

 **DigitalAlliances**  
continue collaboration

# **CISO** **Alliances**

JOHANNESBURG &  
CAPE TOWN CHAPTER

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25 February 2021  
**Results**

**CISO**  **Alliances**

  
**ALLIANCE** Media Group

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# Alliance - 'A union formed for mutual benefit'

**CISO** Alliances



 Digital Alliances  
continue collaboration

 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**

15.15

## 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)?"

# CISO Alliances

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



Stanley Langa  
CISO Alliances

# CISO Alliances

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**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;



I believe cyber insurance gives you better protection in terms of brand but not necessarily, your assets and it definitely aids in the recovery, from what we've seen, it is recovery that will determine if your business will continue or not.



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?

“When I look at the company director or CEO view versus the insurance view if that delivery position on the CEO really represents understanding of risk reduction. If that is a risk-based view then your percentages now or your cyber risk would make sense, because 29% believe that the residual risk after can be insured, that is a big if, because I would normally interpret that centre statistic, as everybody knows what technical platform security is going to deliver but the necessary risk reduction of those platforms in delivery, is often not understood.

I believe there is a place for cyber insurance, but it is only effective if you have understanding and control of your actual risks portfolio, otherwise it’s just a random to do and you might be better off saving the money”

It could also be a perception on the cost of the insurance as the CISO cannot determine what is actually protected against in terms of mitigating risk.

“risk is the important component, right. Cyber insurance is cheap, it is not expensive, if you have you invested more than your current budget on it, then you have a big problem. In presenting to a room full of insurers the question what how we address security in my organisation, what is our strategy, how do we prevent threats from manifesting etc.

From that information a cost a produced, you guys need to pay X.

I don’t believe cyber insurance is there for brand protection. If you have cyber incident, then the public perception as is the company good at cyber security, what is their response to an incident when it happens, are they transparent which I believe is what they care about.

Where it does come in is when you’ve had an incident and the controls are in place. You can invoke the policy to pay out some cash to pay for investments to overcome.

It does have a place as most companies can’t afford to investigate an incident thoroughly and cyber insurance is a good way to get your cash back.”

What about the measurement of “Cyber Insurance covering loss of sales”?

The key thing is what we remember, insurance in any industry is not a layer of protection or a protection mechanism, it helps after something/ an incident has happened?

Does it make sense not to be perceived as a loss centre? Is there truly a loss of money in security?

How do you tie in with risk and businesses perception of it, articulating risk, what is the risk tolerance managed by the operating board of the organisation?



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 than doing security properly. That has to be factored in. I’m not sure if it 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 need 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 way of quantifying risk.”

The image displays a grid of 16 event thumbnails for CISO Digital Alliances, each with a title and date. To the right is a meeting chat window with a dark background and white text.

Event Title	Date
CISO Digital Alliances - Johannesburg	February 17th 2021
CISO Digital Alliances - Nigeria	February 2021
CISO Digital Alliances - JNB & CPT	February 25th 2021
CISO Digital Alliances - Mauritius	March 2nd 2021
CISO Digital Alliances - UK&I	March 2021
CISO Digital Alliances - State of Qatar	March 4th 2021
CISO Digital Alliances - Kingdom of Saudi Arabia	March 9th 2021
CISO Digital Alliances - JNB & CPT	March 11th 2021
CISO Digital Alliances - Arab Republic of Egypt	March 11th 2021
CISO Digital Alliances - United Arab Emirates	March 15th 2021
CISO Digital Alliances - United Arab Emirates	March 22nd 2021
CISO Digital Alliance - Nairobi	March 24th 2021
CISO Digital Alliances - State of Qatar	March 24th 2021
CISO Digital Alliances - Nigeria	March 25 2021
CISO Digital Alliances - Arab Republic of Egypt	March 29th 2021
CISO Digital Alliances - Kingdom of Saudi Arabia	April 1st 2021

**Meeting chat**

- Lakha, Darshan, Vodacom South Africa left the meeting.
- Ashraf Parker joined the meeting.
- 13:50 then theres also the risk reduction part as well as the 'digital trust' aspect. how do you quantify that?
- Mark (Guest) joined the meeting.
- 13:55 <https://blog.opengroup.org/2018/03/29/introducing-the-open-group-open-fair-risk-analysis-tool/>
- Last read
- 13:55 Stanley, we cannot see your screen





# Alliance - A union formed for mutual benefit

## 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 its 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

CISO Digital Alliances -  
Johannesburg - February  
17th 2021

CISO Digital Alliances -  
Nigeria - February 2021

CISO Digital Alliances -  
JNB & CPT - February 25th  
2021

CIO Digital Alliances -  
Mauritius - March 2nd  
2021

CISO Digital Alliances -  
UK&I - March 2021

CIO Digital Alliances -  
State of Qatar - March 4th  
2021

CIO Digital Alliances -  
Kingdom of Saudi Arabia -  
March 9th 2021

CISO Digital Alliances -  
JNB & CPT March 11th  
2021

CIO Digital Alliances -  
Arab Republic of Egypt -  
March 11th 2021

CIO Digital Alliances -  
United Arab Emirates -  
March 15th 2021

CISO Digital Alliances -  
United Arab Emirates -  
March 22nd 2021

CISO Digital Alliance -  
Nairobi - March 24th 2021

CISO Digital Alliances -  
State of Qatar - March  
24th 2021

CISO Digital Alliances -  
Nigeria - March 25 2021

CISO Digital Alliances -  
Arab Republic of Egypt -  
March 29th 2021

CISO Digital Alliances -  
Kingdom of Saudi Arabia -  
April 1st 2021

# Alliances Activities



## **CISO** Alliances


UK & IRELAND  
DUBLIN  
EDINBURGH  
MANCHESTER  
LONDON

 Executive Business Exchange

**NORTH AMERICA**

## **CISO** Alliances

LAGOS CHAPTER  
ACCRA CHAPTER  
ABUJA CHAPTER

 Executive Business Exchange

**SOUTH AMERICA**

## **CXO** Alliances

# CISO Alliances

CAIRO CHAPTER

 Executive Business Exchange

ASIA

# CXO Alliances

RIYADH  
DUBAI  
DOHA

# CXO Alliances

NAIROBI CHAPTER  
PORT LOUIS CHAPTER

 Executive Business Exchange

AUSTRALIA

# 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

## **CISO** Alliances

Dublin

Edinburgh

Manchester

London