

CISO Alliances

JOHANNESBURG & CAPE TOWN CHAPTER

25 February 2021

Results

CISO Alliances



Alliance - 'A union formed for mutual benefit'







Executive Business Exchange

DPO Alliances

CIO Alliances

CISO Alliances

CXO Alliances

CMO Alliances

CDO Alliances

Foreword



Leigh Thomas is an ambitious and passionate executive with a desire for achieving the ideal.

With experience in numerous industries and working within C-level communities across the globe in Oil & Gas, Mining, Power & Enterprise IT, across multiple divisions across the business.

Following his experience with his previous employer and working with leading CIOs & CISO's across EMEA, his understanding of B2B events grew. With his passion for achieving the ideal scenario a plan was founded to strip back what the industry is about. This is where the core values of the Alliance Chapter were born along with Alliance Media Group. Alliance - 'A union formed for mutual benefit'.

Whilst understanding that every business will need to drive commercials to become sustainable in the modern world. Leigh believed that commercials must not be the driver but, a solution to a 'why'. The Event Managed Services industry is spiralling into a dark tunnel of an industry where money is the leader and not the value of time. The industry was born off the back of 'Everybody wants to learn' and Leigh Thomas has created the Alliances to ensure that the end user driven meets, are purely focused around the educational needs of everyone involved and around their business objectives. Zoning in on the best practices in overcoming the common business objectives that motivate activity within each of the end user firms and not simply global trends and themes to generate revenue.

2020 and the Digital environment has been forced for a remote workforce with limited human interaction due to the Coronavirus pandemic since March 2020. From this, our community representative have been relied upon even more for business enablement.

From the event space environment, even more events companies have found an overnight solution of plaguing diaries with event upon event, with revenue driven activities. As an organisation, we will shy away from this and only invite the community to engage when justified. We will also, not be looking for time commitments of more than an hour or two as we understand that life is continued, in the remote style of operating business currently.

Leigh Thomas
Director & Founder

Welcome Remarks & Joining Time



15.30

Overview

Session Leader: Stanley Langa

Session Focus: Does the CyberSecurity Business Unit or Function protect the

Company's current and future Sales Revenue streams?

How does this statement reflect on the annual expense or budget

provisions (CAPEX & OPEX)?"



16.15

Q & A

16.30

Action Areas and Next Steps

Overview and Supporting Resources

Date: Thursday, 25th of February 2021

Time: 3.30 pm - 4.30 pm

Platform: Digital Alliances

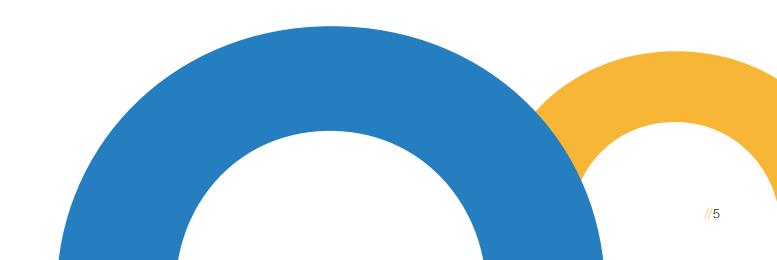
Location: Digital Alliances - Microsoft Teams Link - Invite Only

Overall Theme:

Does the CyberSecurity Business Unit or Function protect the Company's current and future Sales Revenue streams?

How does this statement reflect on the annual expense or budget provisions (CAPEX & OPEX)?

The Digital Alliances is a platform created to ensure our communities are enabled to utilise our candid approach to benchmark and to continue collaboration where physical Chapters are restricted



Focused Session





Stanley Langa CISO Alliances

Session Leader: Stanley Langa

Session Title: Does the CyberSecurity Business Unit or Function protect the Company's current and future Sales Revenue streams?

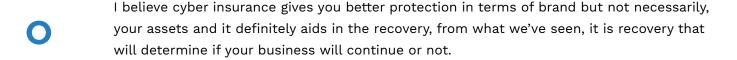
How does this statement reflect on the annual expense or budget provisions (CAPEX & OPEX)?"

This overview contains information retrieved publicly and anonymously and does not reflect upon any of the brands that the attendees represent.

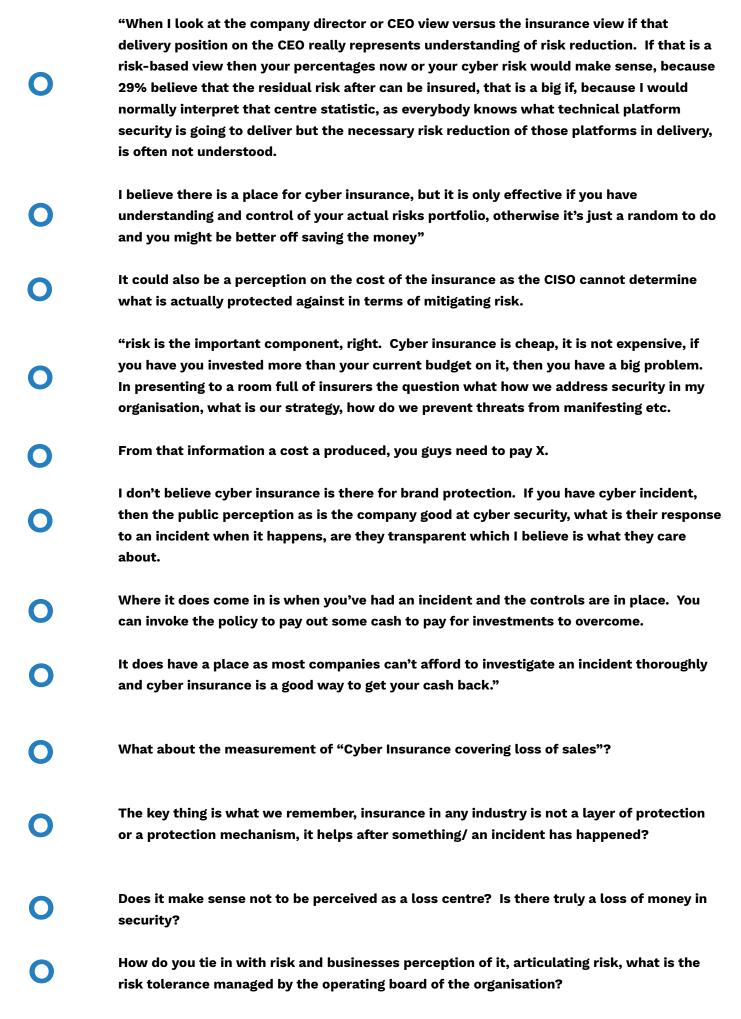
From questionnaires and also the shared insights based on experience and that information shared here is from public sources and their experience and insights over a number of years and responses collated by the CISO Alliances in the short build up to the session focused on security in your business unit or function protect your company's current and future sales revenue growth and unpacking how that reflects onto your capital and expenditure line items. The sentiments are derived the data around the follow:

The question that asked at first was around Cyber insurance and whether it is relevant to business and whether it is an adopted model maintain to maintain risk. Most reponses were unknown. The other area that we wanted to find out was whether cyber security or information security is seen as a loss or profit centre and that had some sort of conflicting views from the left-hand side of the public chat where everybody felt that it was a loss centre however, would your leadership believes that it is going to deliver by the end of the year so this was too, adding conflicting opinions that was touched upon within the session.

Some of the sentiments and opinions around Cyber insurance are below;



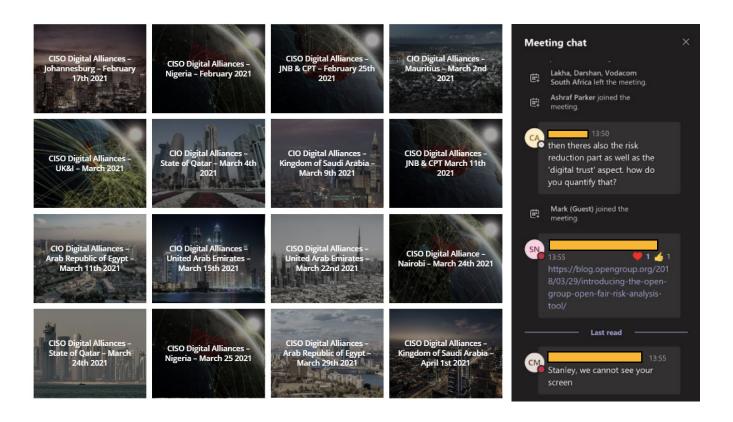
Is there a general consensus that Cyber insurance is not welcome in SA and in our organisations? Are we all on the same page as to whether cyber insurance offers any value or has demonstrated any value as yet?



How much of the good to highlight? Whilst it is sometimes publicised how much bad has happened, there is so much good. Flip the script, measuring what would have happened if you had not protected the business against previous threats. Relay the damage or loss that would or would have occurred.

"Organisation perception has to be on security as a division that protects revenue, reduce loss, created opportunity then, as a CISO, you are doing a really bad job. The investment made into your security has to be purposeful and justified so, if anything takes your system down, e.g., if your data is lost, your reputation is hit. Some would say it is embarrassing whilst it is rarely fatal. If your systems are taken out so business cannot go ahead for say x amount of time, your NET revenue, loss of profit and custom can be measured, that is a risk that cyber security platforms should be in place preventing. Commonly going hand in hand with your IT guys who are operational 24/7 keeping those systems up. I would summarise, there is a cost to security but there is a net benefit as the cost of NOT doing security would be greater that doing security properly. That has to be factored in. I'm not sure if would reflect as "Profit" but, the inability to relay security spend as NET business benefit would reduce your efficacy in the business."

"I expected a value centre. What value is at risk? Hence, security is about protecting the value at risk. For those, who needs more education, I recommend openfair that would help you interpret risk etc. https://blog.opengroup.org/2018/03/29/introducing-the-open-group-open-fair-risk-analysis-tool/ - A clinical and scientific was of quantifying risk."





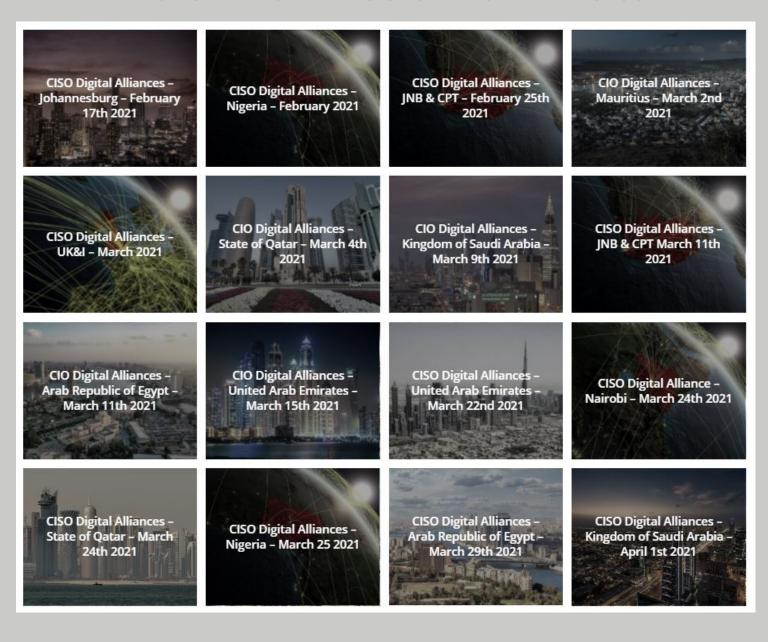
JOIN THE ALLIANCES TO BE INVOLVED WITH FUTURE CHAPTERS

Alliance Media Group (AMG) Ltd and subsequently, the Alliances were deliberately named to include the word 'Alliance' due to it's definition from the Collins dictionary. An Alliance stands for 'A union formed for mutual benefit'.

All influencers and contributors should achieve some form of benefit and all Alliances manage the expectations of its customers and participants to coach through the best practices of achieving the outcomes they deserve.

REGISTER HERE

WE AIM TO RUN THE CHAPTERS ONCE A MONTH PER GEOGRAPHY



Alliances Activities

CISO Alliances

UK & IRELAND DUBLIN EDINBURGH MANCHESTER

LONDON

CISO Alliances

LAGOS CHAPTER ACCRA CHAPTER **ABUJA CHAPTER**



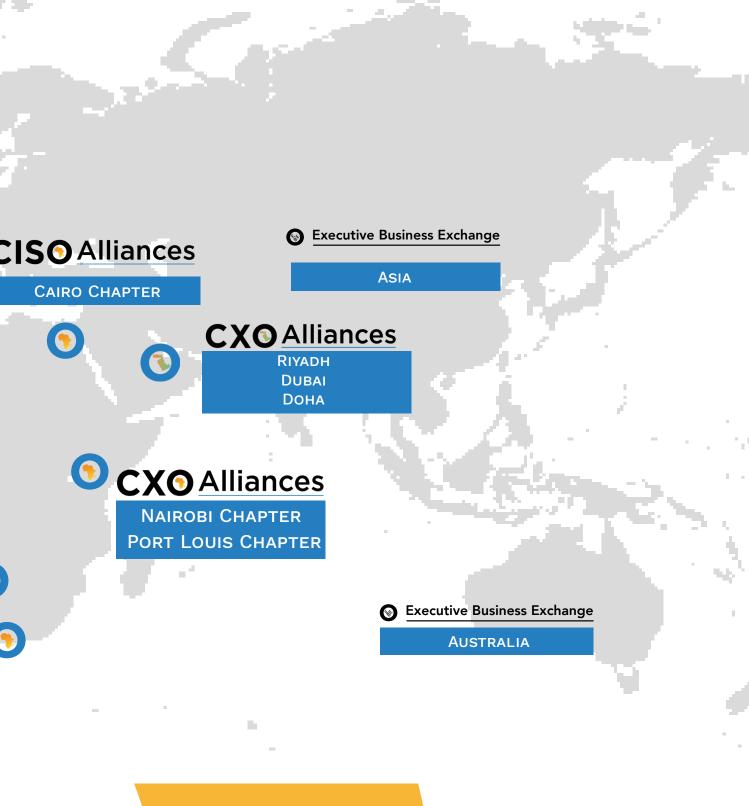
Executive Business Exchange

NORTH AMERICA

Executive Business Exchange

SOUTH AMERICA





Alliance Chapters

Monthly Digital Alliances Chapters until Physical Chapters are feasible and safe

CXO Alliances

Gauteng

Kwazulu Natal

Western Cape

CXO Alliances

Riyadh

Dubai

Doha

CISO Alliances

Cairo

Abuja

Accra

Lagos

Nairobi

Port Louis

CIS Alliances

Dublin

Edinburgh

Manchester

London