

SUMMARY



3 NEW SECURITY PRODUCTS
PURCHASED EACH YEAR

ONE REVIEW OF SECURITY
ENVIRONMENTS PER YEAR

1

50+ NEW VENDOR PITCHES
RECEIVED ANNUALLY

NUMBER OF HOURS PER WEEK
CISOS SPEND REVIEWING PITCHES

1-2

75% OF RESPONDENTS SAID THAT LESS
THAN A QUARTER OF PITCHES THEY
SEE ARE "VERY GOOD"



RISK REDUCTION

The biggest priority for CISOs making technology decisions



NOT SOLVING THE PROBLEM

The main reason CISOs reject new vendor pitches



MULTI-POINT SOLUTIONS

What CISOs want most



UNCLEAR MESSAGING & LACK OF USP

The most common mistakes found in new vendor pitches

TOP PRIORITIES:



Cloud security



Threat detection

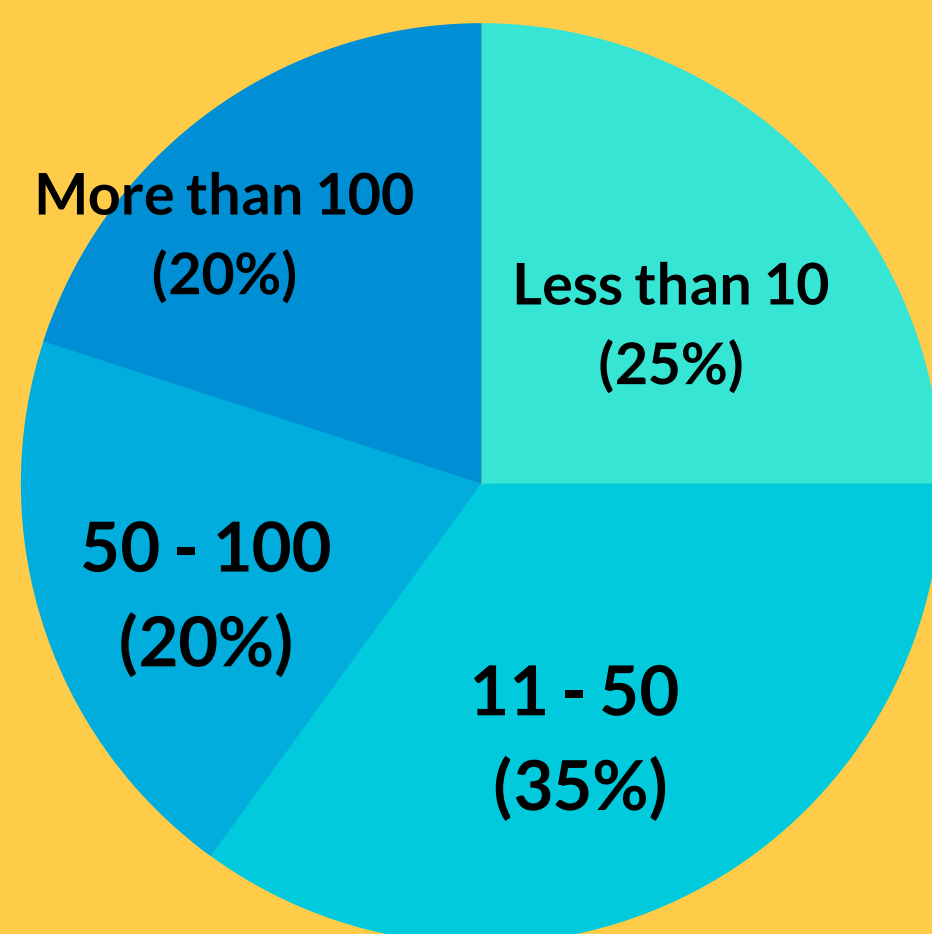


Governance, risk
& compliance

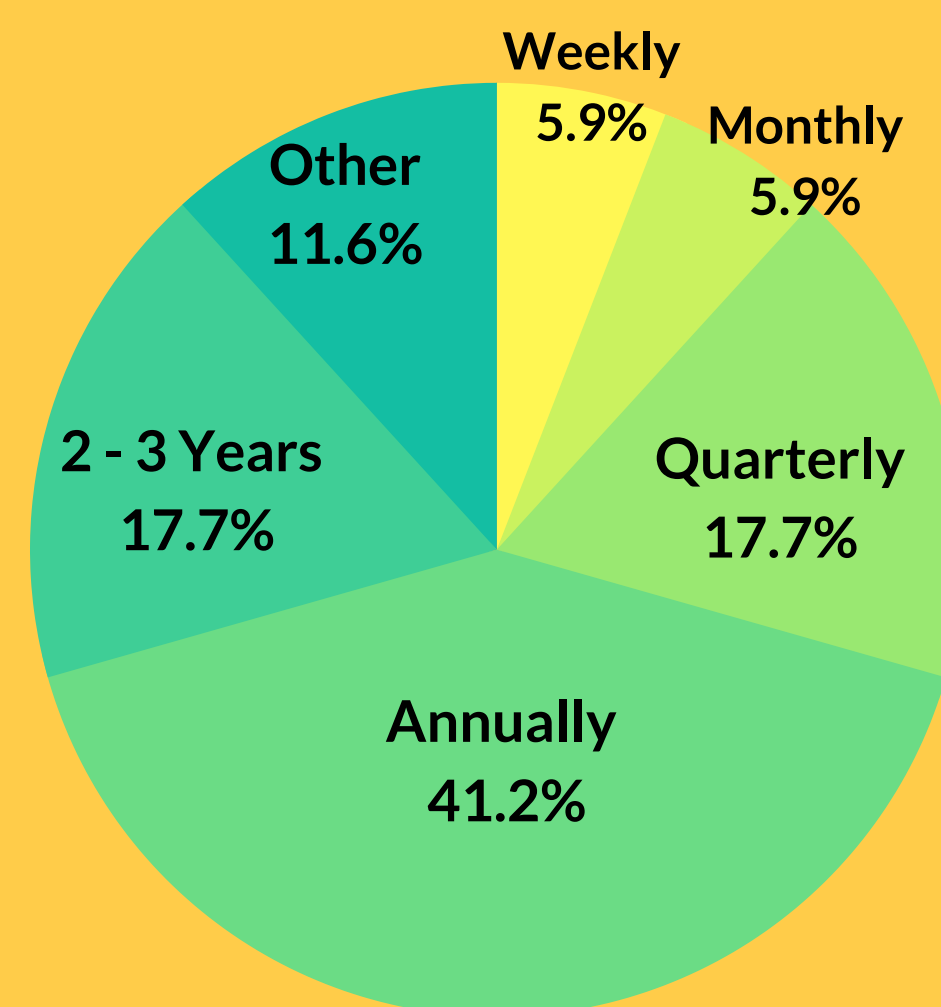
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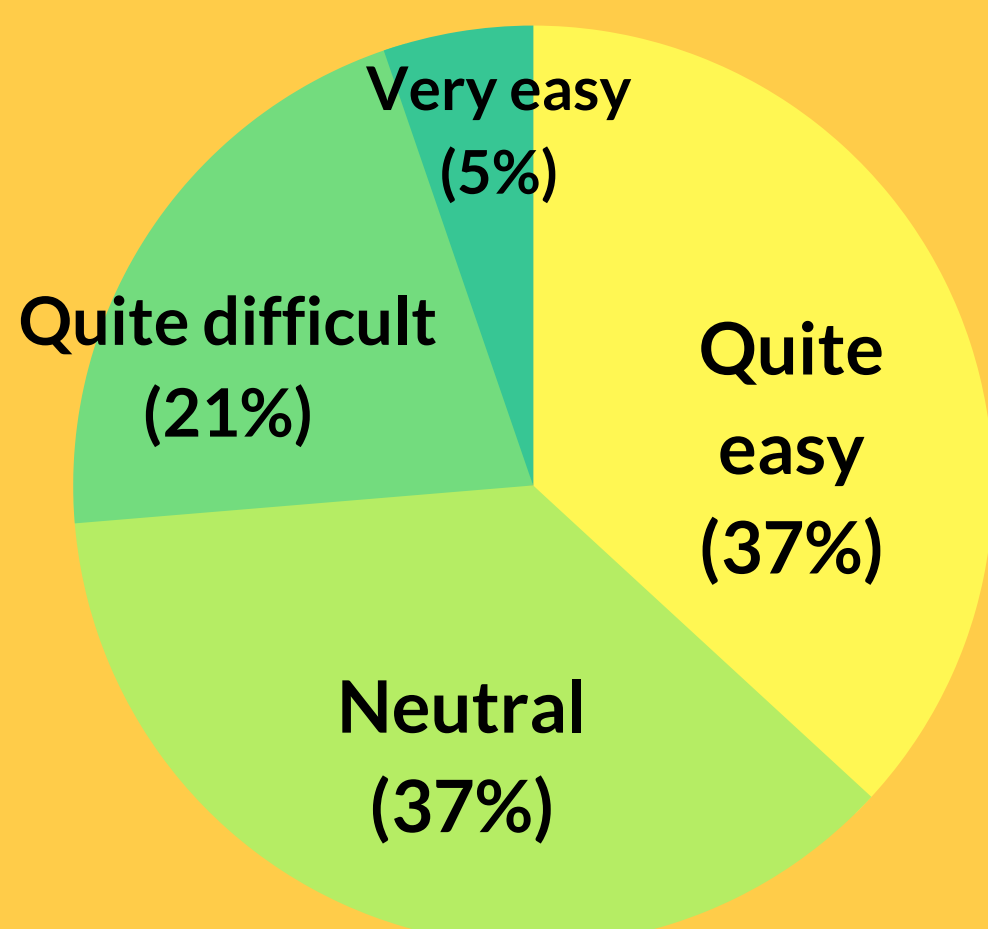
HOW MANY SECURITY VENDOR PITCHES DO YOU READ / HEAR ON AVERAGE EVERY YEAR?



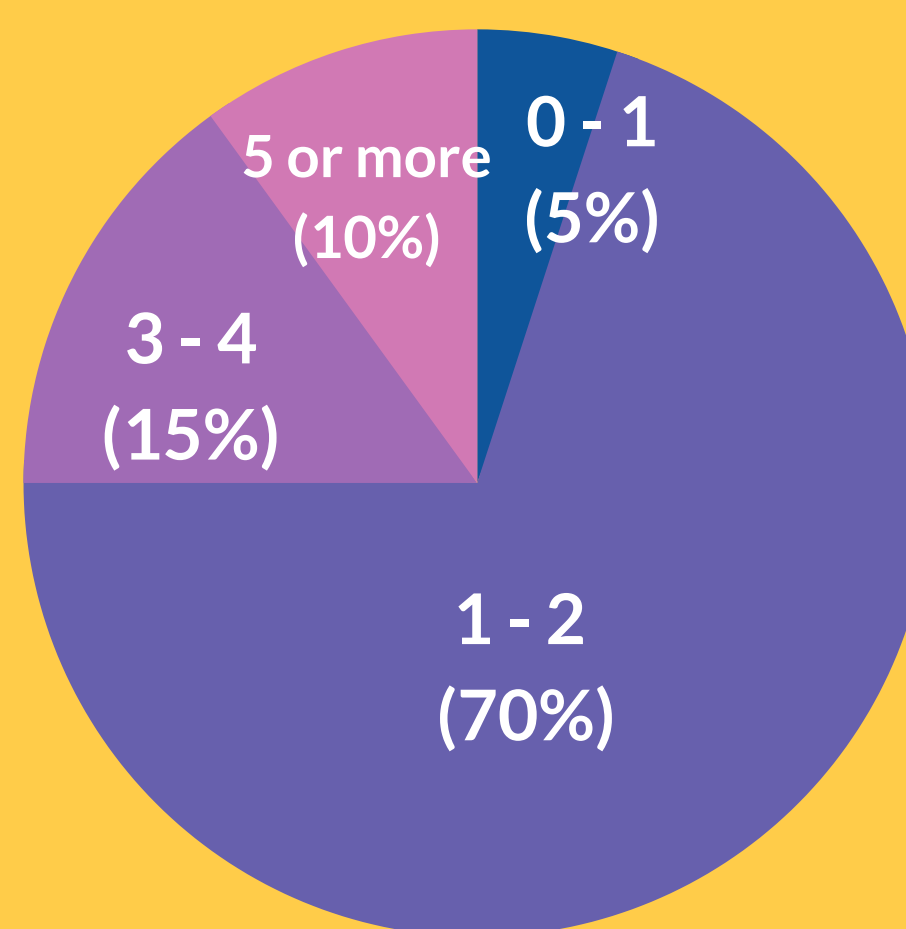
HOW OFTEN COMPANIES REVIEW THEIR SECURITY TECHNOLOGIES

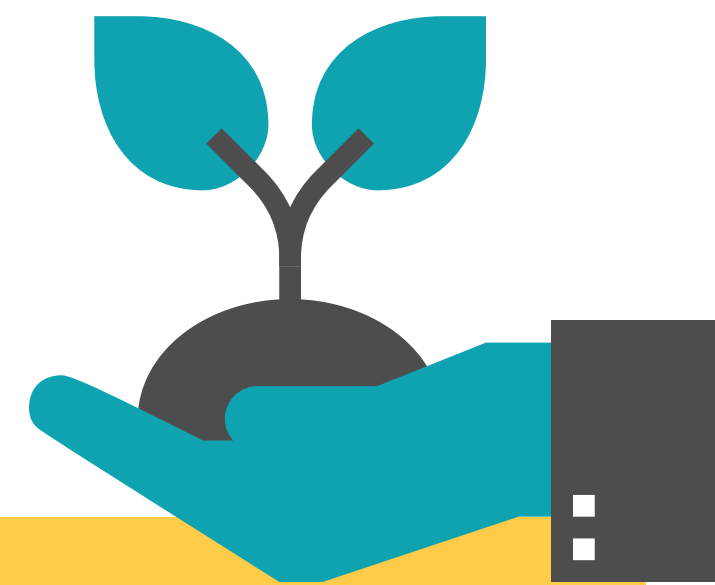


HOW EASY / DIFFICULT IS IT FOR YOU TO EVALUATE AND SELECT THE CYBERSECURITY SOLUTIONS YOUR COMPANY NEEDS?



HOW MUCH TIME CAN YOU DEDICATE TO REVIEWING NEW VENDOR PRODUCTS / PITCHES (HRS/WEEK)





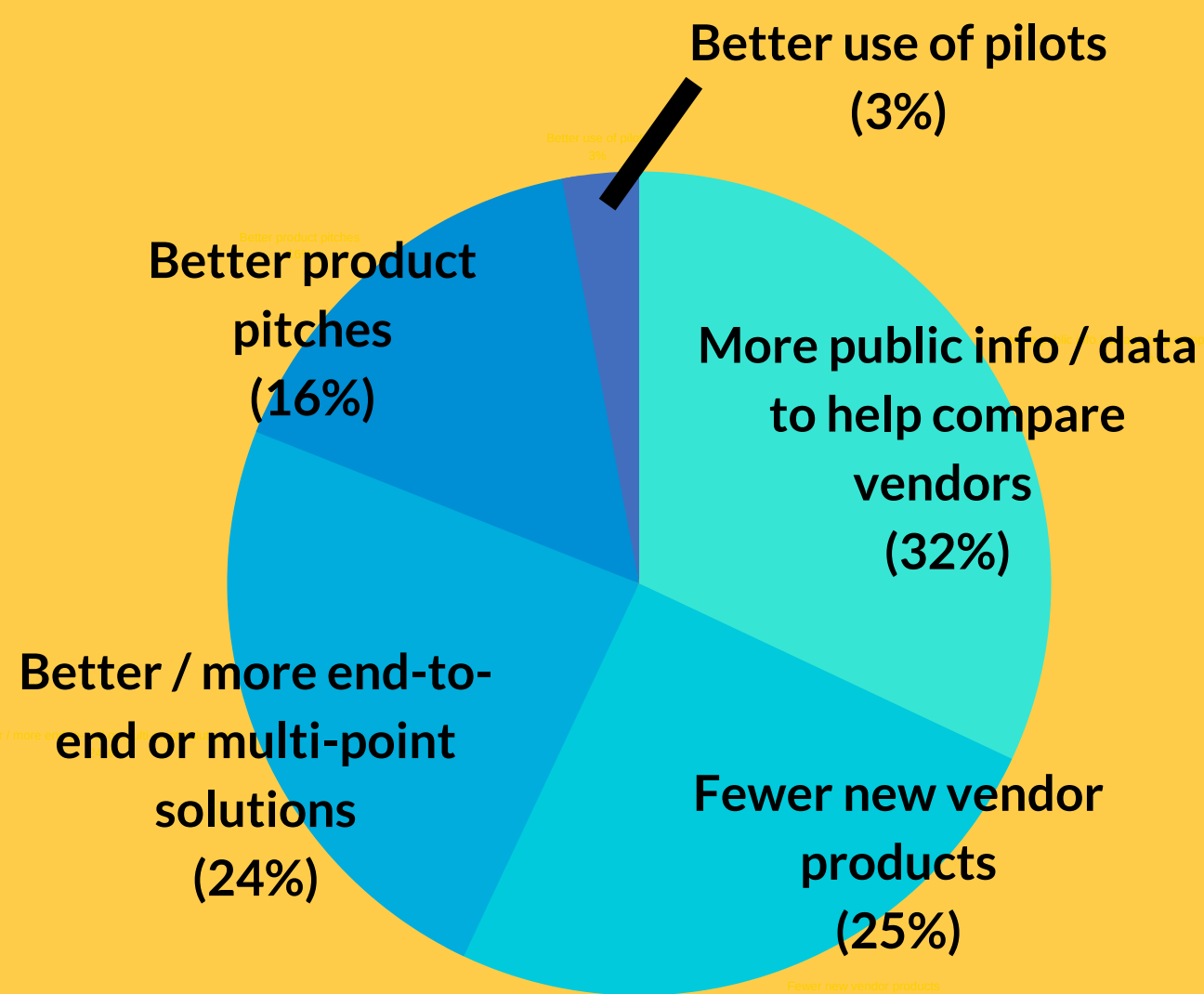
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METRICS USED IN DETERMINING THE VALUE OF NEW SECURITY SOLUTIONS, IN ORDER OF IMPORTANCE




- 1 Risk reduction
- 2 Time / resource from my team to manage
- 3 User experience
- 4 Integration time
- 5 Cost

WE ASKED:

WHAT WOULD IMPROVE THE PROCESS OF EVALUATING VENDORS?



WHAT IS YOUR SUGGESTION FOR DREAM CYBER SOLUTIONS WHICH DON'T YET EXIST?

-  An integrated threat management and machine speed remediation
-  A product which can accurately provide information about what is on the company's network and how the network is put together in real-time
-  Active vulnerability management solutions (self healing management systems)

WE ASKED:

OVERALL, WHAT % OF PITCHES YOU SEE / HEAR ARE "VERY GOOD"

