

A SANS 2021 Survey Top CISO Issues in Vendor Risk Management & Data Privacy

Author: Norman Levine | Advisor: Barbara Filkins | Date: February 2021

The SANS 2021 Vendor Risk Management & Data Privacy Survey is the first of its kind for SANS. This survey will look into the concerns of CIO's, CTO's CISO's, Data Privacy Officers, Legal Counsels, and the "Big Four" for their guidance, fears, and successes worldwide. This survey will also provide an overview of how organizations are tackling the new frontier of Vendor Risk Management and Data Privacy.

As Information Technology and Data Privacy Professionals, we see a continually changing landscape. Vendor Risk Management and Data Privacy are two critical areas that have not increased in relative maturity despite an increase in regulatory scrutiny, growing cyber threats at a global, national, and state level, and an overall riskier business environment. If not adequately managed, organizations risk loss of reputation, decreased market share, impacted stock price, lower profits, mounting legal costs, and fines that can run in the millions of dollars.

The survey will address critical issues such as:

- Are CIO's, CTO's, CISO getting enough information to vet their potential vendors properly?
- Do you have or plan to have continuous monitoring in place?
- How do you manage data privacy?
- What types of data are of concern to your organization?
- With what significant limitations is your organization faced?

About the Authors



Norman Levine is an IT practitioner who built his first website 25 years ago and sold the first HTML editor "Hot Metal Pro" on it. In the late 90's he had his own weekend radio show, CyberTalk where he reviewed the latest software, books, and computer peripherals. Spanning a quarter of a century, Norman has honed his skills and developed an expertise in Vendor Risk Management and Data Privacy. From 2013 to 2018 Norman was responsible for contractual oversight for all global contracts at Stanley Black & Decker that contained an IT component and/or data privacy requirement.



Barbara Filkins, a senior SANS analyst, holds several SANS certifications, including the GSEC, GCIH, GCPM, GLEG and GICSP, the CISSP, and an MS in information security management from the SANS Technology Institute. She has done extensive work in system procurement, vendor selection and vendor negotiations as a systems engineering and infrastructure design consultant.

Why Sponsor the SANS 2021 CISO Vendor Risk Management Survey

Lead Generation

300-lead guarantee with no cap.

Branding

Cobrand the survey results whitepaper and webcast with SANS, the global leader in cybersecurity training, certification and research.

Thought Leadership

Collaborate with our best SANS authors who are at the forefront of the ever-changing war on cybersecurity.

Sponsorship Inclusions

| | Gold | Platinum |
|---|------|----------|
| Survey SANS will run a 20–25 questions survey for a minimum of 6 weeks. Sponsors will be informed of survey respondent counts. A SANS Analyst will develop a whitepaper based on the survey results. Sponsors will receive a draft of the paper and survey results for review and a final, branded survey results whitepaper for their use. | ✓ | ✓ |
| Survey Results Presentation Webcast The survey results will be presented by the survey author. The webcast will be branded with sponsor's logo. Sponsors will receive the webcast recording for their own promotions. Webcasts are archived for one year after the webcast date. Registrations may still be processed for archive viewing of the webcast. 300-lead guarantee with no cap. <i>Webcast Date: TBA</i> | ✓ | ✓ |
| Associated Panel Discussion Webcast The survey author will host a panel discussion with up to three sponsors discussing the SANS 2021 CISO Vendor Risk Management Survey results. The webcast will be promoted by SANS. Sponsors will receive the webcast recording for their own promotions. 100-lead guarantee with no cap. <i>Limited to three sponsors</i> <i>Webcast Date: TBA</i> | | ✓ |

Additional Sponsorship Opportunities

Associated Single-Sponsored Webcast

Sponsor your own webcast that aligns with the 2021 CISO Vendor Risk Management Survey. The webcast will be promoted by SANS. 200-lead guarantee with no cap and continued lead generation as a SANS archive webcast.

Associated Paper or Product Review

Publish a custom paper based on a segment of the report that is of interest to you or a product review that calls on the report as an entry point to the review. This associated paper includes a webcast.

Associated Video

Have a SANS expert interview a representative of your company. The sponsor will receive a branded video(s) of the interview. The video will also be available on the SANS website for lead generation. SANS will organize all logistics.

Lead Submission

Lead Submission

The initial installment of leads from the webcast will be provided within two business days of the live webcast. Additional leads will be provided on a regular basis for the first three months following the webcast. After three months, leads will be provided as requested.

To see additional SANS Surveys and Analyst Papers, [click here](#).