Who?   **Teresa Suarez**, Senior Manager – Professional Services Architect

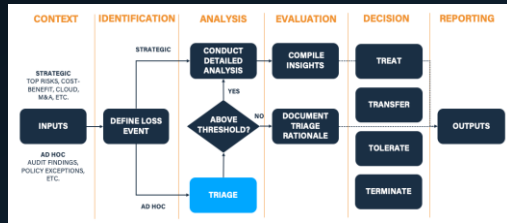**What role?**   Help design, develop, and deliver the RiskLens Services team offerings

What work?   Since joining in 2016, has had the opportunity to work with dozens of customers including both international and Fortune 100 organizations. Delivery experience includes: FAIR trainings, Proof of Concepts, Top Risk Identification Workshops, Rapid Risk Assessments, Board Reports, Risk Management Program Builds etc.

Fun Fact(s)
- Have Jack Jones as a mentor
- Wrote the RiskLens Culture Code

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WEBINAR OVERVIEW

Why - How - Where

Process – Sample Outcome

Establishing Context

Rapid Risk Assessment Example

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ESTABLISHING CONTEXT: WHY, HOW, & WHERE

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WHY: RISK ASSESSMENT CHALLENGES

REQUESTS CAN STEM FROM:
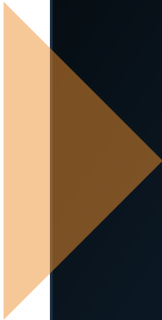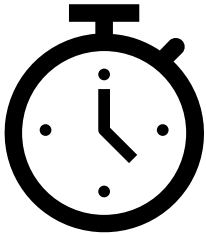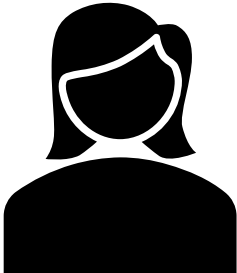
- C - SUITE
- AUDIT COMMITTEE
- NEW CISO
- PRODUCT OWNERS

ANALYTS HAVE LIMITED TIME TO CONDUCT RISK ASSESSMENTS

THE CHALLENGE

Organizations need a way to **efficiently** and **meaningfully** assess risk to enable well-informed risk decisions and effective resource prioritization in complex and dynamic risk landscapes.

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WHY: RAPID RISK ASSESSMENT USE CASES

- The C-Suite or Board, uneasy about loss exposure or regulatory compliance

- Audit committee or regulators requiring identification of top risks

- Business leaders evaluating a new digital initiative

- A new CISO eager to get up to speed

- Rapid identification of top risks that require additional detailed analysis and treatment

- Policy Exception Request Reviews

- Emerging Threat Analysis

- Plan of Actions & Milestones (POA&Ms) prioritization

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**Responding to the Challenge:
RiskLens Rapid Risk Assessment**

Do You Know Your Top Cyber Risks?

Could You Present Them to your CEO Next Week?

Visit: Rapid Risk Assessment

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WHY: QUALITATIVE RISK ASSESSMENT METHODS ARE PLAGUED WITH:

COMMUNICATION CHALLENGES

CFO: *"How much risk do we have? Are we spending too little or too much on mitigation?"*

AUDIT: *"Did you fix all those high-risk issues?"*

CISO: *"Έχουμε πάνω από δέκα χιλιάδες τρωτά σημεία , είναι συμβατό με το ογδόντα τοις εκατό"*

CYBERSECURITY VALUE??

CIO: *"Are we spending our cybersecurity budget on the right things? What is the ROI?"*

BOARD: *"We don't want to be in the headlines as a cybercrime victim. Are we doing enough to minimize risk?"*

MEANINGLESS MEASUREMENTS

Likelihood			
	M	H	H
	L	M	H
	L	L	M

Impact

INCONSISTENT DEFINITIONS

Application Vulnerabilities ➤ Control Deficiencies

Cloud Computing ➤ Asset

Insider Threat(s) ➤ Threat

Phishing / Social Engineering ➤ Method

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RISK
- **Loss Event Frequency**
  - **Threat Event Frequency**
    - Contact Frequency
    - Probability of Action
  - **Vulnerability**
    - Threat Capability
    - Resistance Strength
- **Loss Magnitude**
  - **Primary Loss**
  - **Secondary Risk**
    - Secondary Loss Event Frequency
    - Secondary Loss Magnitude

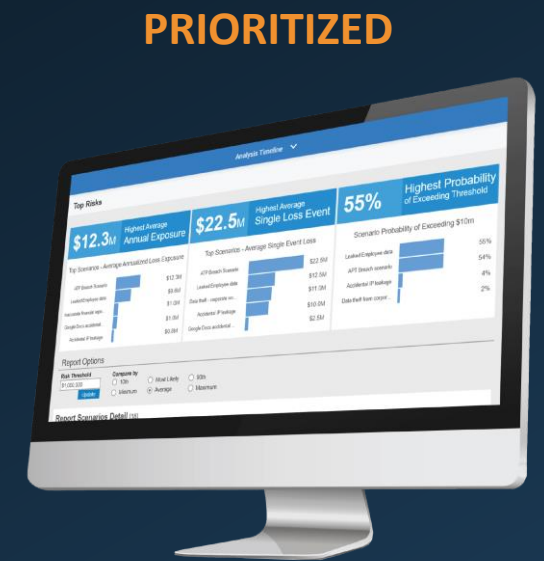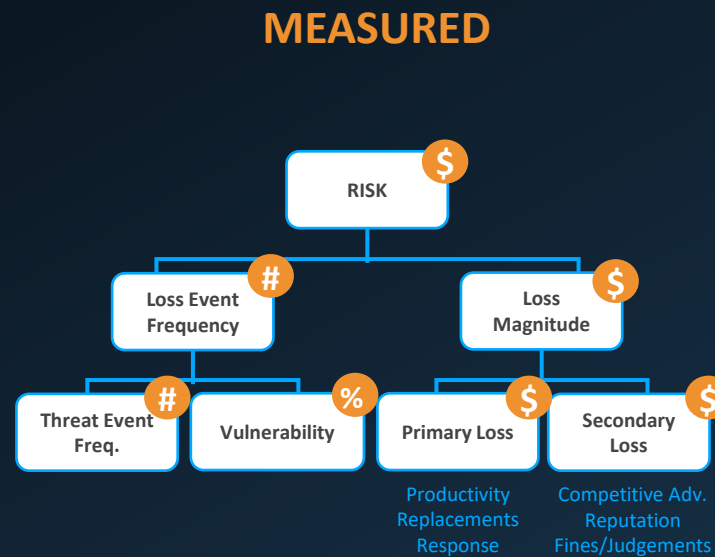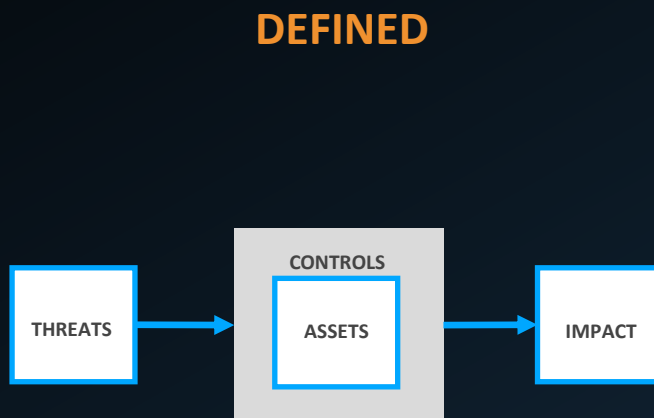| Accredited as an Industry Standard by	Complementary to Risk Frameworks	Supported by a Fast Growing Community	Wide Industry Adoption 30% Fortune 1000	FAIR Book Inducted in Cybersecurity Canon
THE Open GROUP	ISO 27001 Certified / NIST	FAIR INSTITUTE	FORTUNE 1000	

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The FAIR standard provides the taxonomy and analytic model that enables risk to be quantitatively:

DEFINED

MEASURED

PRIORITIZED

THREATS → CONTROLS / ASSETS → IMPACT

RISK
- Loss Event Frequency
  - Threat Event Freq.
  - Vulnerability
- Loss Magnitude
  - Primary Loss
    - Productivity
    - Replacements
    - Response
  - Secondary Loss
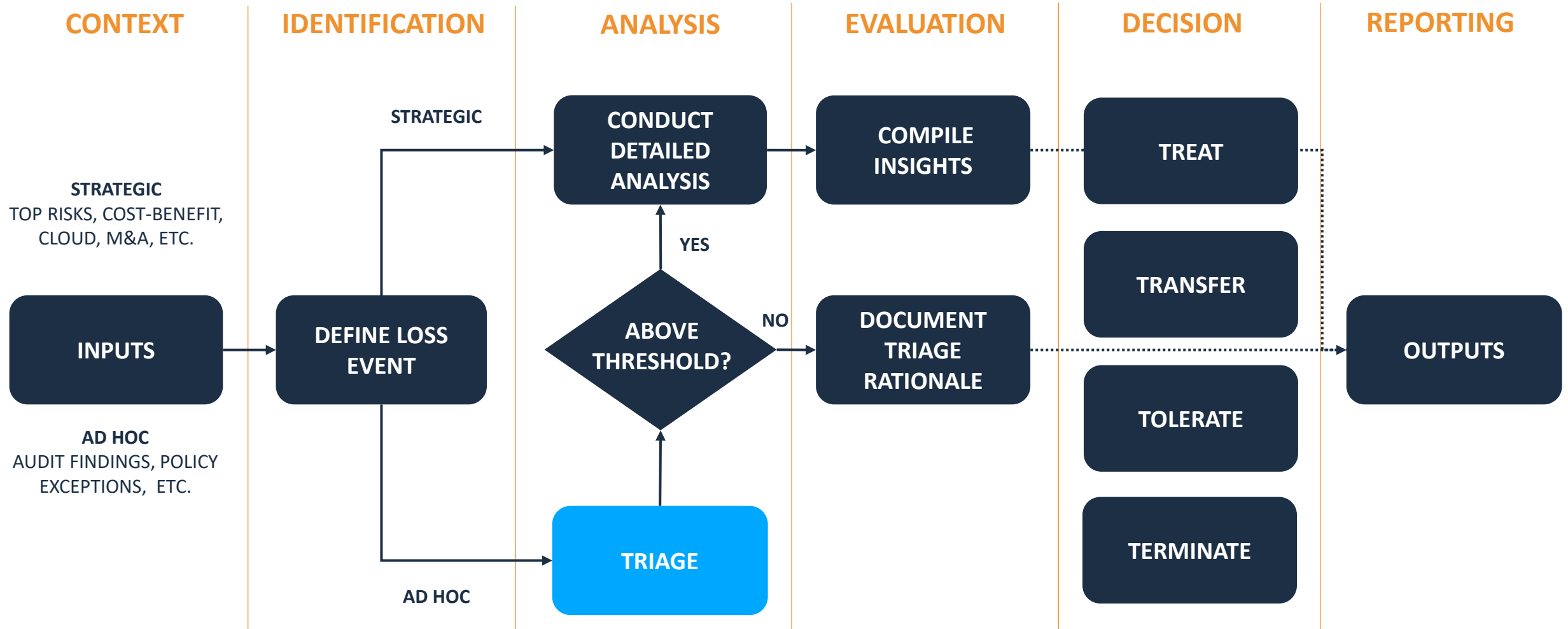   - Competitive Adv.
    - Reputation
    - Fines/Judgements

RiskLens Rapid Risk Assessment capability enables the rapid analysis and prioritization.

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WHERE RRA FITS IN THE MATURITY SPECTRUM

Rapid Risk Assessments live here

RISK LANDSCAPE CLARITY

Rapid Risk Assessment

Audit Findings Prioritization

Policy Exception Request Reviews

Emerging Threat Analysis

OPERATIONAL DECISION SUPPORT

Top Risks Assessments

Comparative Analysis

Cost-Benefit Analysis

STRATEGIC DECISION SUPPORT

Risk Aggregation and Trending

Risk Appetite Definition

Risk Portfolio Analysis

Board Reporting

AUTOMATED DECISION SUPPORT

Real-Time Risk Dashboard

Controls Management

3rd Party Landscape Monitoring

Source: RiskLens FAIR Enterprise Model™

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WHERE RRA FITS IN THE RISK MANAGEMENT PROCESS

CONTEXT IDENTIFICATION ANALYSIS EVALUATION DECISION REPORTING

STRATEGIC
TOP RISKS, COST-BENEFIT, CLOUD, M&A, ETC.

AD HOC
AUDIT FINDINGS, POLICY EXCEPTIONS, ETC.

INPUTS → DEFINE LOSS EVENT

STRATEGIC → CONDUCT DETAILED ANALYSIS → COMPILE INSIGHTS

AD HOC → TRIAGE

ABOVE THRESHOLD?
YES → CONDUCT DETAILED ANALYSIS
NO → DOCUMENT TRIAGE RATIONALE

TREAT
TRANSFER
TOLERATE
TERMINATE

OUTPUTS

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Rapid Risk **ASSESSMENT** Example

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RAPID RISK ASSESSMENT OVERVIEW

SCOPE RISK SCENARIOS	ANSWER ASSESSMENT QUESTIONS	MONTE CARLO SIMULATIONS	EVALUATE ASSESSMENT RESULTS
Scoping Via Drop-down Menus	Complete Frequency & Magnitude Workshop	Save and Press Run Button	Review Rapid Risk Assessment Results
Leveraging Asset List Completed during Onboarding	Use of Risk Data Libraries Configured during Onboarding	RiskLens Automatically Runs 10,000 Monte Carlo simulations	RiskLens Automatically Generates Risk Reports

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TRIAGE: HOW RISKLENS HELPS ANSWER FREQUENCY

RISK

Loss Event Frequency

Loss Magnitude

Simple, non-quant ninja questions

"Triage"= high-level, rapid analysis

Platform translates answers into quantitative range to answer "how often"

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Data Helpers & Loss Tables Drive Efficiency & Consistency

Illustrative Example

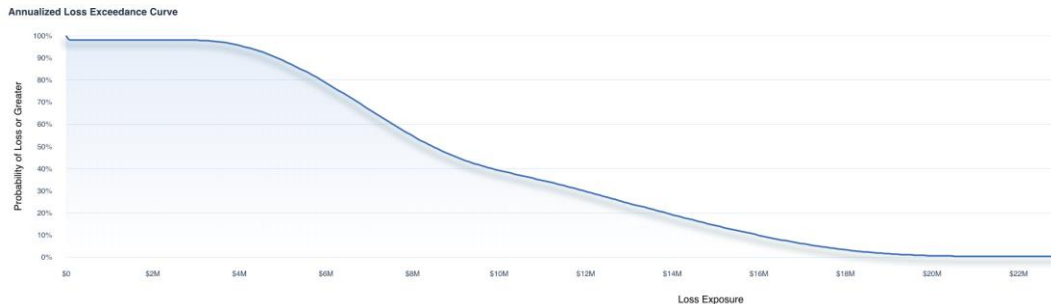| Name	Minimum	Most Likely	Maximum	Confidence
All Hands on Deck	320	1000	2,250	
Minor	35	90	380	
Non Public Event	15	30	80	
Significant Event	110	235	650	

RISK

Loss Event Frequency

Loss Magnitude

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Embedded Monte Carlo Simulations

- Problem solving technique used to approximate the probability of certain outcomes by automatically running thousands of trial runs, called simulations, using random inputs from the data ranges provided

- Monte Carlo is used by RiskLens at every branch of the FAIR model

- Same techniques are used in other enterprise risk domains to assess market risk, credit risk, etc.

Annualized Loss Exceedance Curve

Distributions Provide a Range of Outcomes

Report By

- Most Likely

- Minimum

- Average

- Maximum

- Etc.

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Annualized Loss Exposure Average

Definition:
Top 10 scenarios with the largest average annualized loss exposure

$17.3M Top Annualized **Risk**

Top Risks - Average Annualized Loss Exposure

Risk	Average Annualized Loss Exposure
DB ABC - External Malicious - Confidentiality	$17.3M
DB XYZ – External Malicious - Confidentiality	$10.3M
APP A – External Malicious - Confidentiality	$10.1M
APP B – External Malicious - Confidentiality	$10M
APP C – External Malicious - Confidentiality	$9.9M
APP D – External Malicious - Confidentiality	$9.8M
Storage A – External Malicious - Confidentiality	$1.6M
Server B – External Malicious - Confidentiality	$1.5M
Network – External Malicious - Availability	$1.1M
MSSQL – Internal Malicious - Confidentiality	$379K

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Thank you! - Q & A

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40 Individual Scenarios Identified

20 Selected for Triage Analysis

10 Unique Assets

- DB ABC
- DB XYZ
- APP A

5 Threat Communities

3 Effects

RISK IDENTIFICATION

RISK SELECTION

RISK PRIORITIZATION

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