Cybersecurity Budgets

Optimizing Cyber Investment During a Scrutinized Spending Cycle

Old Normal: Risk Traffic Light

Before the pandemic, it wasn't unusual for a CISO to walk into a CFO's office and have a budget conversation with a color quadrant of red, yellow, and green. Security vulnerabilities in red needed the most attention and would require immediate investment. Success would mean having less red and yellow on the chart. Vying for this type of security progress through vague risk reduction was enough to get approval for the latest technology and address control deficiencies and alleviate other impending threats.

New Normal: Dollar & Cents

The global pandemic has forced a shift in security planning and management. Even thought the security organization may have not suffered as drastic budget cuts as other departments in an organization, they are now under more scrutiny. According to a recent survey by ETR, companies plan to cut tech spending by 4.1% this year.

Allocating resources for budget holders has become a quantitative conversation. The main CFO question will be, "Can you put a number on the value of this technology investment?" The CISO can no longer expect to be given a blank check to spend on their technology requirements simply because they help move risk to a better color. Risk reduction must be in dollars and cents and be relative to the investment

Rapidly put a number on the financial impact of cyber risks

Brainstorm Scenarios ▶ **Prioritize Scenarios** ▶ **Quantify Impact**

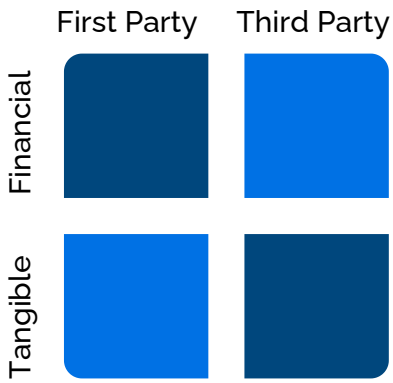
In order to validate cyber investment with a cyber budget holder, one must first understand cyber event types and the range of business assets and operations.

Impacts for these selected scenarios can be estimated based on a 4-quadrant impact model: first-party financial, third-party financial, first-party tangible, and third-party tangible.

Output includes a gross impact estimate for each of the four quadrants.

AXIO'S IMPACT MODEL

all cyber impacts fit these quadrants



Designed for cyber budget conversations leading to investment action

Axio360 allows cybersecurity leaders and budget stakeholders to make decisions with data not debate. By understanding financial impacts in dollar terms, the most appropriate business decisions can be made, such as: insurance purchases or investing in controls.

PLATFORM HIGHLIGHTS

- Identify mission-central parts of the business
- Analyze financial impact of plausible cyber events
- Granular view of potential impacts
- Structured collaboration
- Risk is measures in dollars