you buying?
- b. Relationship Management
 - a. Metrics
 - b. Benchmarking
- c. Governance
 - a. Service Level Agreements
 - b. Audit
- d. Optimize



What can you do?

What should be in a Contract?

- Service Level Agreements
- Incident Reporting
- Specific Control Frameworks
- Compliance requirements
- Nondisclosure clauses
- Right to audit
- Who owns the data



Vendor Relationship

1. Vendors are people
2. You are not their only customer
3. Communication should be open and honest
4. Understand your contract
5. Notifications



When to ask questions

At what point does vendor due diligence happen?

- Project activity vs non- project related activity
 - When the vendor is selected?
 - When researching vendors?



What questions to ask

Create a vendor questionnaire!

Organizational Questions

1. Who is responsible for cybersecurity within the organization?
2. Is there a chief information security officer (CISO)?
3. Is there a cross-organizational committee that meets regularly on cybersecurity issues?
4. Describe the experience and expertise of your IT security staff
5. What types of cybersecurity policies do you have in place in your organization today?
6. How do you continuously assess and remediate your organization's cyber vulnerabilities?



What questions to ask

Incident Questions

1. How are cybersecurity incidents reported?
2. Have you ever experienced a cybersecurity incident or data breach? Please define and describe each event in the past 5 years.
3. When was last time you had a cybersecurity assessment? And the results
4. What were the results of your most recent vulnerability assessment or penetration test?

Customer Questions

1. How do you specifically protect customer information?
2. Where is your data located and how is it protected?



Takeaways

Steps to help your Business Select/Manage Cyber Vendors

- Vendor Management
- Understand your contracts
- Audit or have a 3rd party conduct audits
 - Verify findings and hold accountable
- Read the fine print
- IT and Organizational policies need to account for Cloud vendors



Questions

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THANK YOU

QUESTIONS/COMMENTS

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