Making IT an asset.

A forward looking approach to cybersecurity to positively impact an organization's growth strategy.

Texas Bankers Association
3/8/23

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Agenda

1. Introduction
2. Challenges & risks
3. Mindset shift
4. Takeaways

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Speaker info

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Introduction.

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Market IT trends

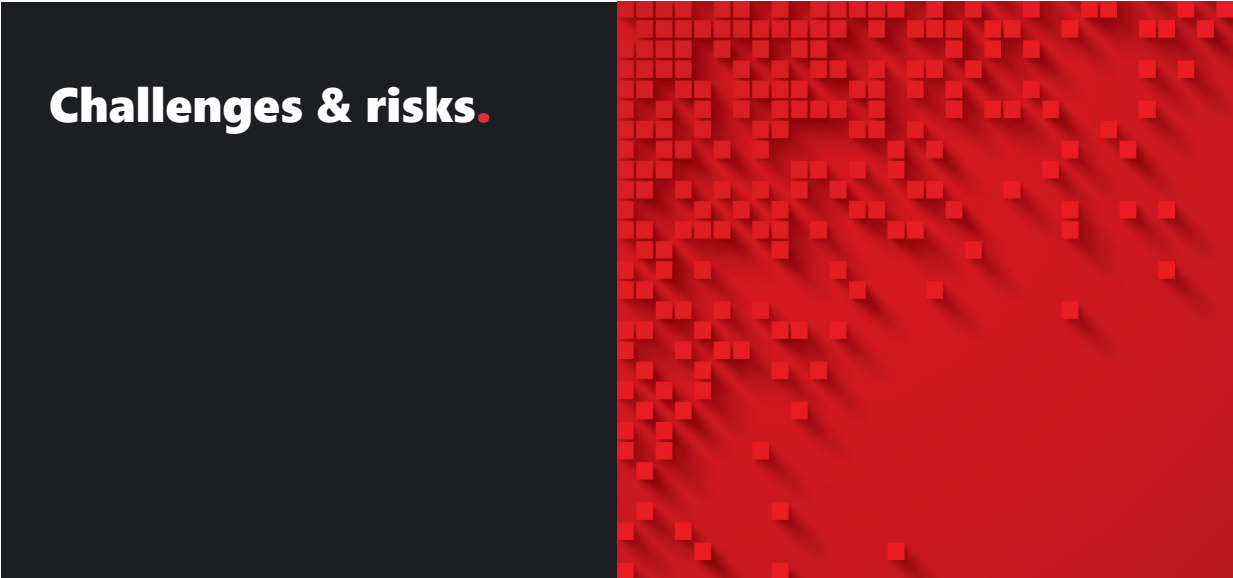| 1.	2.	3.	4.	5.
Digital transformation.	Distributed workforce.	Talent shortage.	Rising costs.	Increased regulation.

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Challenges & risks.

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Challenges

- **Narrow pool and high cost of cybersecurity talent**
- **Wanting to maximize IT spend to support primary business objectives**
- **Identifying a partner to deliver a comprehensive and cost-effective solution with 24/7 coverage**
- **Preparation for ever-increasing sophistication of cyber threat activity**

What is the risk?

All threats

Relevant threats

Protections in place

The industry has set you up to fail

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Mindset shift.

What's the reward?

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What you need

A strong cybersecurity program will:

- Prepare your organization to defend against potential attacks
- Establish an incident response and recovery plan if a breach occurs
- Help you remain compliant with various government and industry regulations
- Prepare your organization for security agency audits or investigations

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Objective

Primary goals as a company

- Implement a cybersecurity approach that correlates all aspects of the infrastructure together to ensure threats can be acted upon
- Find an IT business partner – not another managed service provider – one that has financial industry and regulatory knowledge
- Deploy an IT framework that will grow and innovate with the business

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The reward

Always on approach

Vendor consolidation

Global FS best practices

Visibility & speed

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Takeaways.

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Conclusion

- Main goal → your company to be able to focus on growing the business – **operational efficiency is key**

- Able to receive elevated service from fewer vendors who have more predictability in IT scale and cost

- Most importantly → gaining confidence that as your business continues to grow, the company and its clients are protected

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Ask yourself...

Questions to evaluate your potential partner

1. How well does the provider know my business and industry? What is the overall value my company will get from the relationship
2. What will the provider monitor? How do they manage things like false positives or the noise of too many cyber alerts? And, what metrics will we receive from the provider?
3. What authority will they have to solve an incident on our company's behalf?
4. Does the partner understand the compliance and legal requirements for my industry? Do they work with auditors and regulators?
5. Will this partner be able to evolve with my company? Can they scale with our technology needs? What happens if the partner is bought out by another company?

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Thank you for joining us!

Questions?

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