

# Reduce Your Cybersecurity Risk

Take control of your cybersecurity program with a Virtual CISO



## The Fractional CISO Difference



### Flexible

Fractional CISO is flexible in tailoring our solutions to meet our clients' needs. We customize a solution that meets our clients' needs.



### Quantitative

We rely on quantitative methods to evaluate your organization's risk. We can tell you where it makes sense for you to invest based on your budget and stated risk tolerance.



### Cost Effective

We use our and your resources effectively reducing the cost of projects. We deliver fixed price projects so there are no surprises with the measurable results or the cost!



Fractional CISO's risk assessment and policies helped us to better secure our environment. Their flexible Virtual CISO services allowed us to pick exactly what we needed.

— Fractional CISO client

# Fractional CISO

HELPING ORGANIZATIONS MAKE BETTER CYBERSECURITY DECISIONS

- Founded with the belief that every medium-sized business will have a full or part-time CISO
- Quantitative focus on cybersecurity risk
- Belief that strong client relationships lead to best cybersecurity results
  - High touch / face-to-face initial on-boarding
  - Continued high value interactions throughout relationship
- Leverage cost effective technics to minimize client cost while maximizing value
  - Routine interactions are remote
  - Skilled cybersecurity analyst to perform many routine tasks
  - Partner with other providers to bring in best of breed resources when warranted
  - Utilize standard cybersecurity training from cost-effective vendors
- Flexible solutions tailored to clients' needs

## Virtual CISO



Rob Black, CISSP, is the IoT Security Guy. He is the Founder and Managing Principal of Fractional CISO. Besides IoT and cybersecurity, Rob has extensive web services and cloud solutions experience. He has held product and corporate security leadership positions at PTC ThingWorx, Axeda and RSA Security. Rob received his MBA from the Kellogg School of Management at Northwestern University. He holds two Bachelor of Science degrees from Washington University in St. Louis. One is in Computer Science and the other is System Science and Engineering. He is also a Certified Information Systems Security Professional (CISSP). Rob is the inventor of three security patents. He speaks at conferences and blogs about IoT and security.

You can follow him on Twitter [@IoTSecurityGuy](#).

## Virtual CISO offerings

- **Virtual CISO** – Customized services to provide advice and direction for all cybersecurity related decision making
- **Interim CISO** – Fill-in between full-time CISOs after departure
- **Quantitative Cybersecurity Risk Assessment** – Business risk assessment focused on key assets and practical solutions
- **Risk Management** – Manage organizational cybersecurity risk
- **Cybersecurity Plan** – Formal plan for reducing organizational cybersecurity risk
- **Policies and Procedures** – Review, creation and editing of policies and procedures for strong and compliant cybersecurity
- **Compliance Services** – Meet relevant regulations and standards such as SOC 2, ISO 27001, SEC, FFIEC, NYDFS and others!
- **Cybersecurity Program Management** – Manage all aspects of cybersecurity program including internal and external resources
- **Cybersecurity Incident Management** – Manage cybersecurity incident response and recovery
- **Cybersecurity Training** – Train or facilitate training that results in reduced organizational risk
- **Vulnerability Scanning** – Scan network and applications for vulnerabilities
- **Cybersecurity Project Work** – Perform variety of specific cybersecurity projects

Please call us at [+1 617.658.3276](tel:+1617.658.3276) or email us at [info@fractionalciso.com](mailto:info@fractionalciso.com) for a no-cost initial consultation.