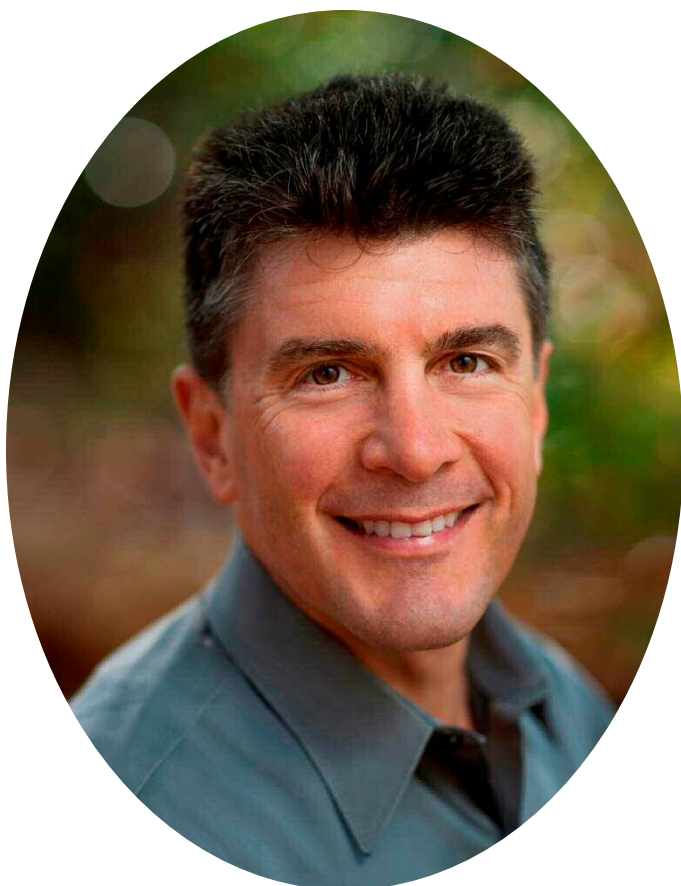




Q&A with Greg Schaffer, CEO of vCISO Services, LLC providing Virtual Chief Information Security Officer as a Service for SMBs



Greg Schaffer
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Interview conducted by:
Lynn Fosse, Senior Editor
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CEOCFO: *Mr. Schaffer, what is the idea behind vCISO Services?*

Mr. Schaffer: There is a significant lack of security leadership in small to medium sized businesses (SMBs), and this creates a high-risk situation for them. A large number of managed security service providers (MSSPs) offer cyber security services along the lines of penetration testing, firewall management, and so forth, but not information security strategic services necessary for business operations. There are not too many places where a small or medium sized business can turn to for security executive leadership for the strategy, planning and implementation of a solid security program that actually aligns with the business's needs and goals. That is where we fit in.

CEOCFO: *Are you saying that MSSPs are pretty generic in what they offer and businesses do not recognize that they need more than that?*

Mr. Schaffer: I think that since many MSSPs offer only IT-security related services, many SMBs might recognize the need for more but do not know where to turn. I think there is a large demand but not a large supply of virtual security officer services out there.

CEOCFO: *How would a company work with you?*

Mr. Schaffer: We offer broadly two stacks of services. We refer to it as our CISO (Chief Information Security Officer) as a Service or CaaS. Along one stack is a menu of specific services. For example, if an organization needs an information security policy created specific for their business or an information security risk assessment performed, those are projects with a defined beginning, middle, and end with a final deliverable.

The other service stack we offer is our ongoing virtual CISO services in general, based on a number of hours per week, anywhere between two hours and twenty hours a week. That is not so much a project as it is an ongoing partnership. We become part of the organization. We provide SMBs access to high-level CISO experience at a fraction of the cost because many SMBs cannot afford the expense of a full time CISO and yet still need that business expertise to lower the chance of a serious information breach. You can look at various salary studies, but CISO salaries probably float anywhere