

Assessment Value – The ‘So What’ Question.

I see lots of solid cyber companies offering cyber maturity/compliance/risk assessments and the range of frameworks. The frameworks they leverage is large - but haven't we missed the point? “oh, we use. the [NAME OF FRAMEWORK]” ... So what!

The assessment framework is incidental

Yeah, sure it's important to conduct an assessment - it's what we do after all but it's more important that the assessment has purpose, an outcome, that is actionable and moves the assessed organisation forward positively and proportionately.

Cyber Assessment For Sale

Guaranteed

- to add no value
- leave you with a massive workload
- Increase your stress levels

Comes with NO additional resource

Contact A.N.Other Cyber Assessments

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HELP WHEN YOU NEED IT,
NOT WHEN YOU DON'T

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let me give you an example.

You are assessed, great, tick it demonstrated some opportunities for improvement, fab!

So, either the assessor left.... Bye! And left you with a to do list... Great! (or not so great if you don't understand how to turn that list into project or programme or understand how to prioritise it)

Or the recommendations supported the. sales team to sell their core portfolio ... Kerching! (for the assessor).

Or it left you with a lack of understanding of how the recommended actions:

1. Improved. the organisations maturity;
2. drove any benefit to the bottom line;
3. helped to convince the board to invest and make you look like a hero, or at the very least competent;
4. helped you understand how much it's going to cost to fix That is not Just the cost of the solution, there is a business change effort cost here; and
5. helped you understand where the project resource is coming from? And how are you tracking the benefit over time.

Lots to consider and lots of questions

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To make this simple though.

Any maturity assessment is good as long as:

1. It is delivered with due consideration of the business model and function that supports your organisation;
2. the assessor is honest about their motivation and that you are comfortable with it;
3. it's repeatable so you can track progress over time;
4. you understand the outcome (report etc.) and make sure it doesn't leave you stranded. Before you engage the assessor;
5. make sure any remediation cost is holistic and includes the cost of change resource; and
6. ensure that a costed remediation programme with the ability to track benefit is part of it.

Otherwise, what's the point, oh and help to secure budget from the board might be handy!

Remember, as the sun said to the moon, look shiny!

Food for thought!

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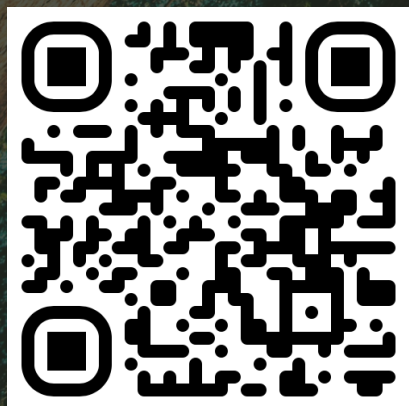
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ASSESS, ADDRESS, **SUCCESS.**



ENABLING YOU TO MAKE
THE RIGHT DECISIONS
ABOUT **YOUR** SECURITY