CISOs are from Mars
CIOs are from Venus

Barry Caplin

Tues. May 12, 2015, 1:30P
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CIOs are from Venus

Secure360
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Fairview Overview

- Not-for-profit established in 1906
- Academic Health System since 1997 partnership with University of Minnesota
- >22K employees
- >3,300 aligned physicians
  - Employed, faculty, independent
- 7 hospitals/medical centers (>2,500 staffed beds)
- 40-plus primary care clinics
- 55-plus specialty clinics
- 47 senior housing locations
- 30-plus retail pharmacies

2012 data

- 5.7 million outpatient encounters
- 74,649 inpatient admissions
- $2.8 billion total assets
- $3.2 billion total revenue
Who is Fairview?

- Fairview Ridges Hospital
- Fairview Range Health Services
- Fairview Southdale Hospital
- Fairview Northland Medical Center
- Fairview Lakes Medical Center

University of Minnesota Health

- University of Minnesota Children’s Hospital
- Fairview

University of Minnesota Medical Center

- Ebenezer
- Preferred One

Maple Grove Hospital
A partnership of North Memorial and Fairview

Columbia Park Medical Group
Part of Fairview

Institute of Athletic Medicine

Minnesota Sports Medicine
Different worlds
The Sword of Anti-Virus
The Light Saber of Endpoint Protection
The Shield of Next-Gen Firewall
The Scepter of IT Budget
The Cloud of...
Different worlds – reporting structure

- CISO reports to CIO
- Security overruled?
- CISO reports to {CRO, CEO, CxO}
- Visibility into IT?
- Budget?
Different languages
Threats

- Malicious States
- Hacktivists
- Over-time; over-budget
- Outsourcing
Confidentiality

• Protection of Data
• Minimum Necessary

What happens in the boardroom, stays in the boardroom
Integrity

• Transparency
• Coherence of financial data

• Data in correlates with data out
• Chain of custody of log and forensic data
Risk

• Probability/Impact of Threats
• Data Breach

• Not meeting business needs
• Data Breach
considering CIO interim opportunities
areerCISO

soon

ver
Meet in the middle
Unite Against the Common Enemy
Key Opportunities

Mobile/BYO(x)/Cloud

• Business pressure to use mobile/BYO
• Costs v SaaS
• Figure out the business use/need
• Solve it!
Key Opportunities

“V”OI

• Not just cost center
• CIO/CFO need budget justification
• Not just hard $
• Value:
  – Efficiency
  – Improvements – service, capability
  – Maturity
  – Tool rationalization
Key Opportunities

Management – Vendor; Configuration; Incident; Risk

• Security v IT definition
• Metrics and Measures
• Example
  – ITIL incident process meshes with Security event/incident/investigation process
Key Opportunities

Lifecycle/SDLC

• Process for project efficiency
• Security requirements defined early
• Help meet completion target
Key Opportunities

Keep the auditors happy

• External/Internal/Financial
• Easier audits = less pressure on IT resources
• Fewer findings = less hassle for CIO
Key Opportunities

Keep the board happy

• Good Communication

• Better opportunities and funding for all!
Good Things are sure to follow
Speaker. Geek. OpenSource. CISSP. CISA. CISM.

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