



GOOD QUESTIONS TO ASK ABOUT CYBERSECURITY PROGRAMS

This is a Business Continuity and Business Risk Management Discussion

In 2020 55% of SMB's were impacted by at least one cyber attack. In 2022 that number increased to 76%. Do you feel you are adequately protected from being impacted?

Vanson Borne Report - The State of SMB Cybersecurity in 2022

- What Cyber Security Frameworks is your company required to comply with (NIST, CMMC, ISO 27001, HIPAA, GDPR)? How do you confirm that you are following this cybersecurity framework?
- Do you know your Cybersecurity Posture Score for your company?
- How do you discover, report and resolve cybersecurity incidents?
- Has the executive management of your company received an assessment report about the current level and business impact of cyber risks to your company within the last 6 months? Frequency?
- What is the current level of cybersecurity risk for your company (Data management, credit card data, compliance)?
- Do you know if there are vulnerabilities that could be causing risk to the company?
- Do you have real-time awareness of threats that could impact the company operations?
- Have you had a third-party cyber assessment to determine insider behavior vulnerabilities and external threat analysis for your company?
- Have you received and reviewed a comprehensive Cyber Incident Response Plan/Report within the last 6 months?
- What do you consider your most valuable digital assets? (Intellectual Property, credit card data, customer data, patient data, employee data). How is this currently being protected? How do you currently restrict access to this?
- What are your pain points (if any) with managing your cybersecurity programs and processes?
- Is the organization looking to expand into new industries within the next year that have regulatory requirements? (ie. CMMC, HIPAA, GDPR, PII frameworks and documentation needed for compliance).
- How aware is your team of current cybersecurity industry challenges? (XDR, MDR, EDR, Cybersecurity Mesh Architectures)
- Has your company made changes to add cloud environments and critical applications in the cloud?
- Have you upgraded your anti-virus application to next generation and added additional endpoint protection?
- When answering your Cyber Insurance questionnaire, did any of the questions give you concern?

**Can we tell you what the right cyber security solution looks like?
(It's easy to use, consolidates tools and provides visibility for all)**