



Vulnerability Management and Managing Risk in a Multi-Vendor Ecosystem

Presented by ASMGi



Today's Presenters

Steven Roesing

President, CEO

ASMGi

sroesing@asmgi.com

**Frank Yako**

CIO, Director of Strategic Initiatives

ASMGi

fyako@asmgi.com



Food for Thought



Do you know the Cyber Risk Profile of your organization and/or critical Third-Party Entities that your organization relies on?



Does your organization have a plan for proactively managing existing and future Cyber Risks including Technology, Applications, and End Users?



Are your organization's Compliance or Regulatory Requirements clearly understood and align to your Cyber Risk Profile?



Do you know of all the Technology Assets, including Technology, Applications, and Thirty-Party Service Providers that are used by your organization?

Why are You attending Today?

- ◆ Dealing with Third-Party Risk Management Issues
- ◆ Working to understand how to respond to Security Assessments from Key Clients or Customers
- ◆ Reacting to address Technology Risks
- ◆ Trying to Understand your Organization's Risk Profile
- ◆ Gain an Understanding on how to Address Application Risk and Vulnerabilities



$$\text{RISK} = \text{Likelihood} \times \text{Impact}$$

Known / Quantifiable

Simple Math

To *reduce* **Risk**, reduce either **Likelihood** or **Impact**

Areas of Risk in Today's Business Ecosystem



Business

- Supply Chain
- Financial Loss
- Brand or Reputation Impact

Technology

- Internal Technology and Solutions
- External Technology and Solutions
- Integrations and Dependencies
- Service Providers (Third and Fourth-Party, N+)

Threats

- External Threats
- Internal Threats
- Inaction, Apathy, Denial

Requirements for Managing These Risks



External

Regulations
Compliance
Business Commitments
Contractual Commitments



Internal

Business Viability
Growth Plans
New Business Plans
Brand or Reputation

Risk Treatment – Types of Mitigation

Four Types of Risk Mitigation



Risk Treatment - Options



Reactive vs. Proactive

Internal vs. External vs.
Hybrid

Synchronized vs. Disparate

Manual vs. Continuous

Risk Treatment - Components



THIRD-PARTY
RISK



CYBER RISK
PROFILE



TECHNOLOGY



APPLICATIONS



END USERS

Risk Treatment – Components – Third-Party



Third-Party Inventory



Existing Vendor Management and Monitoring



Potential Third-Party Risk Assessment and Evaluation



Potential Third-Party Onboarding Process

Risk Treatment – Components

Cyber Risk

- Risk Profile
- Perspectives
 - Outside – In (Hacker's Eye View)
 - Inside – Out
 - Inside

Technology

- Technology Asset Inventory
- Monitoring, Detection, and Response (MDR)
- Vulnerability Management and Remediation
- Active Planning and Asset Transitions

Special Offer for Attendees

ASMGi is offering a complimentary Cyber Risk Ratings Report for your organization ***as well as up to three (3) third-party entities*** that are critical vendors for your organization and a session to review the information provided in the report.

If interested, please contact Frank Yako (fyako@asmgi.com) or Steven Roesing (sroesing@asmgi.com) to schedule your session.



Applications

- Application Asset Inventory (COTS, SaaS, Proprietary)
- Monitoring, Detection, and Response
- Vulnerability Management and Remediation

End Users

- Security Awareness Assessment
- Security Awareness Training
- Security Awareness Validation and Testing

What Can You Do to Address these Challenges?



What Can You Do to Address these Challenges?



Phase 1 – Immediate – Current State Assessment



Phase 2 – Immediate - Critical Findings Triage and Remediation



Phase 3 – Going Forward Model

The Old Way: Point-Solution Mindset

- ◆ Reactive
- ◆ Focus on Individual Controls
- ◆ Fragmented and inefficient
- ◆ Spend a lot and not necessarily improve security

The ASMGi Way: Holistic Mindset

- ◆ Proactive
- ◆ Focus on Total Solutions
- ◆ Gap-Based & Risk-Based
- ◆ Spend less and improve security more

ONEteam = **TOTAL SOLUTION**

Program + Technology + Operations



What Can You Do to Address these Challenges?



Use Case

Activity	Third-Party	Technology	Applications	End Users
Inventory	X	X	X	X
Risk Profile	X	X	X	X
Monitoring	X	X	X	X
Vulnerability Management	X	X	X	X
Vulnerability Remediation	X	X	X	X

What Can You Do to Address these Challenges?



Use Case - Actions

Activity	Third-Party	Technology	Applications	End Users
Inventory	Third-Party Inventory	Asset Inventory	Application Inventory	End User Identification
Risk Profile	Cyber Risk Ratings	Vulnerability Scan and Assessment	Vulnerability Scan and Assessment	Security Awareness Assessment
Monitoring	Cyber Risk Rating Monitoring	Technology Risk Monitoring	Application Risk Monitoring	Security Awareness Phishing
Vulnerability Management	Cyber Risk Management	Technology Vulnerability Management	Application Vulnerability Management	Security Awareness Training
Vulnerability Remediation	Cyber Risk Remediation	Technology Vulnerability Remediation	Application Vulnerability Remediation	Security Awareness Testing

QUESTIONS

Special Offer for Attendees

ASMGi is offering a complimentary Cyber Risk Ratings Report for your organization ***as well as up to three (3) third-party entities*** that are critical vendors for your organization and a session to review the information provided in the report.

If interested, please contact Frank Yako (fyako@asmgi.com) or Steven Roesing (sroesing@asmgi.com) to schedule your session.



2021 Information Security Summit | OCTOBER 25 - 29, 2021

www.informationsecuritysummit.org at the Wyndham Cleveland Airport



ASMGi Training Sessions

DevSecOps - The Public Cloud and Application Security

Virtual Training Event – FREE

MONDAY, October 25, 2021 | 1:00 PM - 3:00 PM

Incident Response - “Oh No, my Organization has a Cybersecurity Incident, what next?”

Virtual Training Event – FREE

TUESDAY, October 26, 2021 | 1:00 PM - 3:00 PM

ASMGi Executive Breakfast Briefings

Application Security | Prove it to Me! How Secure are the Custom, SaaS, or COT Applications that your Organization relies on to conduct Business?

Hybrid Event

WEDNESDAY, October 27, 2021 | 7:15 AM - 8:25 AM

Security and Risk Profile | Security Ratings and Your Public / Digital Hygiene

Hybrid Event

THURSDAY, October 28, 2021 | 7:15 AM - 8:25 AM

Ransomware & Security Ops | Managed Security - An Introduction to Managed Detection and Response (MDR), Managed Risk (MR), and Security Awareness

Hybrid Event

FRIDAY, October 29, 2021 | 7:15 AM - 8:25 AM



Register for ISS

Use Discount Code ASMGi10



Thank You!

800 Superior Ave E, Ste 1050
Cleveland, OH 44114

Phone: 216.255.3040
Fax: 216.274.9647

Email: info@asmgi.com

www.asmgil.com

Additional Webinars and Resources

- ◆ [ASMGi Website Resources Page](#)
- ◆ [ASMGi Video Page](#) containing webinars on:
 - [Third-Party Risk Management](#)
 - [Cyber Risk Ratings](#)
 - [Technology Risk](#)
 - [Application Risk](#)