CYBERSECURITY THREATS:
Don't fight the wrong battle

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Learning Objectives

HEALTHCARE CHALLENGES
Insight into the current environment

DIALOGUE
How these non-cybersecurity threats affect your security

SOLUTIONS
How LCMC handle its challenges

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MACRO TRENDS IN HEALTHCARE CYBERSECURITY

🔒 Fundamentals

Focusing on and executing the fundamentals of a cybersecurity program is basic and critical. Daily requirements often get sidetracked by other IT projects.

👥 Human Capital

2017 HHS report noted that 3 out of 4 surveyed hospitals do not have a designated security person, let alone the full team of security professionals needed to prevent data breaches and protect patient records.

📉 Value

The perceived value of deployed technology is far different than the actual level of protection. It may be significantly underperforming expectations, especially if it has not been properly implemented or managed.

➕ Emerging Threats

Healthcare ransomware attacks and BYOD security continue to be top concerns, along with OCRs increasing fines should a breach occur.

💵 C-Suite Buy-In

It continues to be difficult to gain C-suite buy-in for security initiatives. Demonstrating how your cybersecurity program has strengthened over time, based on investments made, is critical.

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HUMAN CAPITAL: COSTS FOR SECURITY TALENT

01

Annual Salary
According to payscale.com, the average salary for a CISO ranges between $104,000 to $223,000 depending on the industry. This does not include benefits.

02

Benefits
According to shrm.org, the total cost of health care is estimated to average $14,800 per employee in 2019.

03

Recruiter & Relocation fees
The price for recruiters to find a new candidate is anywhere from 15 to 25% of the employee's annual salary, with more senior positions on the higher end.
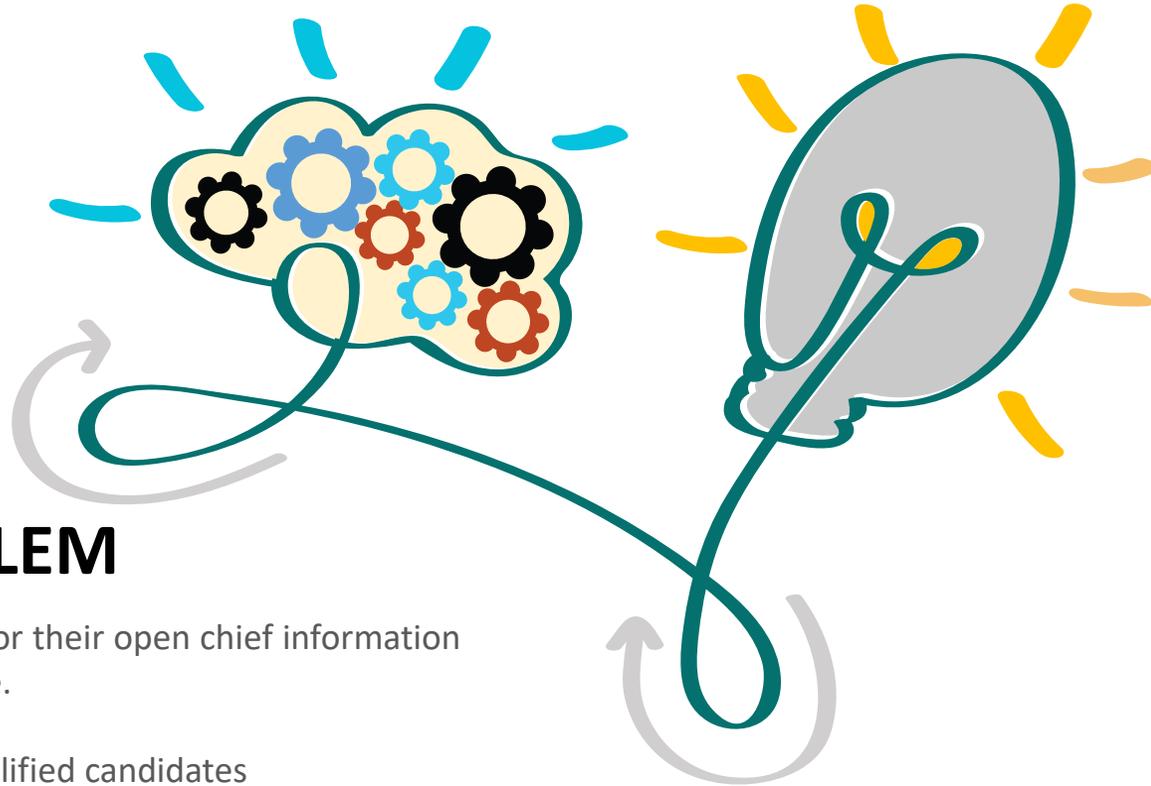
04

Onboarding, Training & Retention
According to a report done by MIT, it takes 8 to 26 weeks for an employee to achieve full productivity.

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THE SOLUTION

3 Choices:
1. Shift more budget to the acquisition of a single hire.
2. Lower qualifications to broaden candidate pool.
3. Find an alternative approach.

THE PROBLEM

Finding the right person for their open chief information security officer [CISO] role.

Challenges:
1. Limited number of qualified candidates
2. Extremely expensive
3. Candidates had multiple offers from other industries

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FINDING THE RIGHT PARTNERSHIP

Keys to Success

- Right combination of healthcare and cybersecurity experience
- Understands unique culture
- Works through people, process and technology challenges
- Actionable, delivery based results

- Extension of your cybersecurity team
- Access to an entire team of talent
- Uninterrupted delivery of service
- Provide mentorship and training

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COLLABORATING ON STRATEGY WITH YOUR PARTNER

Short Term Goals

Able to review and execute tactical plan to achieve short term goals.

Technology Purchases

Assist in evaluation and negotiation of new technology purchases.

Long Term Goals

Continually monitor CAP to ensure goals are met and security posture is maturing over time.

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CYBERSECURITY ROADMAP

Step 4 – Endpoint Protection

Fortified aided in the selection, configuration, and implementation of key security technologies. They also aided in adoption and cultural acceptance of new security measures.

Step 2 - VTM

This process decreased the total number of LCMC's vulnerabilities by more than 50%.

Step 3 – SOC Services

This service was able to monitor the environment and cut the number of alerts that LCMC reviewed by 98%.

Step 1 - VISO

Within 1 year of starting the program, LCMC's total risks were decreased 36% and high risks were reduced by 89%.

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PAUSE TO CONSIDER

- As you go back to your organizations, what areas are presenting the most challenges?

- Are you exploring alternative approaches?

- Have you discussed your challenges with anyone outside your organization?

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Key Takeaways

COMMUNITY
We learn from each other

ALTERNATIVE APPROACH
Think outside your organization

STRATEGIC PLAN
Remember your goals and adjust your plan

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