FLEXCARE FACT

VMware Care is now an offering in FlexCare. It is important to keep your VMware environment updated and with this offering we will do just that 2 times per year. If you need more information on how VMware Care works, please see your Account Rep.

NETWORKCENTER
INCORPORATED

THE LEADERSHIP TEAM

Stefan Dorn, *CEO and Chief Hacking Officer*

- CISSP & OSCP certified
- 20 years hands-on technology, cybersecurity and leadership experience
- Building and leading highly successful cybersecurity consulting teams since 2015

Matt Quammen, *President*

- Responsible for Finance and GTM Operations
- 10+ years in technology and consulting across industries
- Descendent of small business owners

CYBER RISK DRIVING FUTURE REVENUE

- Cyber-attacks cost victim organizations future revenue from clients and partners
  - ❖ 85% of organizations report having lost revenue after an incident (Sophos Data Breach Report)

- Business Interruption losses
  - ❖ Clients find new vendors if downtime persists

- Keeping your organization "out of the news" helps future sales

CYBER RISK DRIVING HIGHER REVENUES

- DOD supply chain CMMC requirements are here

- Larger commercial organizations audit their vendors' cyber risk management programs

- Be prepared and outcompete your competition

  - Prepare like you know a tax audit is coming

THE BROKEN STATE OF CYBERSECURITY

The Costly Reality:

- Cybercrime damage predicted to hit **$10.5T** annually by 2025

- Growing sophistication of attacks
  - Social engineering
  - Ransomware
  - Data breaches

- Average cost of a data breach is **$4.45M** in 2023

THE BROKEN STATE OF CYBERSECURITY

Systemic Problems:

- 20 years of reactive strategies

- Over-reliance on expensive active defenses

- "Users are the weakest link" mindset

- Critical security knowledge gaps in IT teams

THE BROKEN STATE OF CYBERSECURITY

Resource Challenges:

- Chronically under-budgeted security programs

- Complex frameworks and policies with poor ROI

- Weak security fundamentals despite high spending

BUILDING CYBER RESILIENCE:

THE FRAMEWORK

- Understanding Your Security Posture

- Strategic Planning & Governance

- Implementation & Continuous Improvement

BUILDING CYBER RESILIENCE:

THE ACCELERATOR

Rapid Security Audit® – The Foundation of Success

- Goes beyond the status quo of re-wording the NIST CSF

- Unique technical depth that other audits miss

- Comprehensive yet efficient assessment

- Actionable recommendations, not theoretical risks

From Assessment to Action

- Clear remediation roadmap

- Prioritized based on business impact

- Quick wins identified for immediate value

- Long-term security enhancement roadmap

HOW CYBER RISK MANAGEMENT SAVES MONEY

Strategic Advantages

- Competitive differentiator in bids / RFPs

- Faster M&A due diligence with higher resulting valuations

- Improved vendor relationships

- Enhanced customer trust and retention

HOW CYBER RISK MANAGEMENT SAVES MONEY

Operational Savings

- Reduced incident response time and costs

- Lower insurance premiums

- Streamlined compliance processes

- Avoid unnecessary spend