



# Using Exposure Management

How to Change Security Operations to Avoid a Material Impact



REVEALD

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# Agenda

- **Part 1**  
Understanding Exposure Management
- **Part 2**  
The Intersection of Exposure Management and Security Operations & Strategies to Avoid Material Impact
- **Part 3**  
Practical Steps to Implement Exposure Management
- **Q&A**



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*The best way to avoid a material impact is to transition from **vulnerability management to exposure management.***

# Objectives

- **“What Do You Know?”**  
Do you know where you have vulnerabilities and exposures?
- **“What are you doing, and is it *enough*?”**  
Do you know if you have exposures to critical business applications?
- **“How Do You Know?”**  
Have you tested your program? Do you have confidence in the results?





# Understanding Exposure Management

A Strategic View

- A strategic approach to exposure management
- Executive communication empowers action
- Leveraging scarce resources for fiscal responsibility and maximum impact



# Understanding Exposure Management

A Tactical View

- Exposure management isn't always one thing
- Exposure management is finding the best solution or the best combination of actions to remove/mitigate/remediate

• **Exposure management is always looking at the big picture**



# The Intersection of Exposure Management & Security Operations

## Strategies to Avoid Material Impact

### Problem

- Security operations tend to be fairly reactive: we identify, then we fix.
- We don't always have good context for how valuable an asset is or how vulnerable it might be.

### Solution

**The value of exposure management is that you can be more proactive.**

You can start identifying potential exposures before they become a problem and kill them before they ever have a chance to surface.







## The Goal

# Information and Wisdom

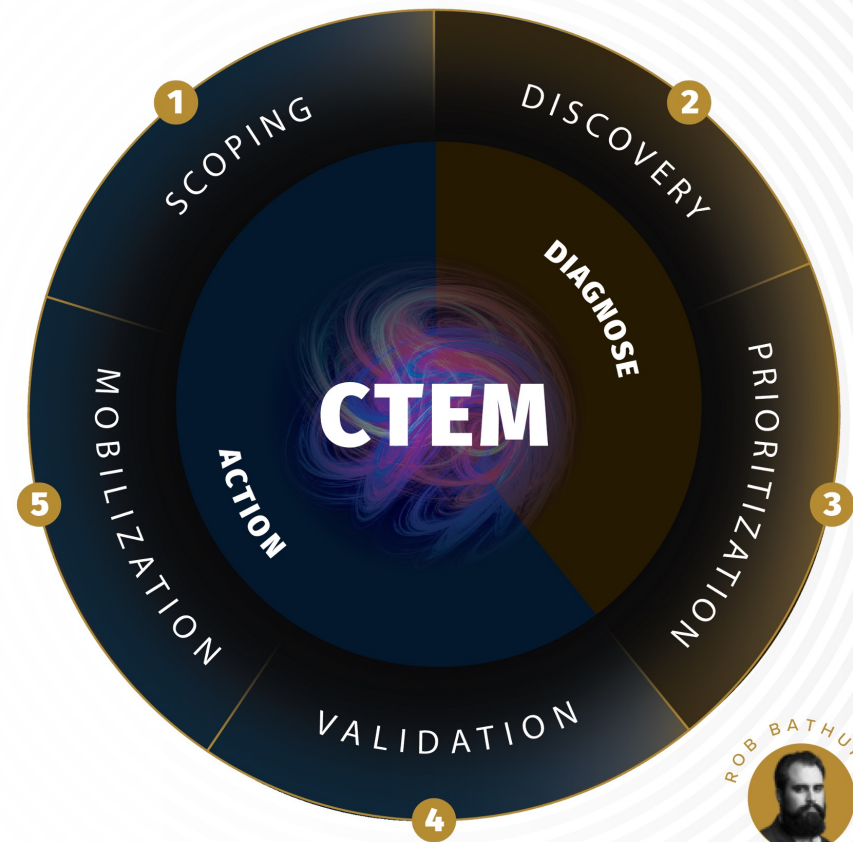
Transition from data to information and from knowledge to wisdom.

The board of directors and management care about information and wisdom.

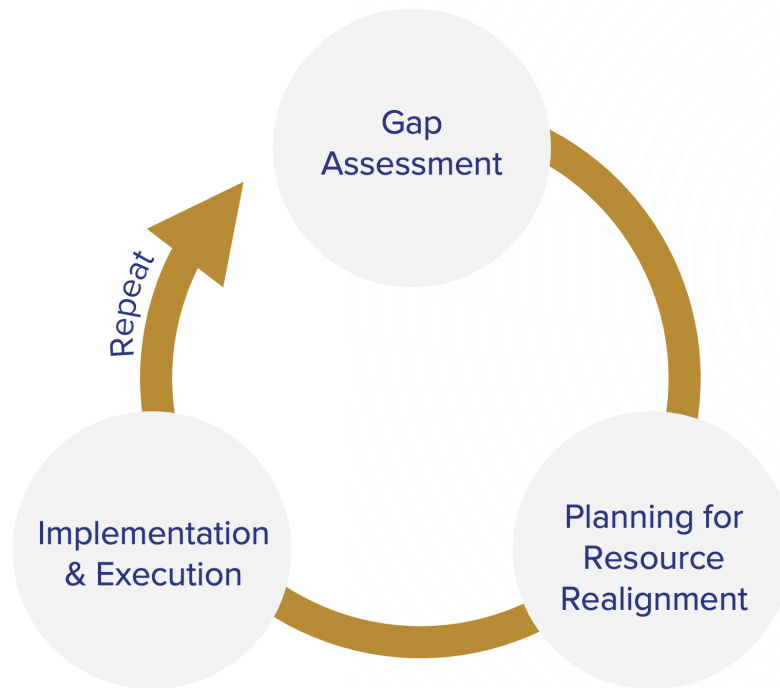
Create context from a large volume of data and translate it into language that reflects how the company does business and makes money.



# Practical Steps to Implement Continuous Threat Exposure Management (CTEM)



# Transitioning, not implementing from scratch.



# Recap

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- **Part 2**  
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- **Part 3**  
Practical Steps to Implement Exposure Management



## Recap

- **“What Do You Know?”**  
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# Recommendations

## Assessment

Continuously evaluate your high value assets, current security posture and exposure level

## Planning

Critical to a tailored exposure management strategy

## Execution

Leverage Continuous Threat Exposure Management (CTEM)

## Review

Implement continuous improvement





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