



PSA Cybersecurity Committee TEC 2018

PSA TEC 2018 EXECUTIVE SUMMARY

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TEC 2018 Cybersecurity Committee Review

This year there was increased interest in each Cybersecurity Committee session from the attendees related to how attendees could improve their current cyber programs. This was in stark contrast to previous years when the attendees were predominantly trying to figure out how to get started, and where to first start. Now it appears as though PSA integrators are hardening their internal networks and processes, they are training their staff, and they are working to cyber-secure the systems and products that they are installing. More attendees seemed concerned about protecting their internal systems rather than their installed systems. Perhaps this is because they feel they have more control over the environment, but we need to continue to stress the importance of liability for our delivered systems. There is exposure there that they may not fully understand at this stage.

Our first committee sponsored session was titled *Hardening Your Security Deployments and Protecting Your Clients*. The panel discussion was moderated by Gary Hoffner, Vice President for PSLA Security and Vice Chair for PSA's Cybersecurity Committee, panelists included: Andrew Lanning, Co-Founder of Integrated Security Technologies and Chairman of PSA's Cybersecurity Committee, Scott Schmidt, Vice President of Technology for Aronson Security Group, Matt Boehm, VP of Technology for CM3 Building Solutions, Inc., and Salvatore D'Agostino, Founder and CEO of IDmachines. As security professionals, your clients trust in you to keep them safe. In today's business world, few, if any organizations are immune to cybersecurity and data breaches. Too many companies do not prioritize cybersecurity during their development and many end users depend on the security integrators to help protect them. Many clients may be anxious about cybersecurity, they want reassurance, but don't always know enough to ask the right questions. So, it's up to integrators to not only educate your end users about cyber risks, but also to harden the equipment you install. Hardening a client's security deployment requires that you understand the best practices for securing each aspect of your deployment and that you make informed decisions about security. This panel discussion focused on best practices of proper hardening of your security deployments for end users. There was an acknowledgement among the panelist and attendees that there will be an ongoing necessary spend for education, partnership relations, and technology, to address the existing and future threat landscape.

Our second session, *Cybersecurity Risk Management and the Human Element* brought real world experience to attendees through the practiced explanations of Paul Schmick, Vice President of

Security Technologies for Alliance Security, and Van Santos, President of Indarra Cyber Security, Inc. Alongside their expertise, Henry Hoyne, CTO for Northland Controls and Andrew Lanning, Co-Founder of Integrated Security Technologies shared their experiences as integrators hardening their firms. One of the biggest threats to an organization is the human element and vulnerabilities people bring to an organization. Social engineering is the art of manipulating people so they provide confidential information that criminals are seeking. As social engineering attacks continue to grow in sophistication and frequency, organizations need to look to education as a first line of defense. The panelists discussed techniques to utilize to prevent organizations from falling victim to savvy attackers employing increasingly sophisticated engineering methods to gain access to sensitive data.

One puzzling fact is that there is still not much engagement (less than 10%) with the materials PSA Committees has generated. If integrators are amongst the uninitiated or uneducated, there are plenty of resources to get started – visit www.psaeducation.com and create your free account to access all of the great resources developed by PSA's Committees. The Cybersecurity Tier Zero is a great place to get started hardening your cybersecurity efforts!