



WE ARE THE  
**CompTIA**<sup>®</sup>  
Community

**CompTIA Community ANZ Regional Meeting**

Adelaide 20 September 2024

WE ARE THE  
**CompTIA**<sup>®</sup>  
Community



## **WELCOME & INTRODUCTIONS**

MJ SHOER, CHIEF COMMUNITY OFFICER, COMPTIA

- **Antitrust**

You must not engage in discussions that could result in an unreasonable restraint of trade.

<https://www.comptia.org/membership/communities-and-councils/antitrust-statement>

- **Diversity**

We promote an inclusive environment that respects and values all individuals.

<https://comptia.informz.net/COMPTIA/pages/CompTIAATTD>

- **Anti-Harassment**

This is a respectful and safe environment for all. Any verbal, physical, or psychological harassment will not be tolerated.

<https://www.comptia.org/contact-us/harassment-complaint>

# ANTITRUST, DIVERSITY & ANTI-HARASSMENT

PLEASE REPORT ANY VIOLATION OF THE ABOVE POLICIES TO COMPTIA STAFF IMMEDIATELY.  
VIOLATORS WILL BE REMOVED FROM THE EVENT OR MEETING

# WHO IS CompTIA?

**CompTIA** is the vendor-neutral, non-profit trade association and leading IT certification provider for the industry and its workforce.

**The CompTIA Community** is the membership arm of CompTIA. We are an IT Channel Community made up of MSPs/Solution Providers, vendors, distributors, and associate member companies from across the globe.

This is all about **YOU!**



WE ARE THE  
**CompTIA**<sup>®</sup>  
Community

9:15 – 9:45 AM



WELCOME

MJ SHOER, CHIEF COMMUNITY OFFICER, COMPTIA



WE ARE THE  
**CompTIA**<sup>®</sup>  
Community

## EXECUTIVE COUNCIL MEMBERS

Each region is led by an Executive Council of 12 volunteer leaders who represent the interests of the members in the region and bring real-world perspectives to our member-led content and initiatives. You may express your interest at any time. [Email: RStamell@CompTIA.org](mailto:RStamell@CompTIA.org)

# CompTIA Community Executive Council ANZ



**DAVID NORRIS**  
Chair  
Nortec IT (MSP)



**MARIA ARMSTRONG**  
Vice Chair  
Pax8 (Distributor)



**SCOTT ATKINSON**  
TribeTech (MSP)  
MSP Interest Group  
Chair



**GERARDO  
BARANQUERO**  
Avocado (MSP)



**DEAN CALVERT**  
Calvert  
Technologies/  
BlackbirdIT (MSP)



**NICK CLIFT**  
Tenasia (MSP)



**SCOTT GREEN**  
Aportio (MSP)



**WARWICK GREY**  
Fabric Partners NZ  
(MSP)  
EmTech Interest  
Group Chair



**AARON JACOBS**  
Sophos (Vendor)



**KELLY JOHNSON**  
Acronis (Vendor)  
Cybersecurity  
Interest Group Chair



**KAREEM TAWANSI**  
Solentive (MSP)



**SHAUN WITHERDEN**  
Kaseya (Vendor)

# CompTIA Community Team



**MJ Shoer**

Chief Community Officer



**Estelle Johannes**

Senior Director, Regional Groups



**Wayne Selk**

VP, Cybersecurity Programs



**Kris Nagamootoo**

Senior Director, Member Experience



**Rose Stamell**

Manager, ANZ and ASEAN Regional Groups

WE ARE THE  
**CompTIA**<sup>®</sup>  
**Community**

# Regional Groups

CompTIA.  
Community  
NORTH AMERICA

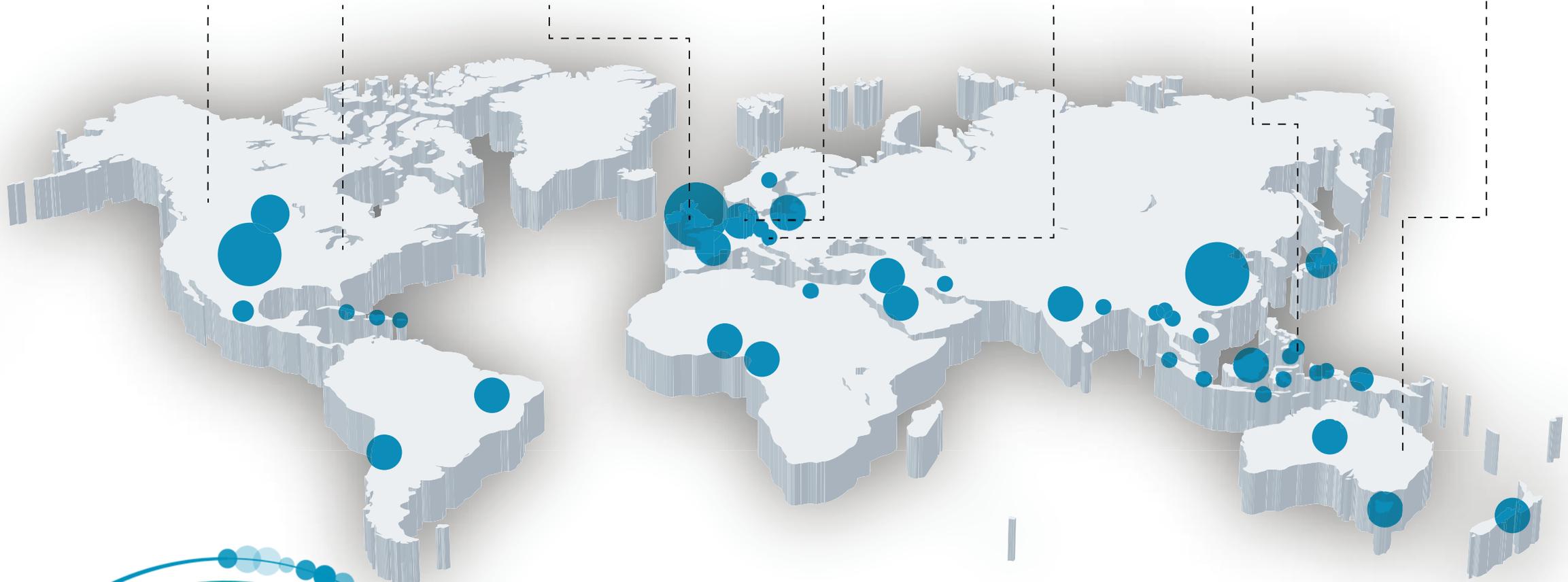
CompTIA.  
Community  
UK & IRELAND

CompTIA.  
Community  
BENELUX

CompTIA.  
Community  
DACH

CompTIA.  
Community  
ASEAN

CompTIA.  
Community  
ANZ



# Regional Groups

CompTIA. Community NORTH AMERICA	CompTIA. Community UK & IRELAND	CompTIA. Community BENELUX	CompTIA. Community DACH	CompTIA. Community ASEAN	CompTIA. Community ANZ
Canada United States	United Kingdom Ireland	Belgium Netherlands Luxembourg	Germany Austria Switzerland	Brunei Darussalam Cambodia Indonesia Lao PDR Malaysia Myanmar Philippines Singapore Thailand Viet Nam	Australia New Zealand

WE ARE THE  
**CompTIA**  
Community

## Our Member Regions Across The Globe

New groups representing additional regions are always being considered.  
For current information on member groups, visit [connect.comptia.org](https://connect.comptia.org).

# Interest Groups

<b>CompTIA</b> Community NORTH AMERICA	<b>CompTIA</b> Community UK & IRELAND	<b>CompTIA</b> Community BENELUX	<b>CompTIA</b> Community DACH	<b>CompTIA</b> Community ASEAN	<b>CompTIA</b> Community ANZ
<b>Advancing Women in Tech</b> <b>Diversity, Equity &amp; Inclusion</b> <b>Cybersecurity</b> <b>Managed Services</b>	<b>Advancing Women in Tech</b> <b>Diversity, Equity &amp; Inclusion</b> <b>Cybersecurity</b> <b>Emerging Tech</b> <b>Managed Services</b>	<b>Advancing Women in Tech</b> <b>Diversity, Equity &amp; Inclusion</b> <b>Cybersecurity</b> <b>Emerging Tech</b> <b>Managed Services</b>	<b>Cybersecurity</b> <b>Emerging Tech</b> <b>Managed Services</b>	<b>Cybersecurity</b> <b>Emerging Tech</b> <b>Managed Services</b>	<b>Cybersecurity</b> <b>Emerging Tech</b> <b>Managed Services</b>

WE ARE THE  
**CompTIA**  
Community

## Interest Groups Across The Globe

New groups representing additional regions are always being considered.  
For current information on member groups, visit [connect.comptia.org](https://connect.comptia.org).

# Record Setting Events in Every Region

CompTIA  
Community



ASEAN



ANZ Spotlight Awards



EMEA Member and Partner Conference



ChannelCon



Benelux



CompTIA Community Forum



DACH



YOUR MISSION TODAY

[rstamell@comptia.org](mailto:rstamell@comptia.org)

[#CompTIACommunity](https://twitter.com/CompTIACommunity)



# MENTORSHIP?

Mentors need to be working for a CompTIA Community Member Company.

Mentees can be anyone in the community.





# INTEREST GROUPS

Are you a Subject Matter Expert?

Do you want to lead regular community discussions?



# Regional Groups

## July

- ChannelCon (Atlanta)
- Interest Group Call: I got AntiVirus, I'm sorted, aren't I?

## August

- CompTIA Cybersecurity Risk Management Workshop at CRN Pipeline,
- CompTIA Cybersecurity Risk Management Workshop at IT Nation.
- Risk Management Interest Group Call

## September

- ANZ Regional Meetings in Auckland, Sydney and Adelaide

## October

- CompTIA at SMBIT Professionals National Conference 2024. Oct 25-26

## November

- ASEAN CompTIA Regional Meetings in Jakarta, Manila and Ho Chi Minh City



# Adelaide Agenda

TIME	TOPIC
09:15 – 09:45 AM	<b>Welcome &amp; Introduction</b> MJ Shoer, Chief Community Officer, CompTIA
09:45 – 10:00 AM	<b>Privacy Act Changes Impacting Your Business</b> David Norris, Managing Director, Nortec IT, Dean Calvert, Founder, Calvert Technologies
10:00 – 10:30 AM	<b>State of Cybersecurity.</b> David Norris, Managing Director, Nortec IT
<b>10:30 – 11:00 AM</b>	<b>MORNING TEA &amp; NETWORKING BREAK</b>
11:00 – 11:30 AM	<b>Securing Active Directory: KRBTGT Resets After Credential Theft.</b> Samuel Freeman, Senior Investigator DFIR, CyberCX
11:30 AM – 12:30 PM	<b>Risk Management for your business. Part 1.</b> Wayne Selk, VP Cybersecurity Programs, CompTIA
<b>12:30 – 12:35 PM</b>	<b>QUICK BREAK</b>
12:35 – 1:00 PM	<b>State of the Channel, with ANZ Perspectives.</b> Maria Armstrong, Manager of Academy APAC, Pax8
<b>1:00 – 2:00 PM</b>	<b>LUNCH &amp; NETWORKING</b>



# Adelaide Agenda

TIME	TOPIC
2:00 – 2:20 PM	<b>A Comedy Spot</b> after lunch with Rob Farley.
2:25 – 3:05 PM	<b>Why Your Customers Need Cybersecurity Insurance.</b> Andrew Bremner, SherpaTech
3:05 – 3:10 PM	<b>QUICK BREAK</b>
3:10 – 4:00 PM	<b>Risk Management for your business. Part 2.</b> Wayne Selk, VP, Cybersecurity Programs, CompTIA
<b>4:00 – 4:05 PM</b>	<b>QUICK BREAK</b>
4:00 – 4:30 PM	<b>Fireside Chat</b> MJ Shoer & Wayne Selk – CompTIA
4:30 – 5:00 PM	<b>NETWORKING DRINKS &amp; CANAPES</b>



# Adelaide Agenda

TIME	TOPIC
09:15 – 09:45 AM	<b>Welcome &amp; Introduction</b> MJ Shoer, Chief Community Officer, CompTIA
09:45 – 10:00 AM	<b>Privacy Act Changes Impacting Your Business</b> David Norris, Managing Director, Nortec IT, Dean Calvert, Founder, Calvert Technologies
10:00 – 10:30 AM	<b>State of Cybersecurity</b> David Norris, Managing Director, Nortec IT
<b>10:30 – 11:00 AM</b>	<b>MORNING TEA &amp; NETWORKING BREAK</b>
11:00 – 11:30 AM	<b>Securing Active Directory: KRBTGT Resets After Credential Theft.</b> Samuel Freeman, Senior Investigator DFIR, CyberCX
11:30 AM – 12:30 PM	<b>Risk Management for your business. Part 1.</b> Wayne Selk, VP Cybersecurity Programs, CompTIA
<b>12:30 – 12:35 PM</b>	<b>QUICK BREAK</b>
12:35 – 1:00 PM	<b>State of the Channel, with ANZ Perspectives.</b> Maria Armstrong, Manager of Academy APAC, Pax8
<b>1:00 – 2:00 PM</b>	<b>LUNCH &amp; NETWORKING</b>



WE ARE THE  
**CompTIA**<sup>®</sup>  
Community



## **PRIVACY ACT CHANGES IMPACTING YOUR BUSINESS**

David Norris, MD, Nortech IT

Dean Calvert, CEO, Calvert Technologies/Blackbird IT



# Privacy Act Changes

---

# Recommended Changes

---

The Attorney-General's Department has been hard at work, and their review of the Privacy Act 1988 has yielded a whopping **116 proposals**.

## **Alignment with the EU's GDPR:**

- The proposed reforms aim to align Australia's privacy laws more closely with the European Union's **General Data Protection Regulation (GDPR)**.
- What does this mean? Expect stricter requirements for handling personal data, enhanced individual rights, and a greater emphasis on transparency.

---

**Benefits:**

- Protecting and supporting people in the event of an emergency.
- Improving individuals' confidence in collecting, using, and disclosing personal information.
- Reduction in inquiries and complaints about personal information.
- Reduced costs of data breaches.
- Reduction in fraud involving identity crime due to fewer data breaches

## Proposed Privacy Act Changes – Attorney General’s Report 2023

Currently exempt small businesses.	Organisations and Agencies.
Become familiar with the Privacy Act and guidance	Become familiar with the Privacy Act and guidance
Undertake a review of data handling practices.	Revise data collection handling practices.
Conduct a data assessment.	
Revise data collection handling practices.	Update Privacy Collection Notices.
Seek consent (in certain circumstances).	Update Consent Requests.
Destroy unnecessary data.	Destroy unnecessary data.
Develop a Privacy Statement.	Update Privacy Policy.
Develop a Data Breach Response Plan.	Develop a Data Breach Response Plan.
Secure personal information systems.	Secure personal information systems.
A series of ongoing activities, including monitoring compliance, monitoring data security and handling customer enquiries, requests and complaints related to their personal information.	A series of ongoing activities, including monitoring compliance, monitoring data security and handling customer enquiries, requests and complaints related to their personal information.
Provide a statement about the breach to the OAIC no later than 72 hours after the business becomes aware of the breach.	

# Opportunities

---

## **Tech Support Teams/ Managed Service Providers:**

- Companies will need help navigating the privacy requirements, so they will turn to their technology support teams for guidance.
- As an industry, we need to understand what's coming and start having conversations with our clients. Expect questions like, “Hey, how do we ensure compliance with the new rules?”
- Discuss the changes, decode the legalese, and offer practical advice.
- Compliance comes with a price tag. There will be costs associated with meeting the new requirements.

# Privacy Act Changes

---

The reforms proposed by the Attorney-General's Department were built around five key themes:

1. bringing the Privacy Act into the digital age,
2. uplifting privacy protections,
3. increasing clarity and simplicity for entities and individuals,
4. improving transparency and control, and
5. strengthening enforcement.

The reforms featured in the Bill have largely focussed on the last theme of strengthening enforcement. Changes in other areas will have to wait for a later date.

# Watered Down

My Opinion—The government will fail to align Australian privacy legislation with international benchmarks and enhance individual data protections within the digital economy.

---

Giving the Office of the Australian Information Commissioner (OAIC) more power to enforce rules.

Introducing new levels of fines for breaking privacy laws.

A special privacy code is required for children's online activities.

Making companies more transparent about how they use automated decision-making.

Creating a new law that lets people sue for serious privacy invasions.

Making 'doxxing' (sharing someone's private information online to harm them) a specific crime."

# What they Left Out

---

The introduction of a new general obligation to ensure all handling of personal information is 'fair and reasonable' – this was one of the marquee reform proposals.

An expansion of the definition of 'personal information' to cover online identifiers and other information that can be used to target individuals even without revealing their underlying legal identity;

New individual rights, such as rights to ask for information to be deleted and for online search engine results to be de-indexed;

The removal or narrowing of current exemptions for small businesses (of which there are approximately 2.5 million currently in Australia) and for employers dealing with employee records

---

Changes to rules around use of personal information for direct marketing and targeted advertising, including stronger opt-out rights;

rights for individuals to take direct action in court in response to breaches of the Privacy Act (something that would have further increased the prospects of seeing a more litigious privacy landscape in future).

# Adelaide Agenda

TIME	TOPIC
09:15 – 09:45 AM	<b>Welcome &amp; Introduction</b> MJ Shoer, Chief Community Officer, CompTIA
09:45 – 10:00 AM	<b>Privacy Act Changes Impacting Your Business</b> David Norris, Managing Director, Nortec IT, Dean Calvert, Founder, Calvert Technologies
10:00 – 10:30 AM	<b>State of Cybersecurity.</b> David Norris, Managing Director, Nortec IT
<b>10:30 – 11:00 AM</b>	<b>MORNING TEA &amp; NETWORKING BREAK</b>
11:00 – 11:30 AM	<b>Securing Active Directory: KRBTGT Resets After Credential Theft.</b> Samuel Freeman, Senior Investigator DFIR, CyberCX
11:30 AM – 12:30 PM	<b>Risk Management for your business. Part 1.</b> Wayne Selk, VP Cybersecurity Programs, CompTIA
<b>12:30 – 12:35 PM</b>	<b>QUICK BREAK</b>
12:35 – 1:00 PM	<b>State of the Channel, with ANZ Perspectives.</b> Maria Armstrong, Manager of Academy APAC, Pax8
<b>1:00 – 2:00 PM</b>	<b>LUNCH &amp; NETWORKING</b>



WE ARE THE  
**CompTIA**<sup>®</sup>  
Community



STATE OF CYBERSECURITY

David Norris, MD, Nortech IT

CompTIA®

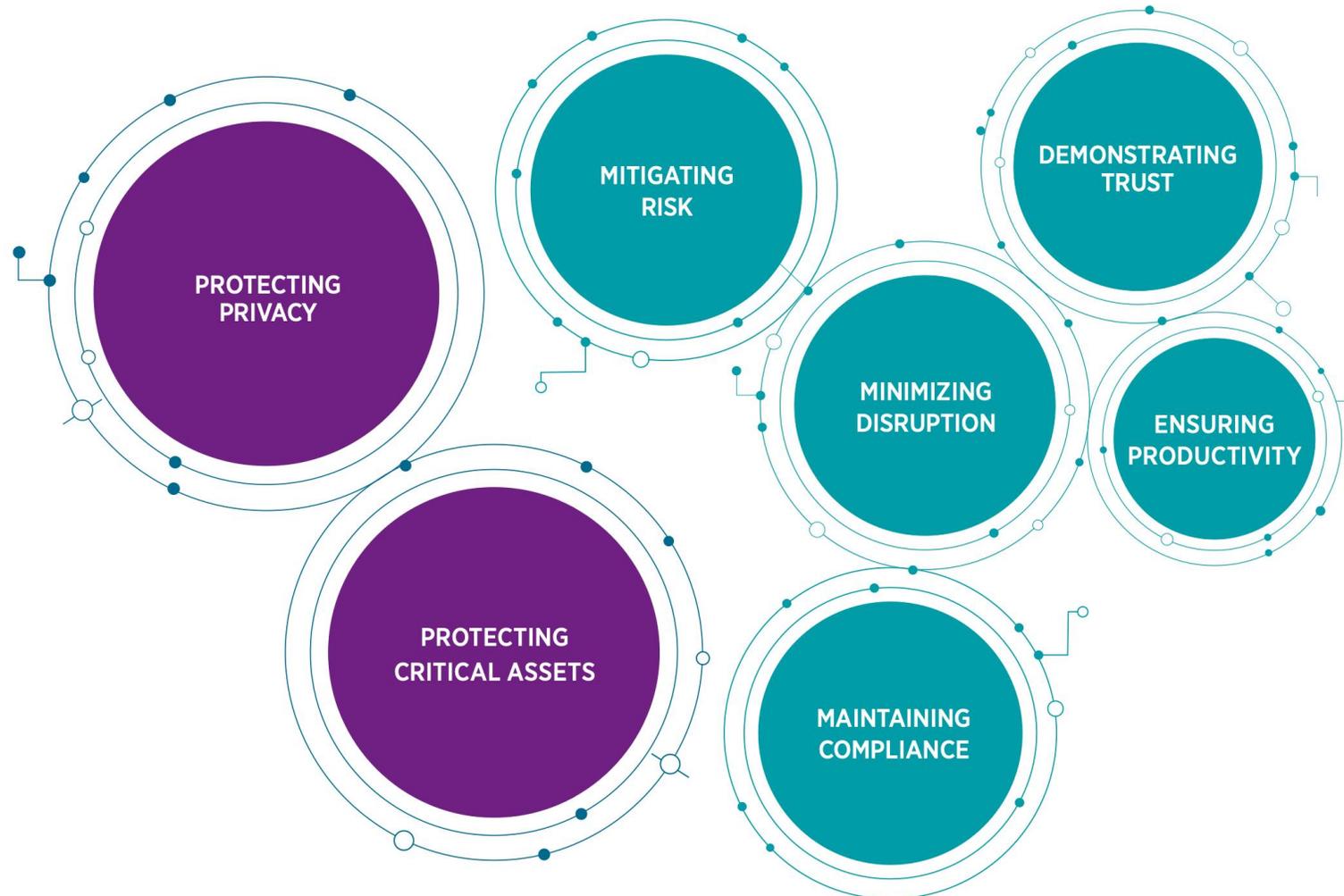
---

# State of Cybersecurity 2024 ANZ

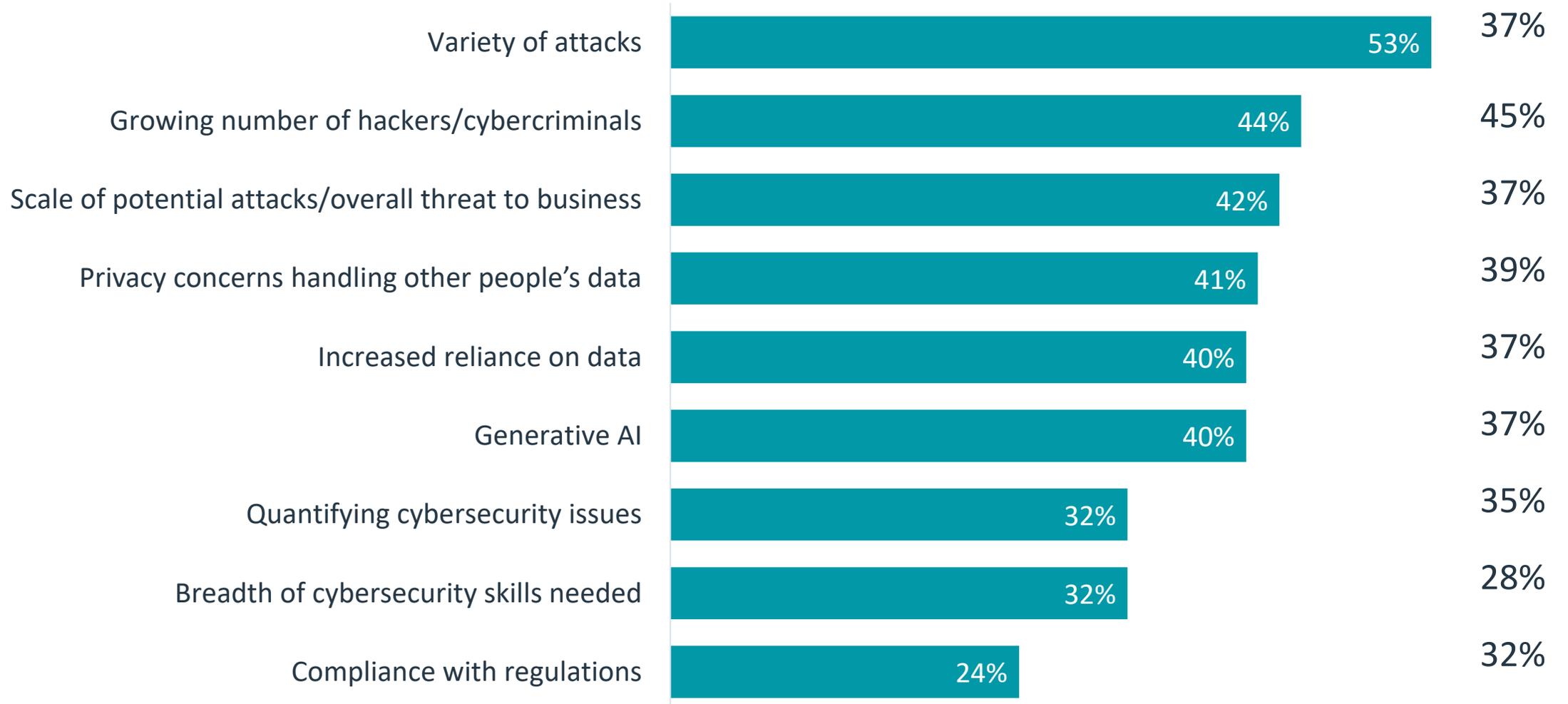


# Objectives for Cybersecurity

Aggregated priority of objectives across ASEAN, ANZ, Benelux, DACH, North America and UK/Ireland



# Many Issues Drive Cybersecurity Concerns

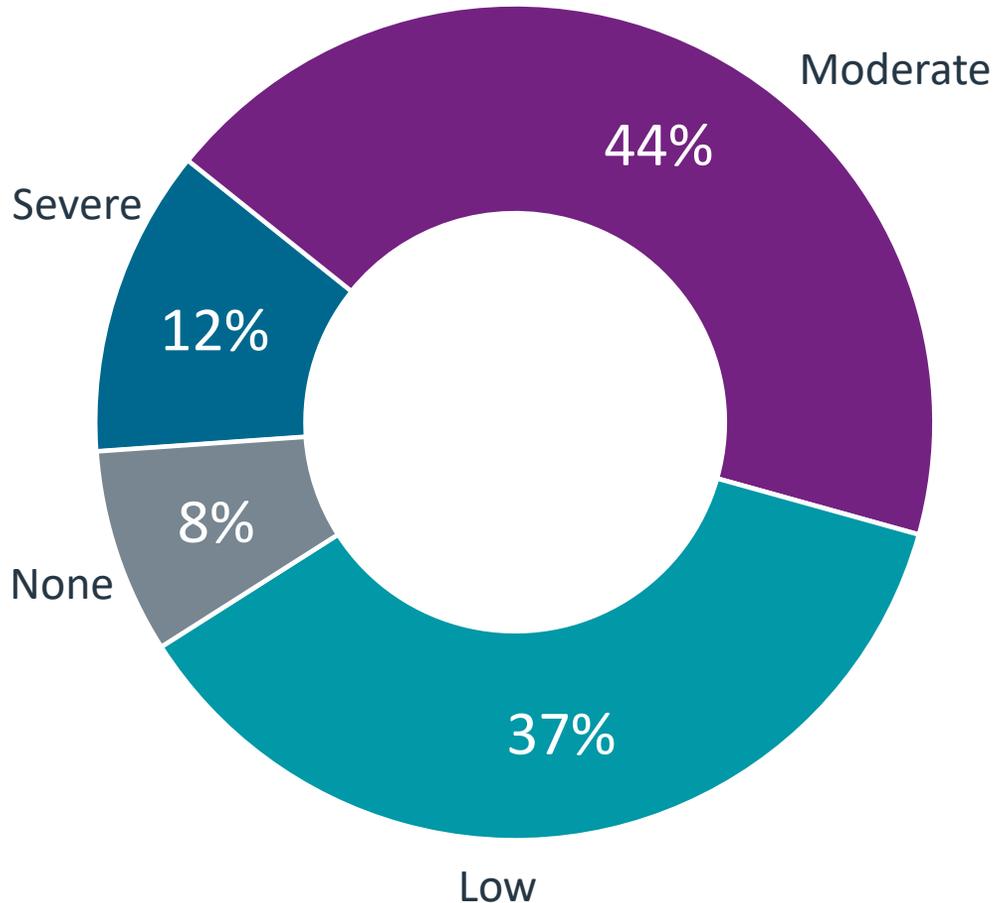


# Cybersecurity Changes In the Past Year



# Mitigating Cybersecurity Incidents in the Past Year

## Estimated Impact of Incidents

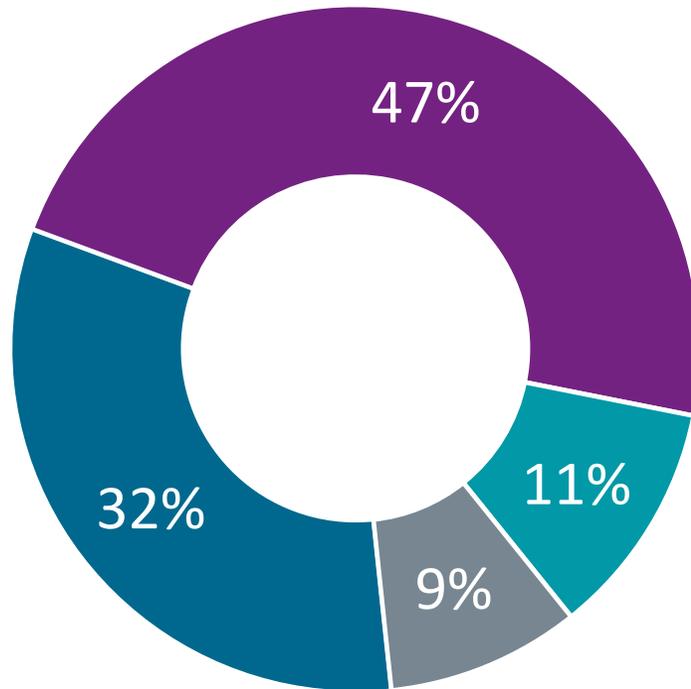


## Common Mitigation Steps

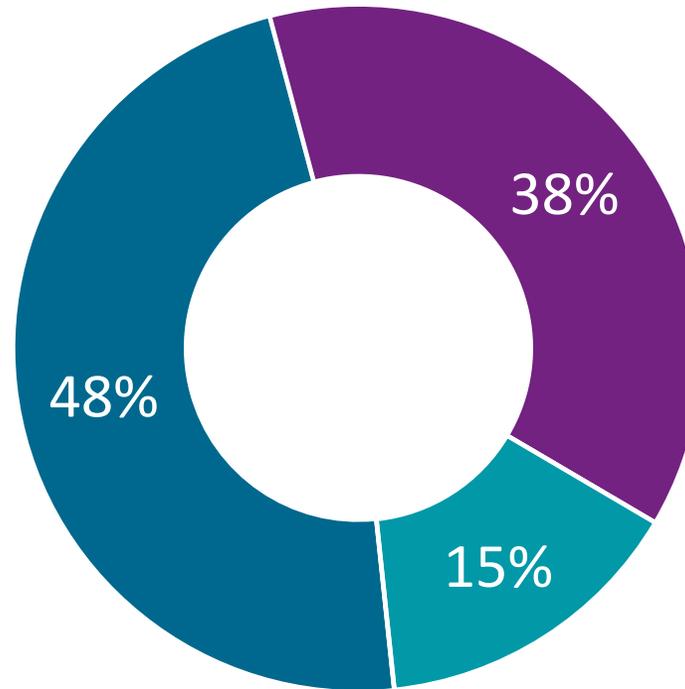
- 1 Technical staff working overtime
- 2 Technical staff diverted from routine
- 3 Purchase new software
- 4 Business staff prevented from workflow
- 5 Purchase new hardware
- 6 Outside specialist brought in
- 7 External communication plan

# Organizational Approaches to Risk Management

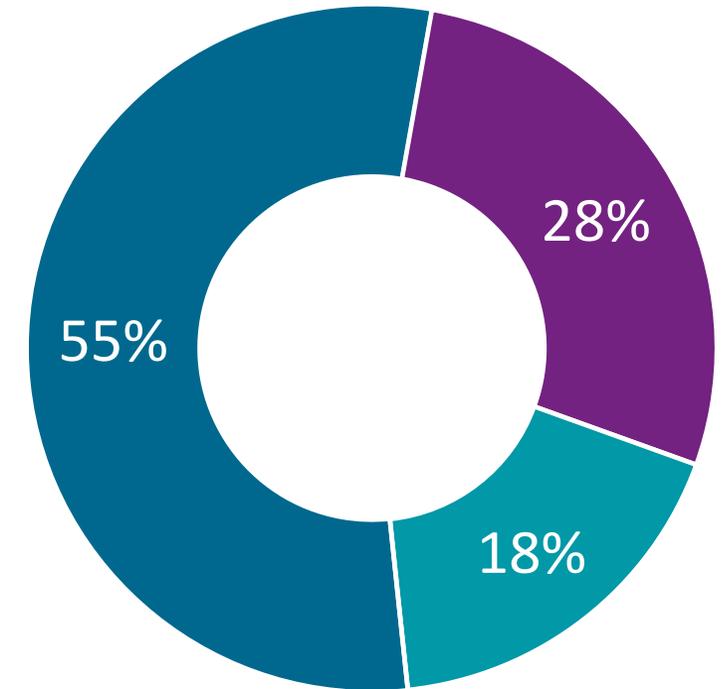
Small companies  
(<100 employees)



Medium companies  
(100-499 employees)



Large companies  
(500+ employees)



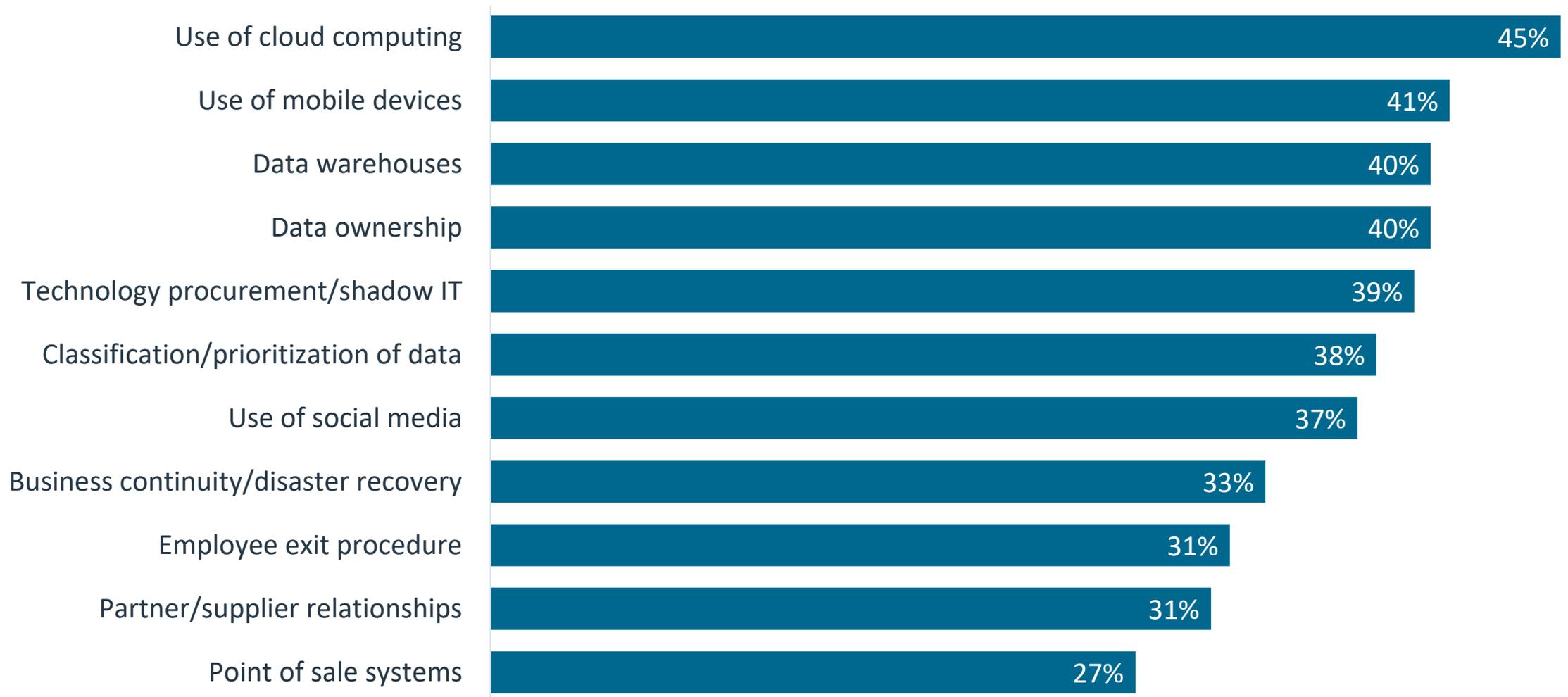
Assess risk with formal framework

Assess risk without formal framework

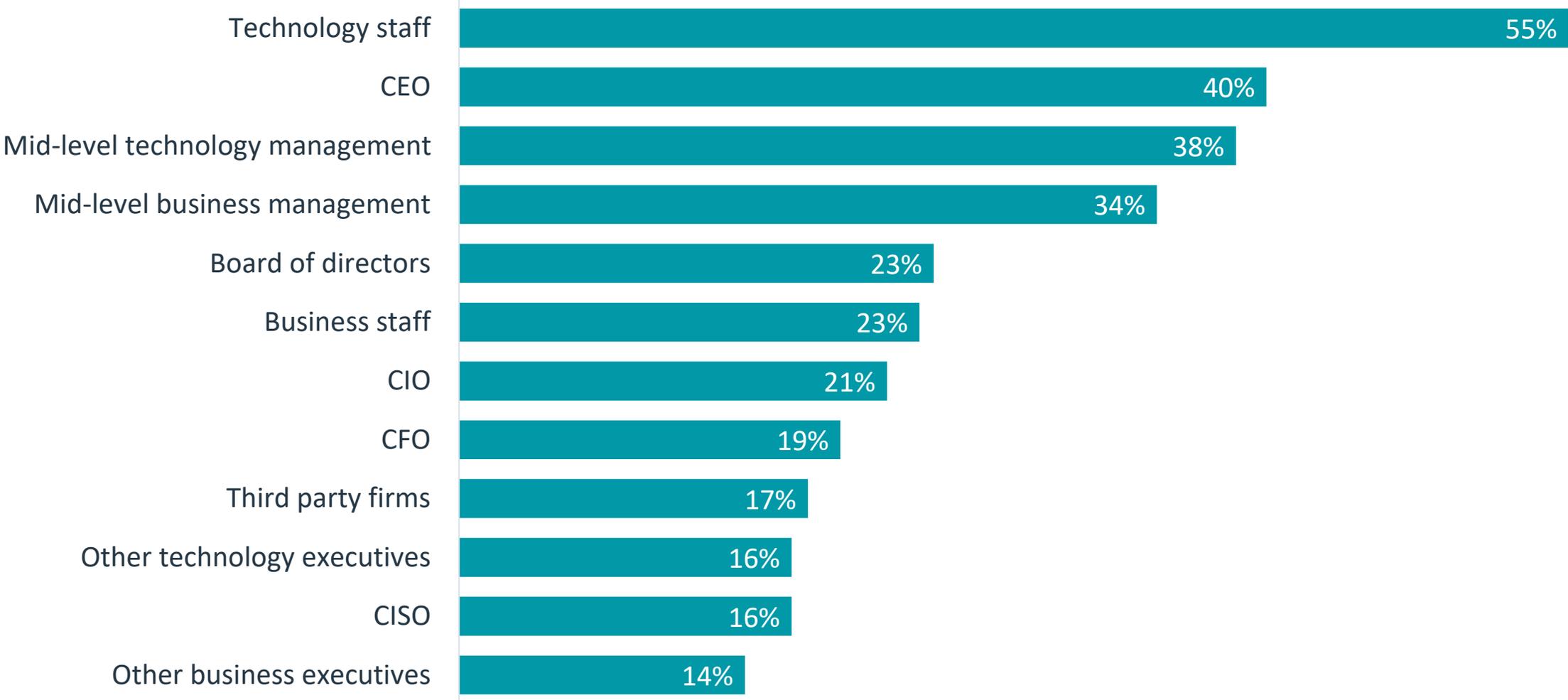
Discuss risk without full risk management

Little to no risk discussion

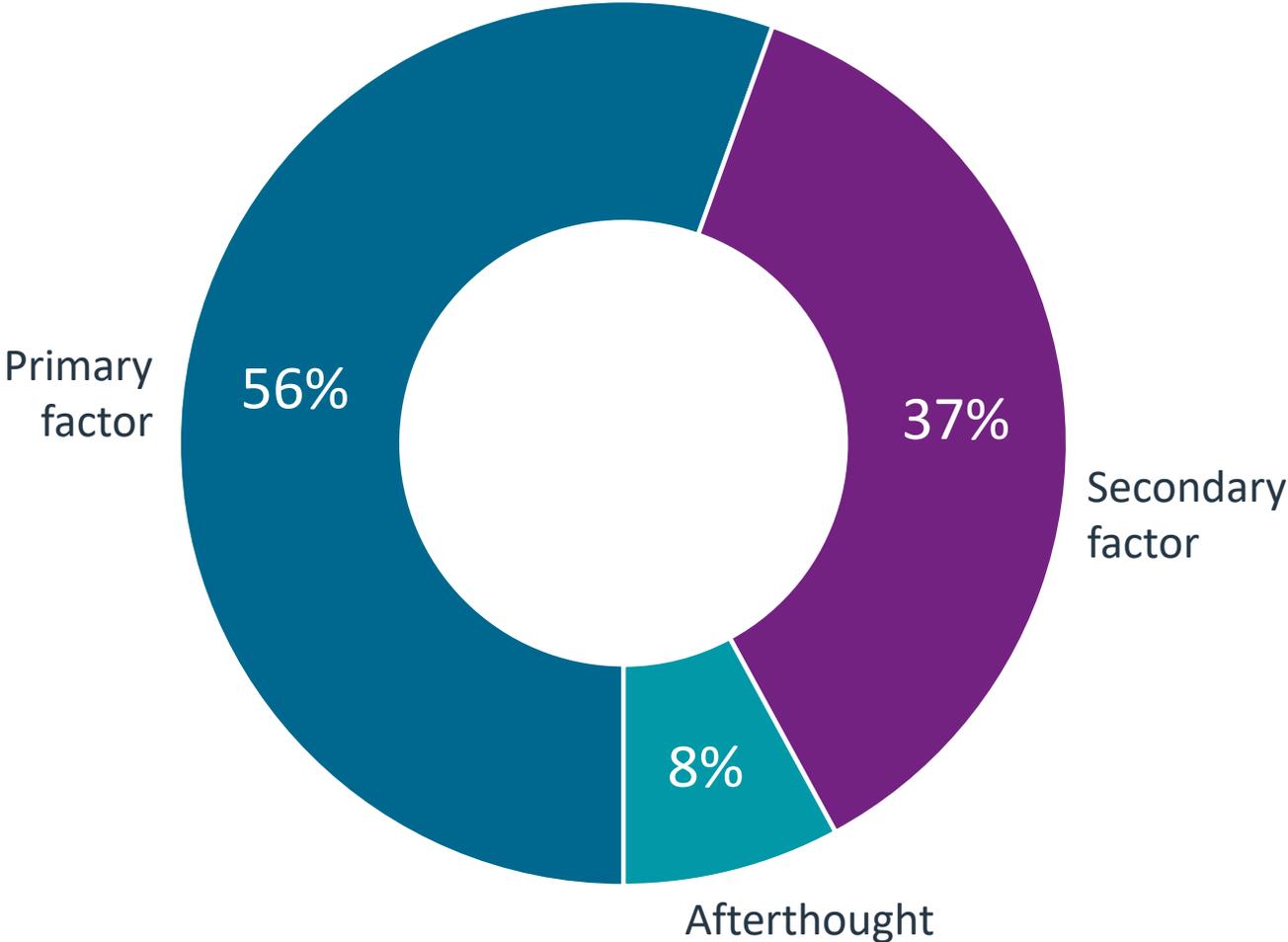
# Topics Included in Risk Analysis



# People Involved in Risk Management Discussions

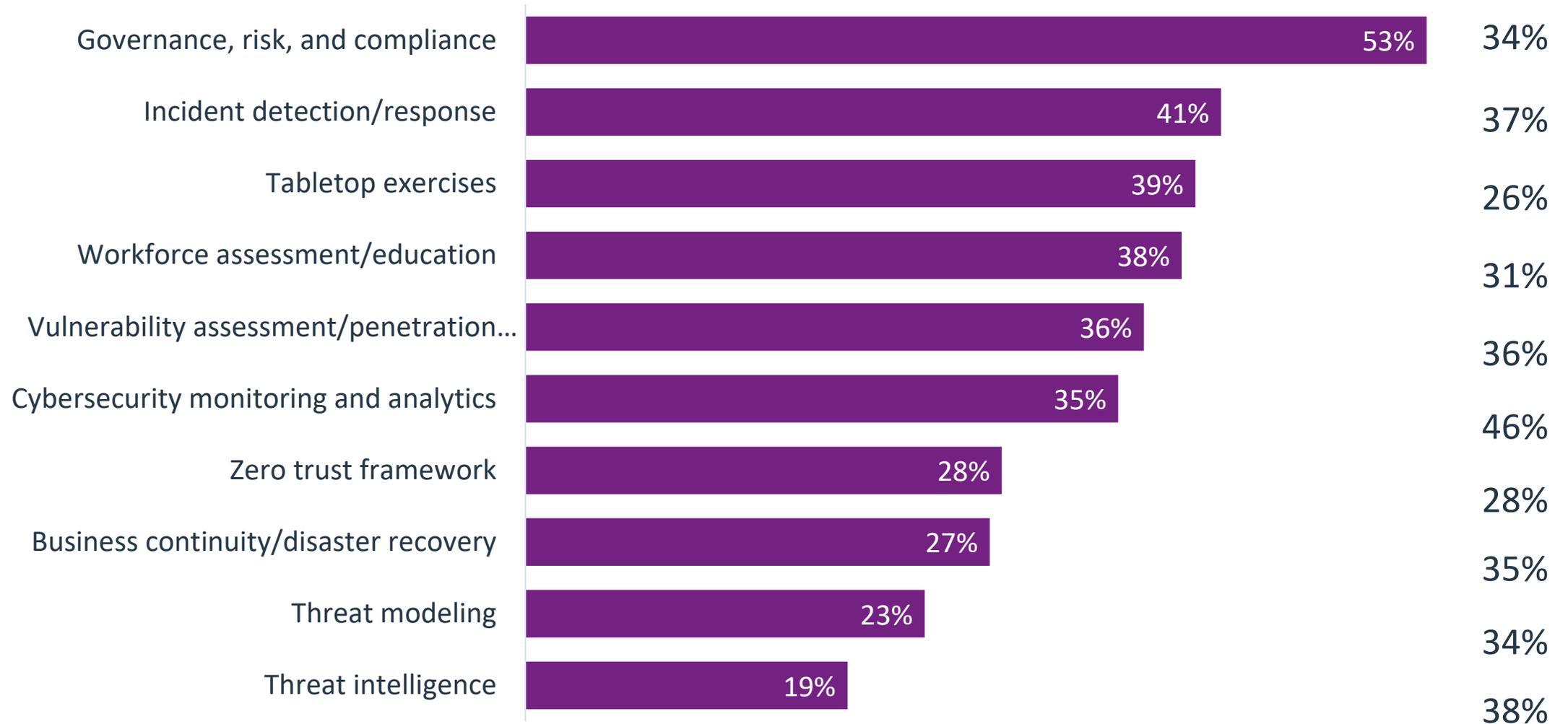


# The Role of Cybersecurity in Assessing Technology

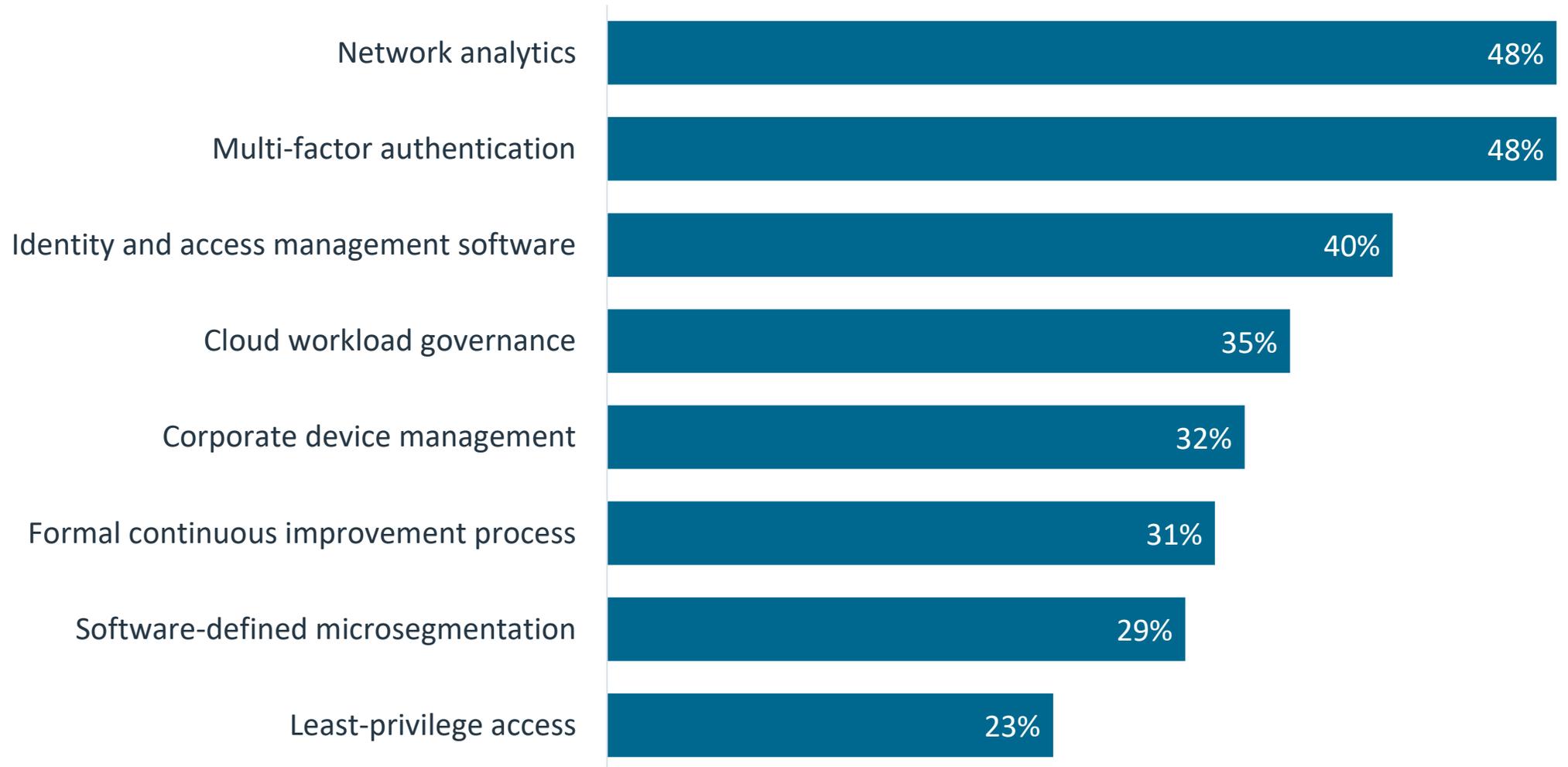


The interconnected nature of technology initiatives driving digital transformation creates an even greater demand for cybersecurity planning in early assessment

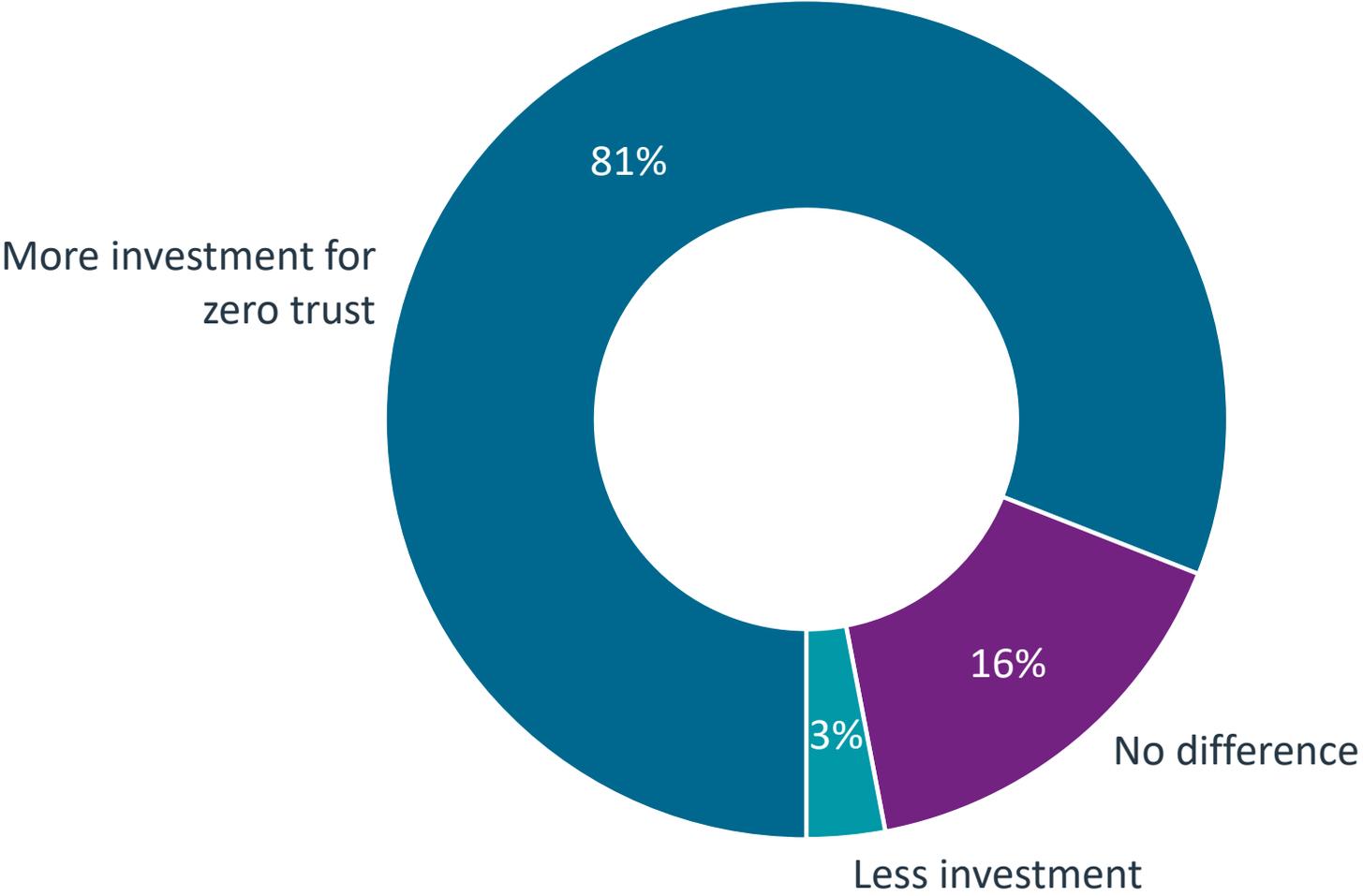
# Elements of Organizational Cybersecurity Strategy



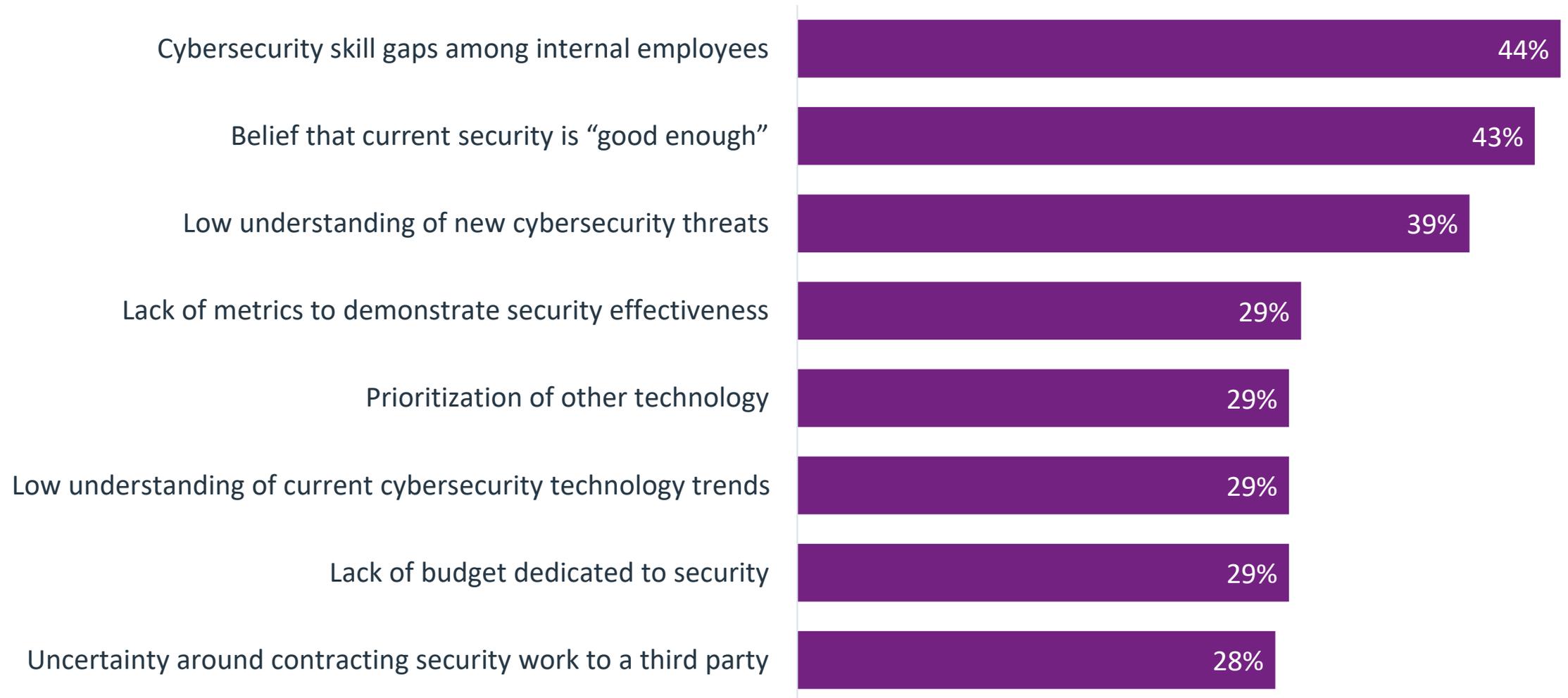
# Practices Included in Cybersecurity Strategy



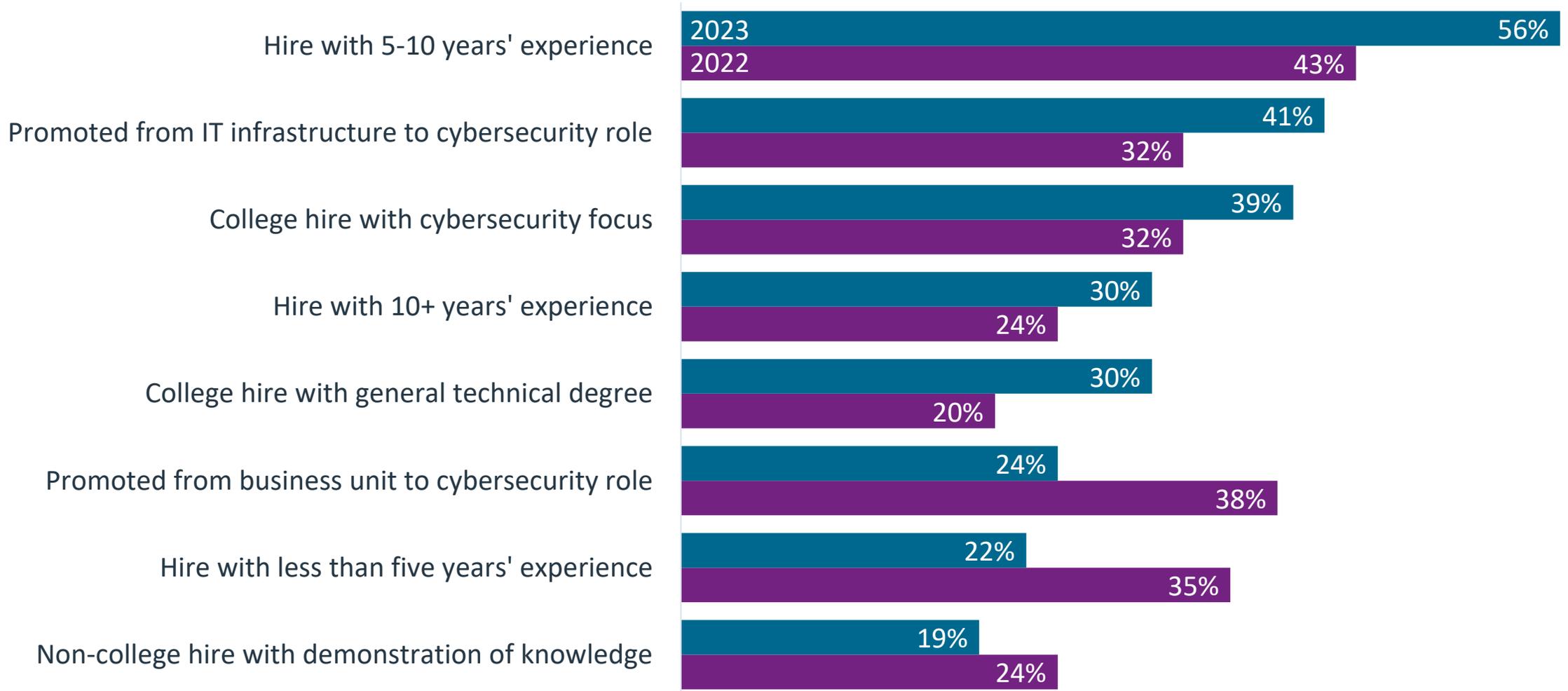
# Zero Trust Framework Investment vs Prior Cybersecurity Investment



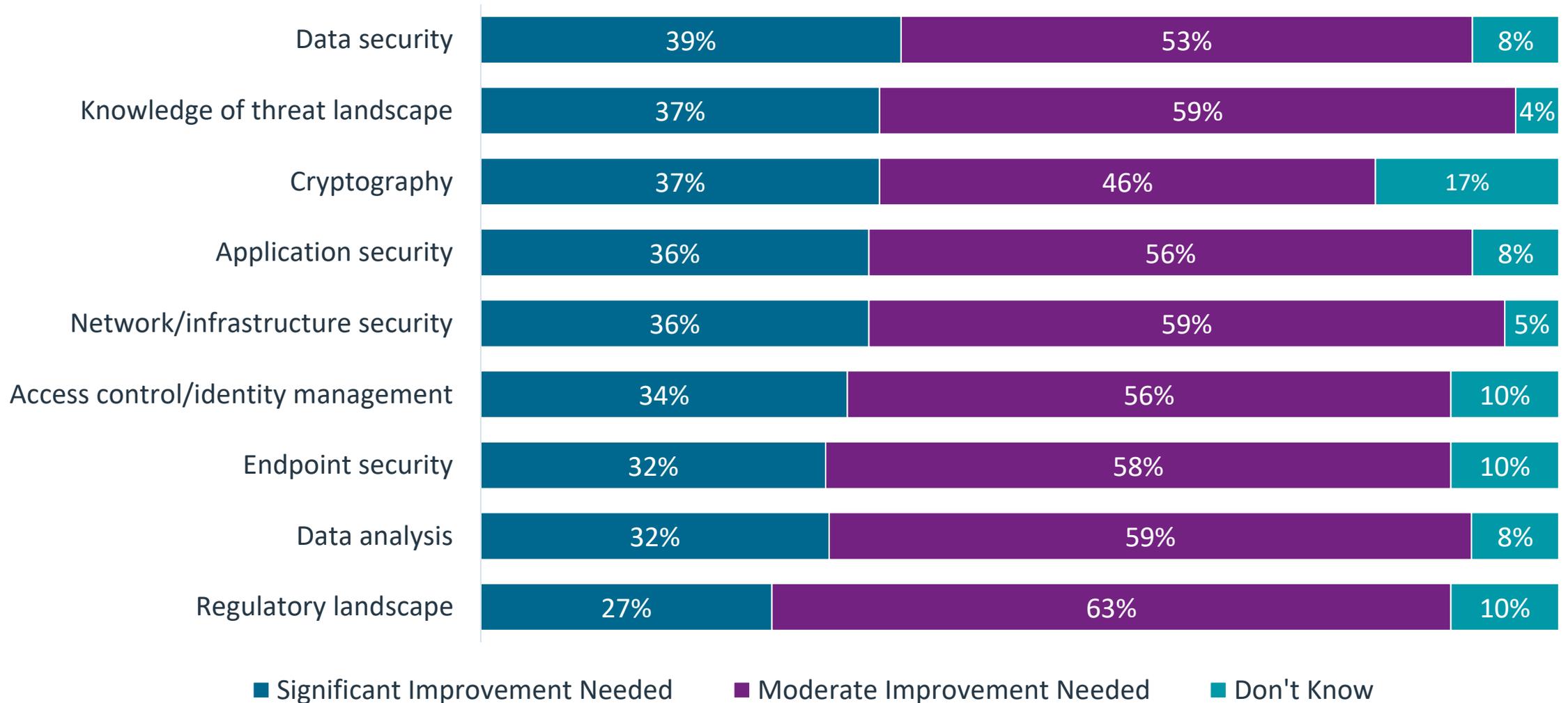
# Challenges to Cybersecurity Initiatives



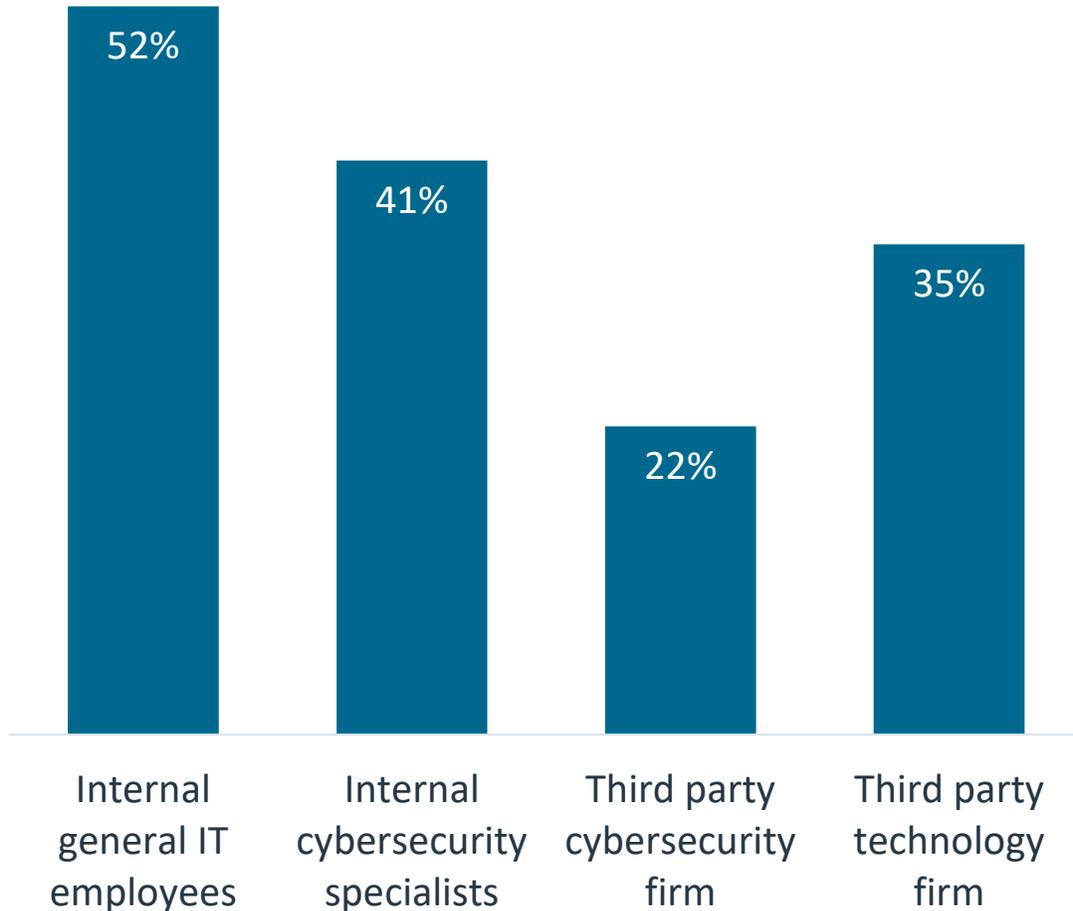
# Pathways for Dedicated Cybersecurity Personnel



# Areas of Improvement for Cybersecurity Personnel



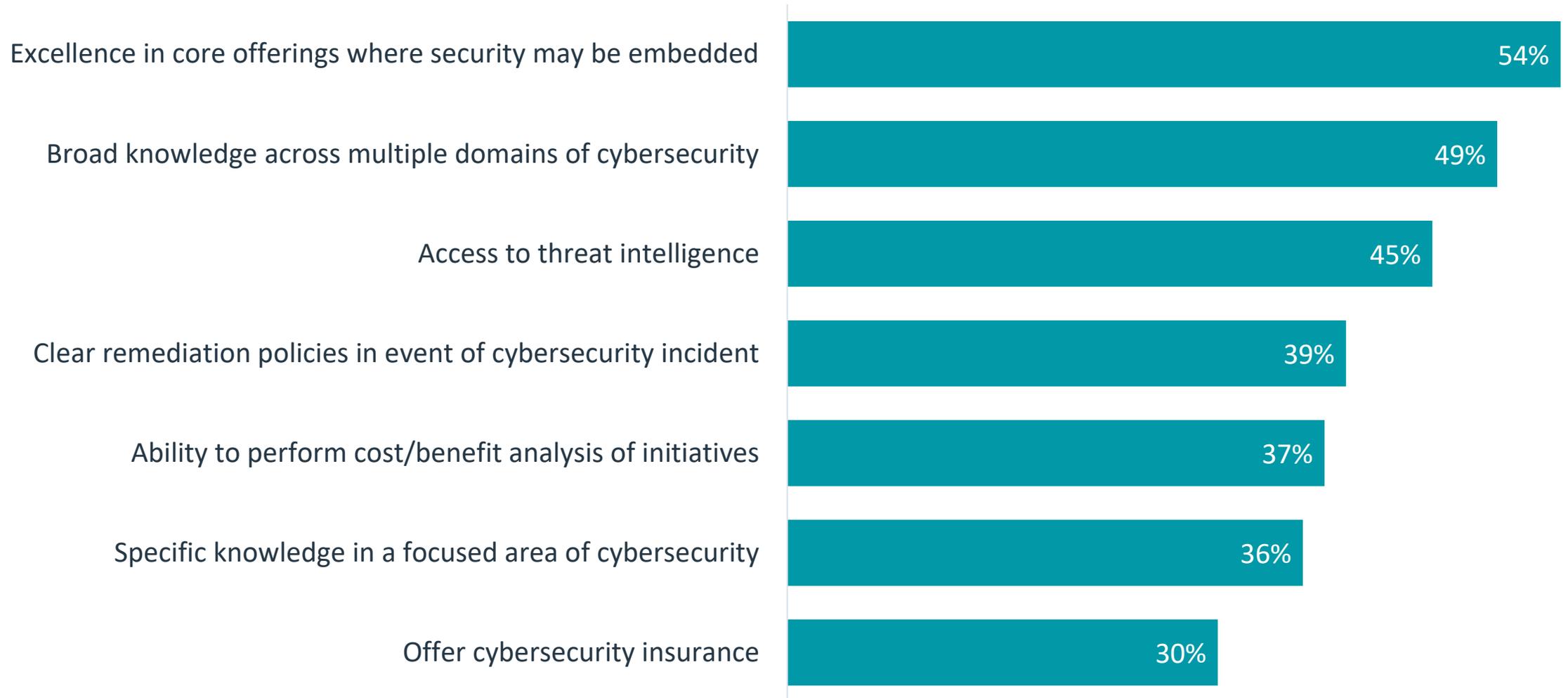
# Groups Involved in Cybersecurity Initiatives



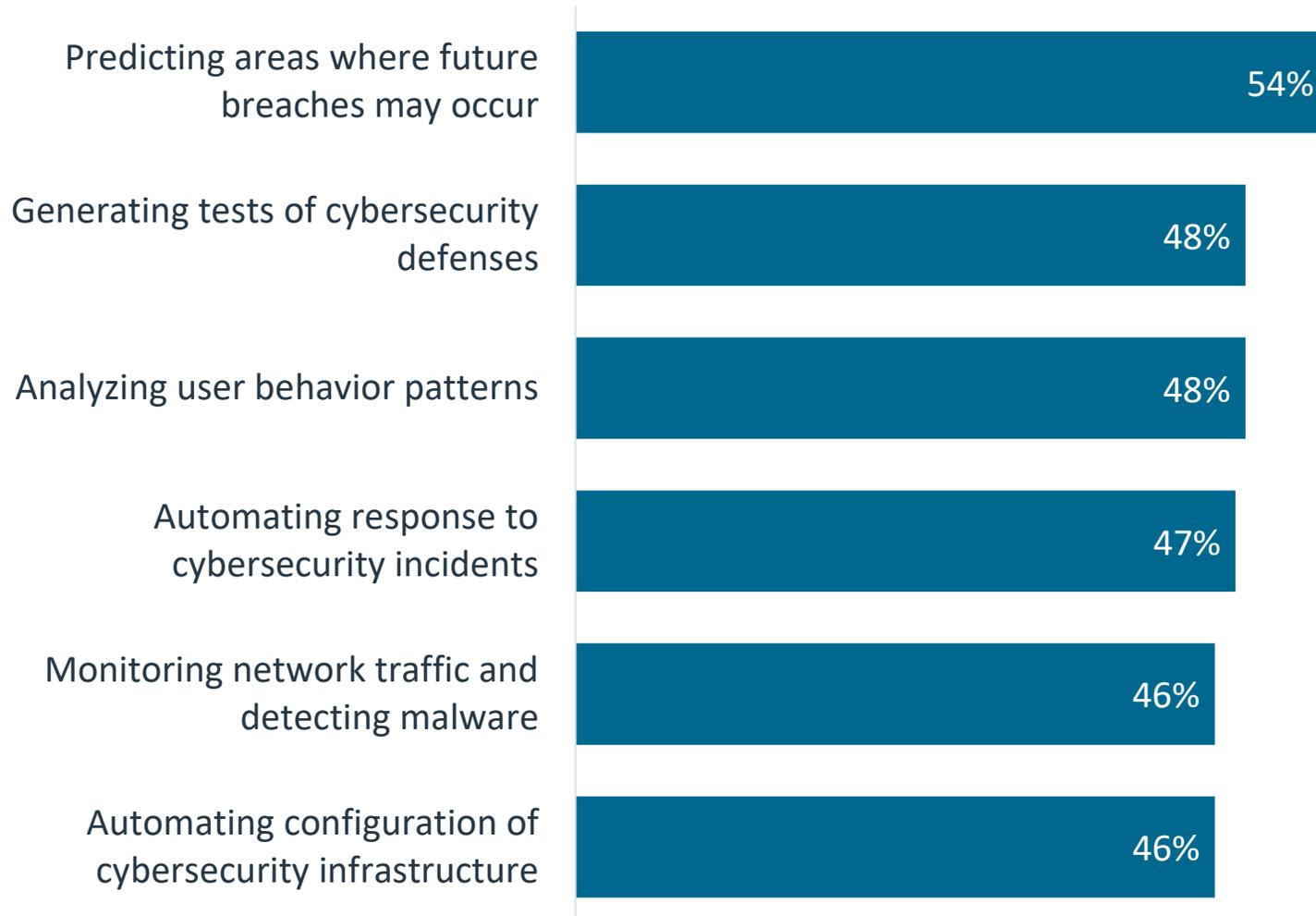
## Types of third parties used

- 1 Managed service provider with many core IT offerings
- 2 Managed service provider exclusively focused on cybersecurity
- 3 General security firm offering both cybersecurity and physical security
- 4 Cloud providers with security embedded into offerings
- 5 Firm providing technical business services

# Criteria Used in Selecting Third-Party Firms

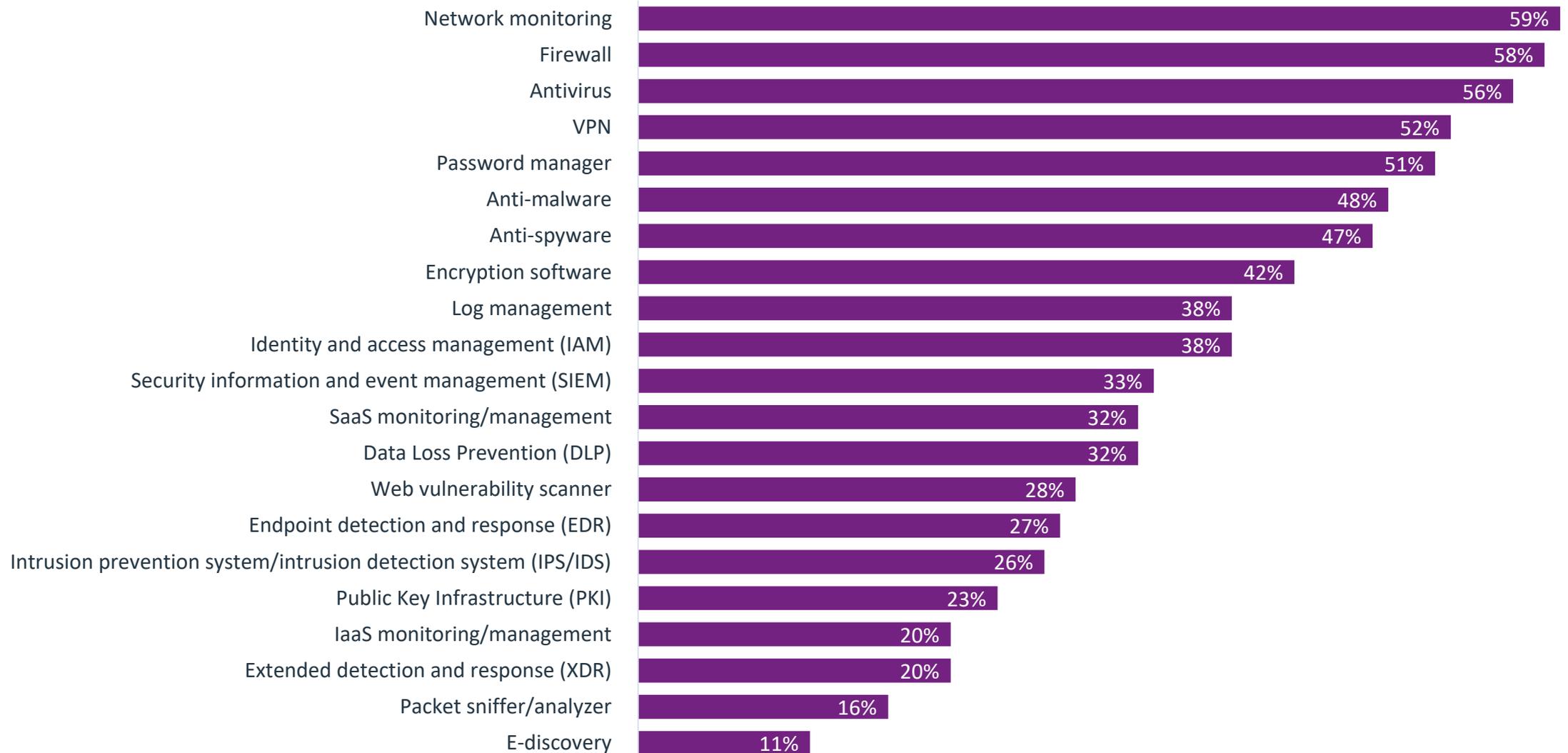


# Potential Uses of AI in Cybersecurity



43% of organizations surveyed view generative AI as a step forward in existing AI/ML practices. Another 43% say that generative AI is driving first-time exploration of AI adoption.

# Cybersecurity Products in Use



# Methodology

CompTIA's *State of Cybersecurity* study provides insights around key career cybersecurity trends.

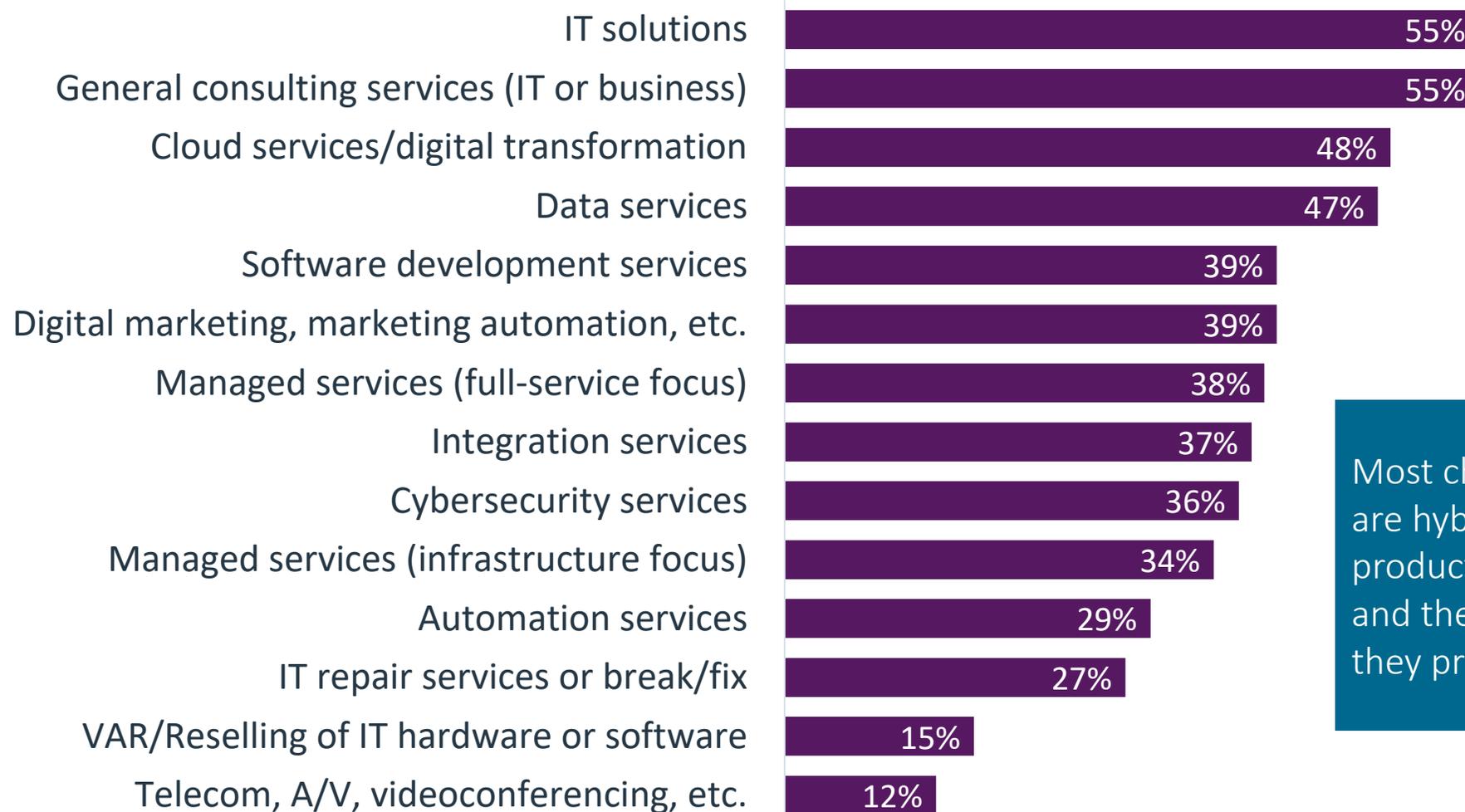
The quantitative study within the ANZ region consisted of an online survey fielded to IT professionals during July 2023. A total of 133 respondents participated in the survey, yielding an overall margin of sampling error at 95% confidence of +/- 8.7 percentage points. Sampling error is larger for subgroups of the data.

As with any survey, sampling error is only one source of possible error. While non-sampling error cannot be accurately calculated, precautionary steps were taken in all phases of the survey design, collection and processing of the data to minimize its influence.

CompTIA is responsible for all content and analysis. Any questions regarding the study should be directed to CompTIA Research and Market Intelligence staff at [research@comptia.org](mailto:research@comptia.org).

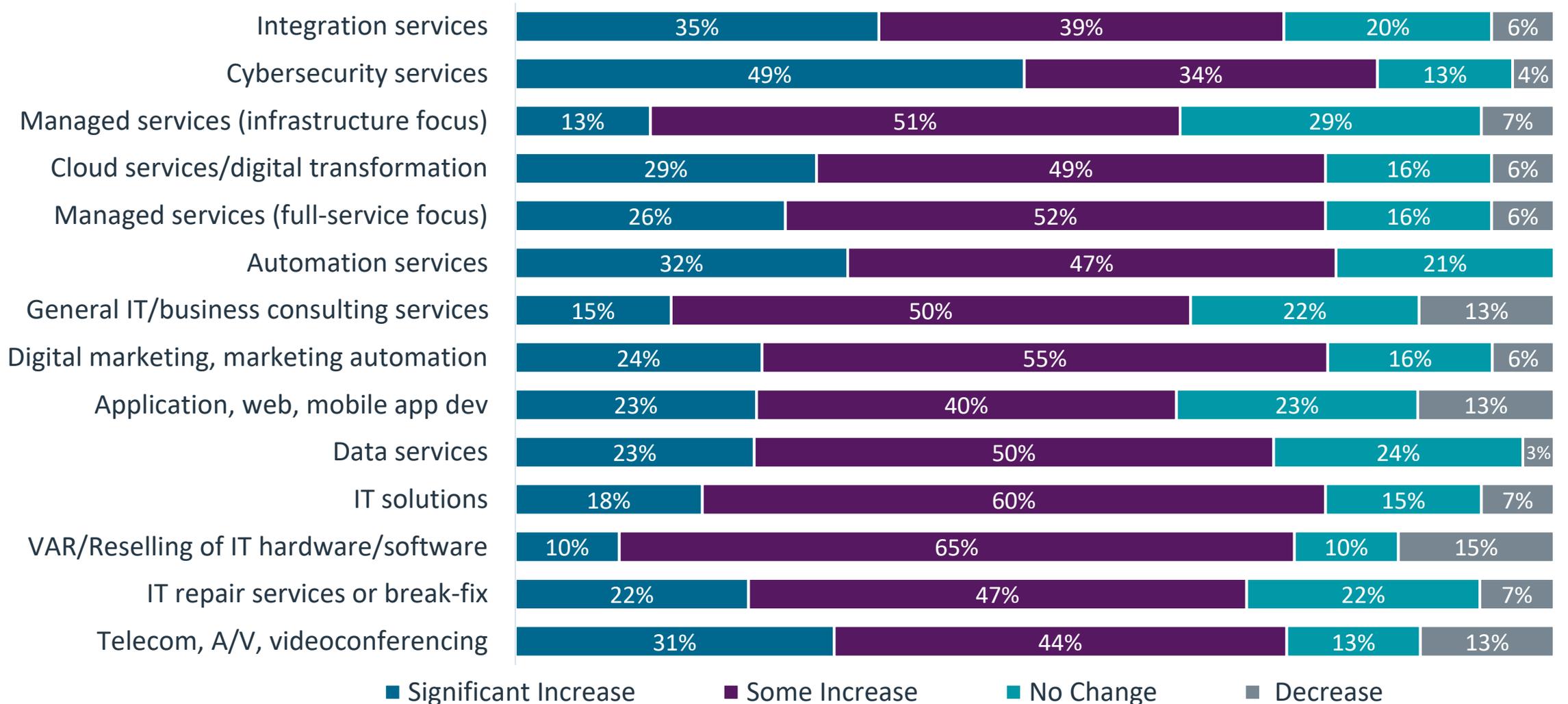
CompTIA is a member of the market research industry's Insights Association and adheres to its internationally respected Code of Standards and Ethics.

# Company Lines of Business Offered



Most channel firms today are hybrid in terms of their product category offerings and the types of services they provide to customers.

# Revenue Growth Expected Over Next Two Years



# Adelaide Agenda

TIME	TOPIC
09:15 – 09:45 AM	<b>Welcome &amp; Introduction</b> MJ Shoer, Chief Community Officer, CompTIA
09:45 – 10:00 AM	<b>Privacy Act Changes Impacting Your Business</b> David Norris, Managing Director, Nortec IT, Dean Calvert, Founder, Calvert Technologies
10:00 – 10:30 AM	<b>State of Cybersecurity.</b> David Norris, Managing Director, Nortec IT
<b>10:30 – 11:00 AM</b>	<b>MORNING TEA &amp; NETWORKING BREAK</b>
11:00 – 11:30 AM	<b>Securing Active Directory: KRBTGT Resets After Credential Theft.</b> Samuel Freeman, Senior Investigator DFIR, CyberCX
11:30 AM – 12:30 PM	<b>Risk Management for your business. Part 1.</b> Wayne Selk, VP Cybersecurity Programs, CompTIA
<b>12:30 – 12:35 PM</b>	<b>QUICK BREAK</b>
12:35 – 1:00 PM	<b>State of the Channel, with ANZ Perspectives.</b> Maria Armstrong, Manager of Academy APAC, Pax8
<b>1:00 – 2:00 PM</b>	<b>LUNCH &amp; NETWORKING</b>



WE ARE THE  
**CompTIA**<sup>®</sup>  
Community

10:30 – 11:00 AM

MORNING TEA & NETWORKING



# Adelaide Agenda

TIME	TOPIC
09:15 – 09:45 AM	<b>Welcome &amp; Introduction</b> MJ Shoer, Chief Community Officer, CompTIA
09:45 – 10:00 AM	<b>Privacy Act Changes Impacting Your Business</b> David Norris, Managing Director, Nortec IT, Dean Calvert, Founder, Calvert Technologies
10:00 – 10:30 AM	<b>State of Cybersecurity.</b> David Norris, Managing Director, Nortec IT
<b>10:30 – 11:00 AM</b>	<b>MORNING TEA &amp; NETWORKING BREAK</b>
11:00 – 11:30 AM	<b>Securing Active Directory: KRBTGT Resets After Credential Theft.</b> Samuel Freeman, Senior Investigator DFIR, CyberCX
11:30 AM – 12:30 PM	<b>Risk Management for your business. Part 1.</b> Wayne Selk, VP Cybersecurity Programs, CompTIA
<b>12:30 – 12:35 PM</b>	<b>QUICK BREAK</b>
12:35 – 1:00 PM	<b>State of the Channel, with ANZ Perspectives.</b> Maria Armstrong, Manager of Academy APAC, Pax8
<b>1:00 – 2:00 PM</b>	<b>LUNCH &amp; NETWORKING</b>



WE ARE THE  
**CompTIA**<sup>®</sup>  
Community

11:00 - 11:15 AM



## SECURING ACTIVE DIRECTORY AFTER CREDENTIAL THEFT

Samuel Freeman, Senior Investigator DFIR, CyberCX

# SECURING Active DIRECTORY

KRBTGT RESETS AFTER CREDENTIAL THEFT



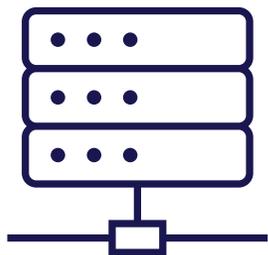
10 Years in Systems Administration and Cyber at the RAAF

6 Months in Digital Forensics at the AFP

3 Years in Full Time DFIR at CyberCX

GCFA, GNFA, GDAT, GCFR

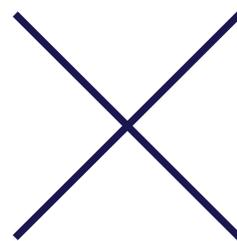




Intro to Active Directory



Credential Theft Attacks



Eradication



Lessons Learned in the Field

# Intro to Active Directory



Active Directory is a service developed by Microsoft for Windows Server, which provides authentication for Users and Computers

Key Terms:

- Domain – A logical structure of containers and objects including users and computers
- Domain Controller (**DC**) - A server running the Active Directory Domain Services role
- Replication – The process for replicating the changes made to objects between domain controllers
- Kerberos – The protocol used by Active Directory to authenticate users and computers
- Trust – A trusted link between one or more domains in Active Directory
- KRBTGT – Kerberos Ticket Granting Ticket
- Password Hash – A transformed or encrypted transformation of a password

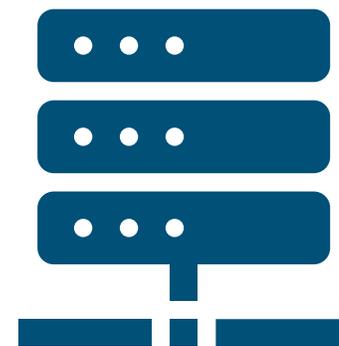


User

Hello, I would like a **Ticket Granting Ticket (TGT)**, here is my username and encrypted hashed password

Sure, that password hash matches my copy, and looks to be an authentic request.

Here is a **TGT**, which expires in **10 hours**. I've encrypted this with the **KRBTGT Accounts Password Hash**, So only I can read this ticket and validate its real.



Domain Controller (DC)

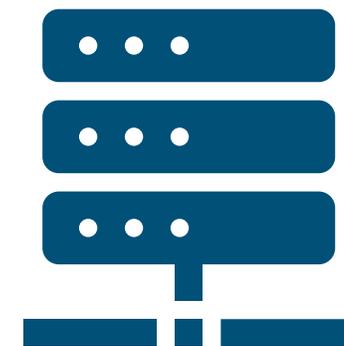


User

Thanks, I'd like to access the SQL server over there, can you please give me a **service ticket**? Here is my encrypted **TGT**.

I've decrypted that TGT using my KRBTGT Account Password hash which only I know.

I know that SQL Server, so here is a service ticket, which I've encrypted with the SQL servers encrypted hashed password. Send them a copy of this ticket, and they'll be able to validate it with Computer accounts password. This is valid for **10 hours**, so come back to me if you need



Domain Controller (DC)

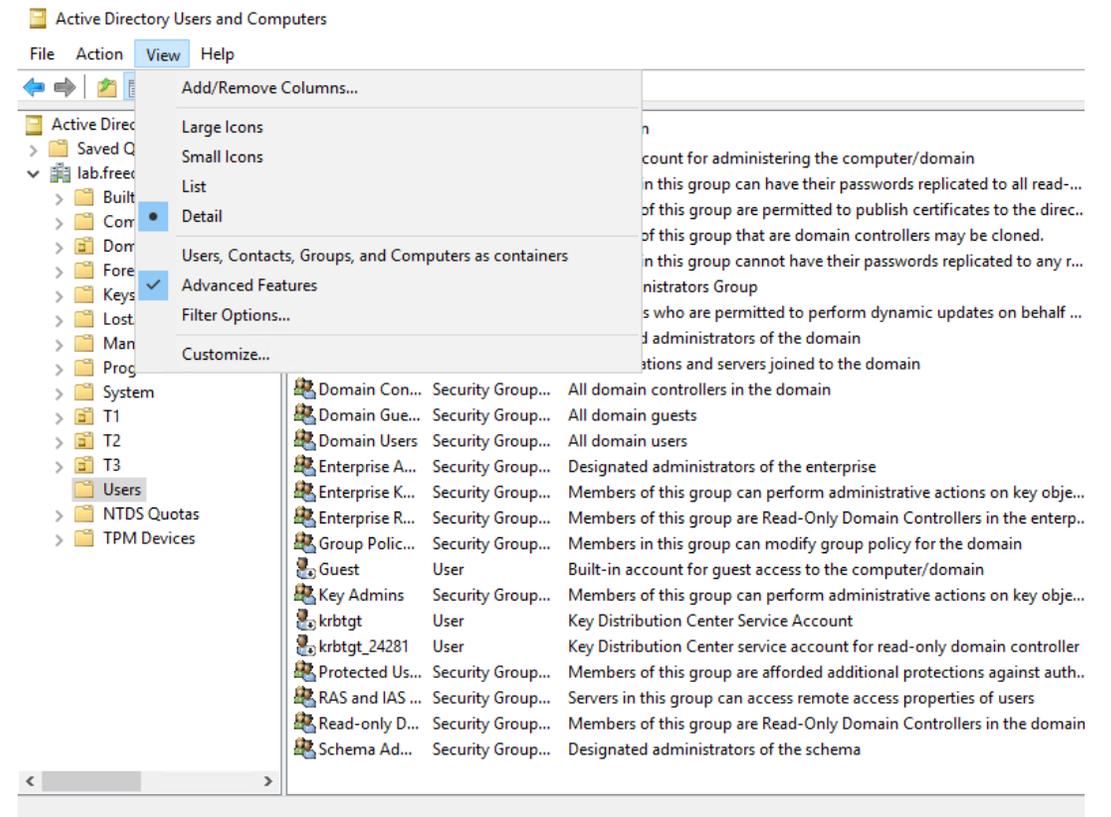
As seen in the previous example, this account is used to encrypt all the TGT's in Active Directory.

It contains **Two** password hashes, including

- The currently password
- The previously set password

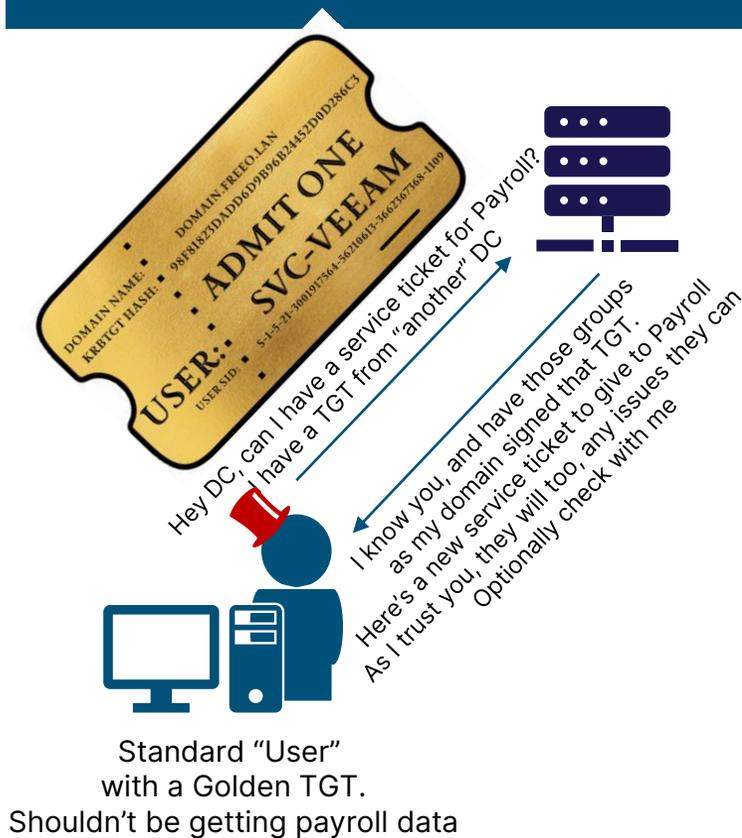
It is stored under domain users, and is visible using the advanced features of the Active Directory Management Console

If you're domain uses Read only Domain Controllers, you will have additional KRBTGT Accounts with *krbtgt\_<number>*



# Credential Theft Attacks

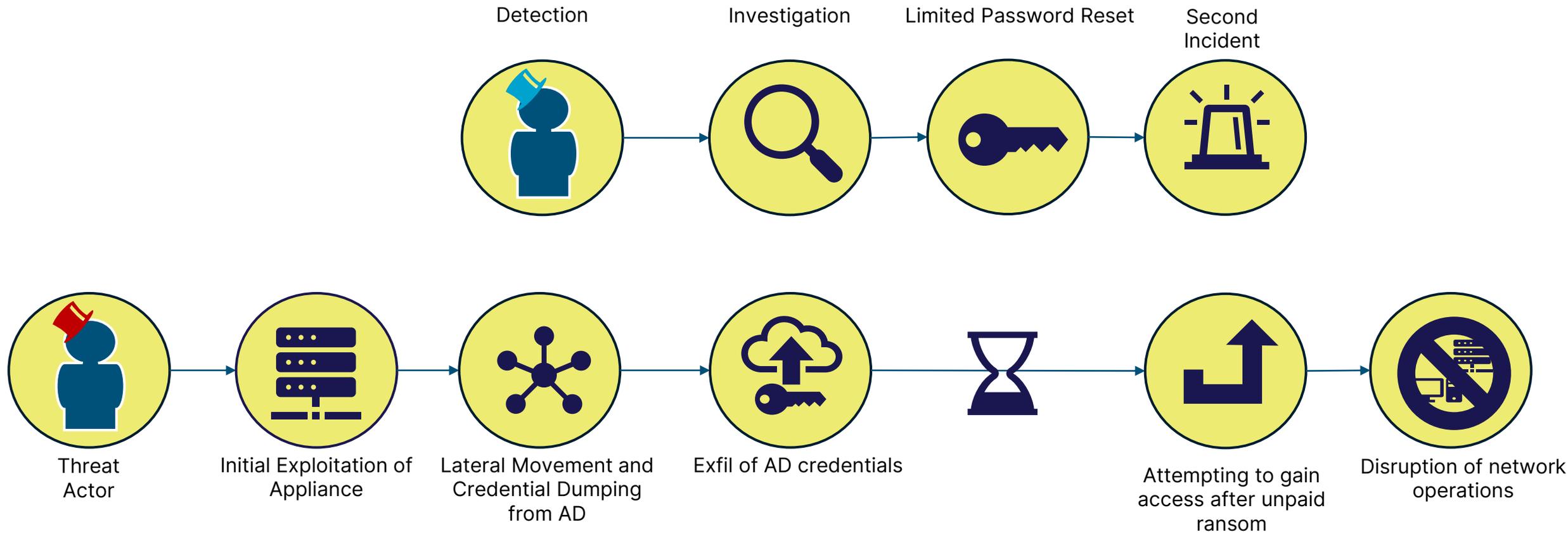




If a Threat Actor (TA) gains domain admin rights, they can get a copy of the hashes of the KRBTGT Account.

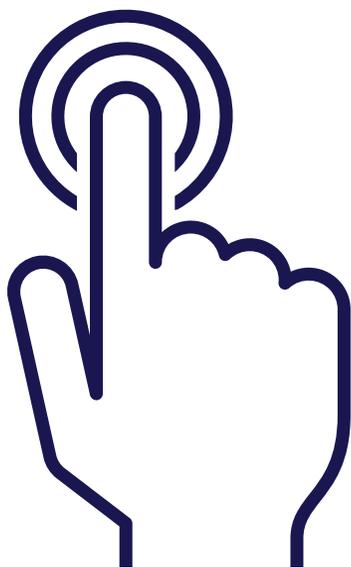
Enables the TA to impersonate *any* user when presented to the DC as its "signed" with the KRBTGT account password, (like a Certificate Authority)

Does not expire until KRBTGT is double reset

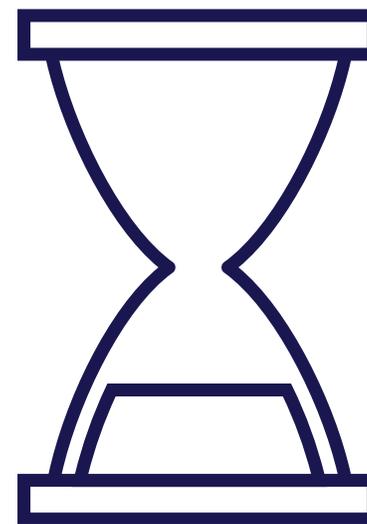


**Eradication**

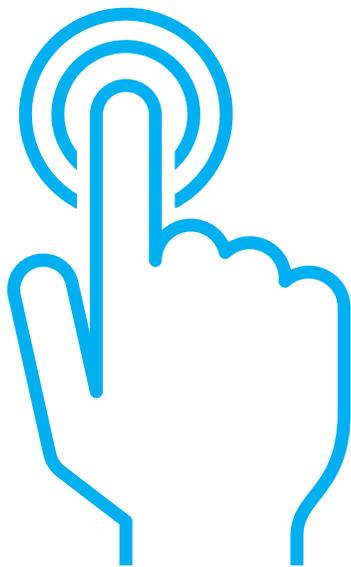




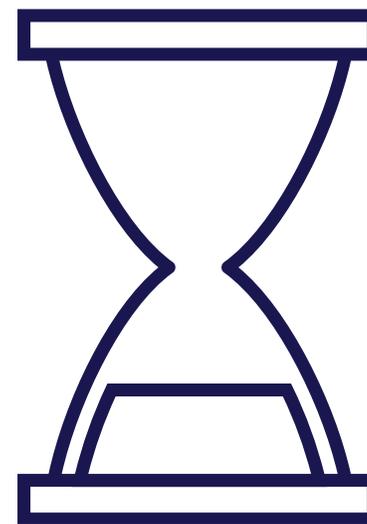
Reset and Reset again



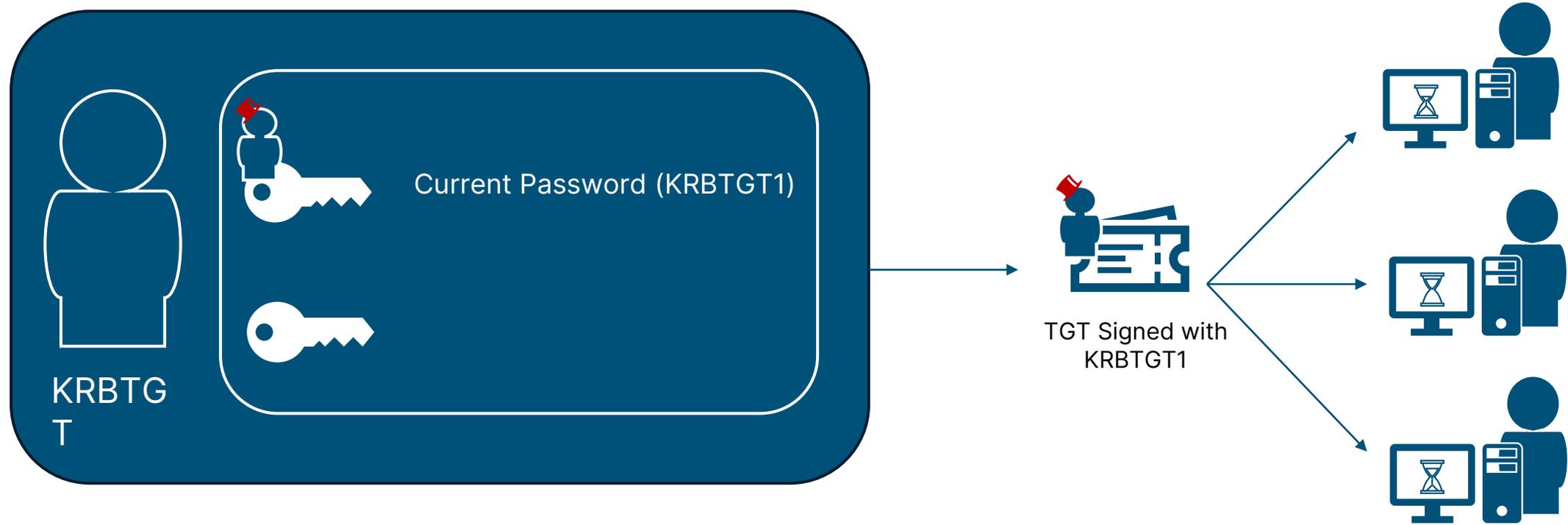
Reset and Wait

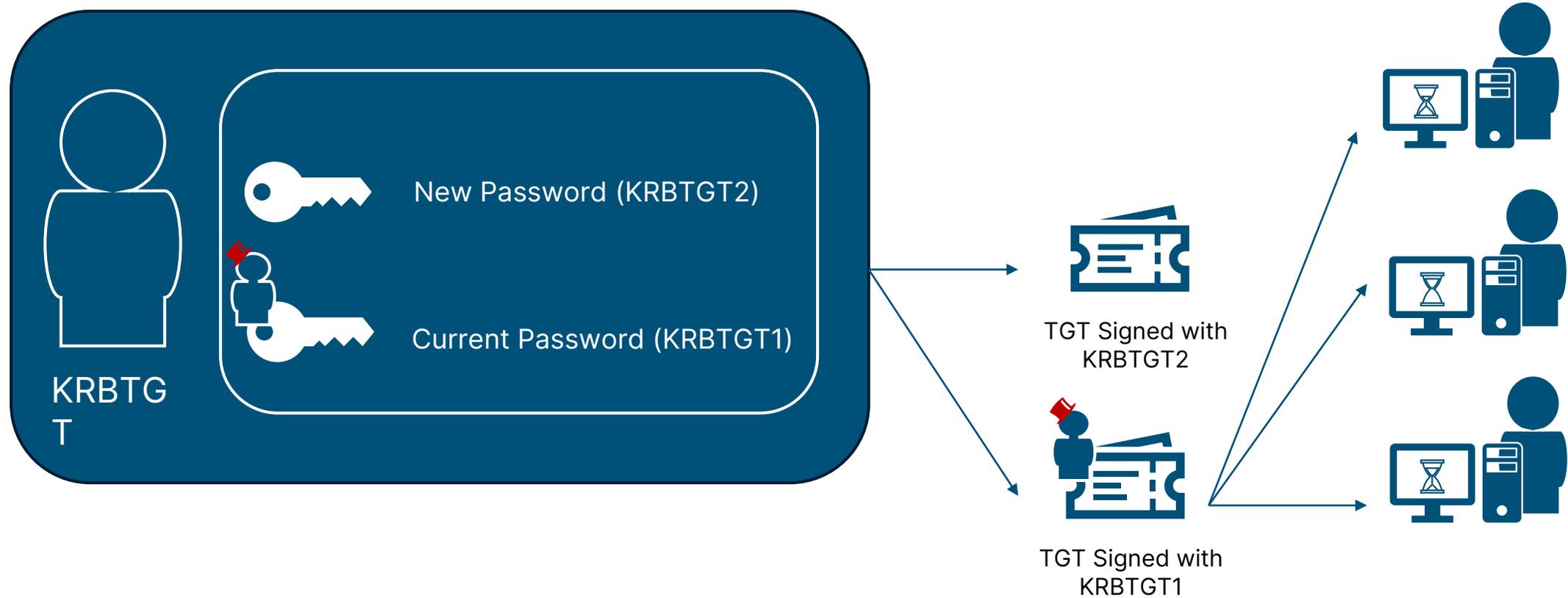


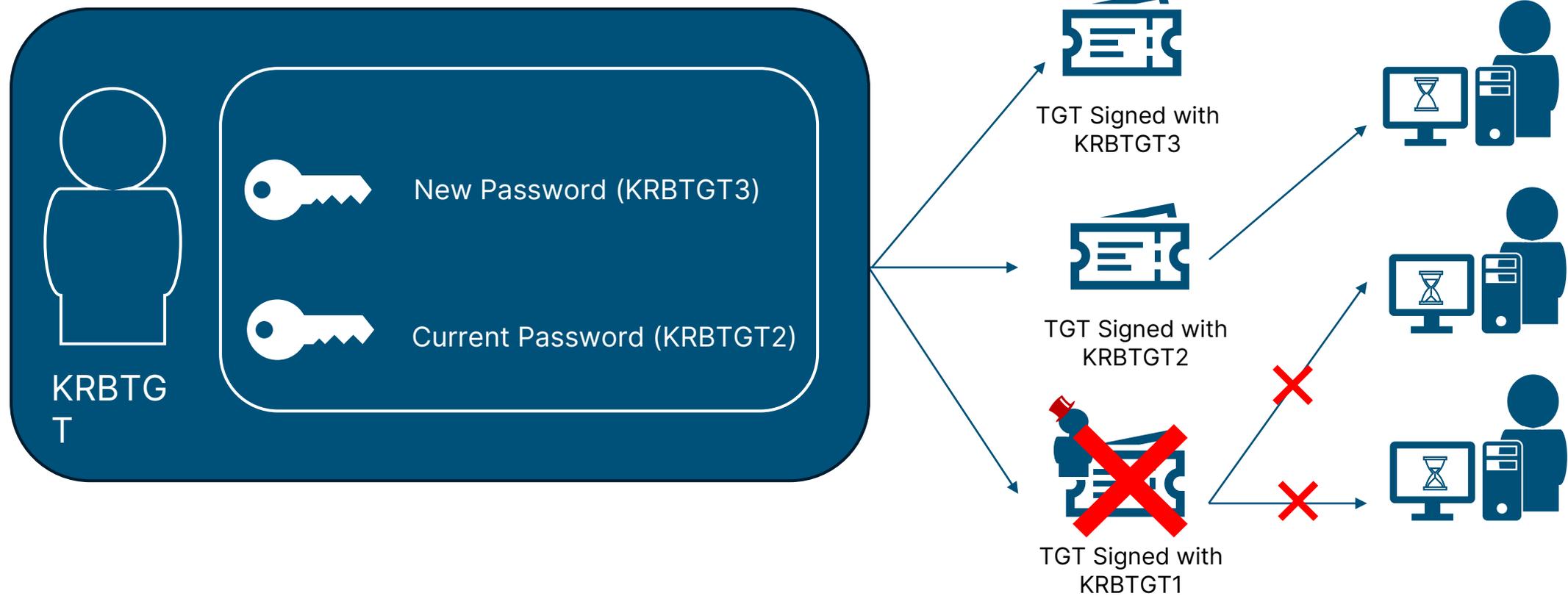
Reset and Reset again



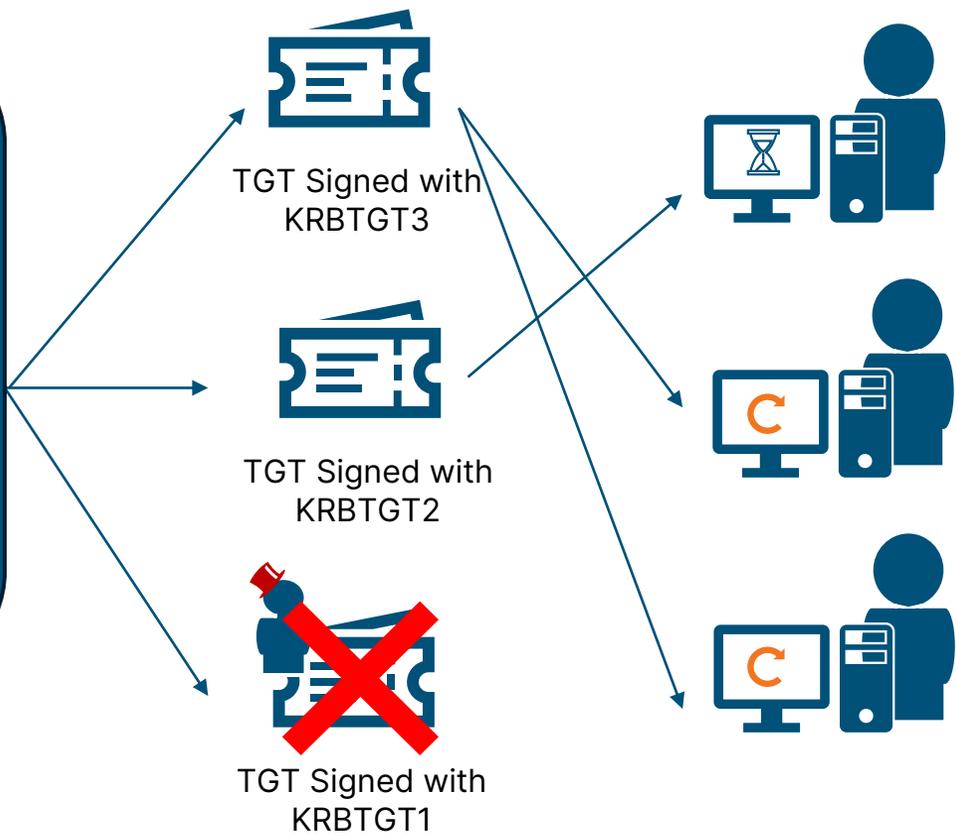
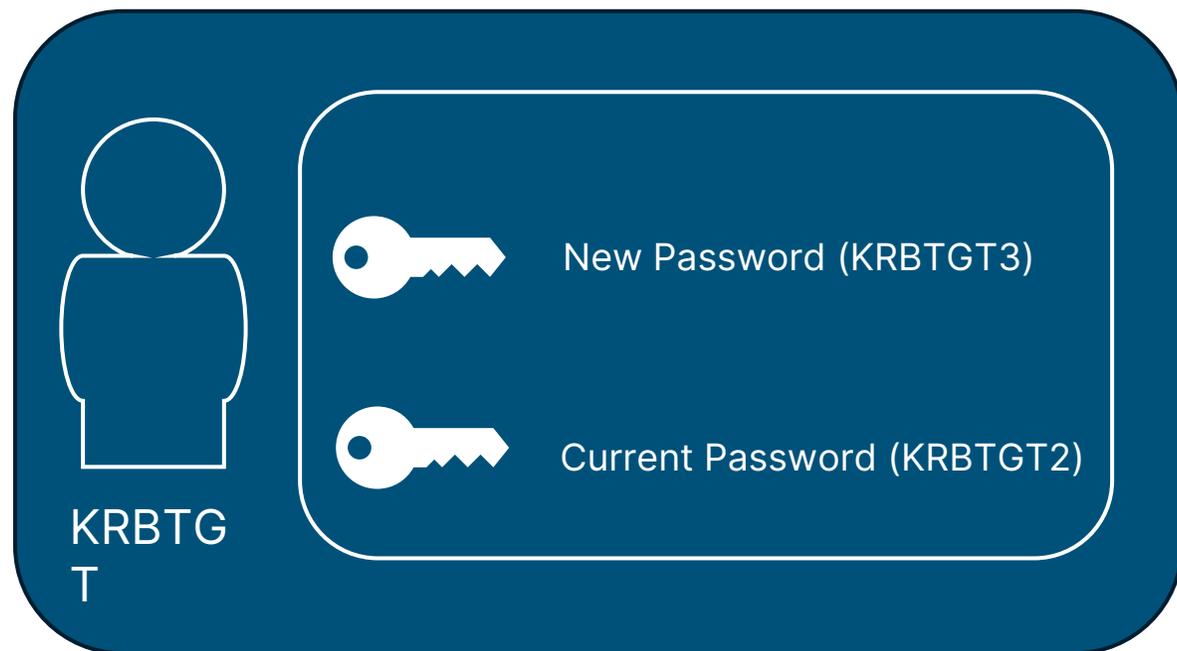
Reset and Wait



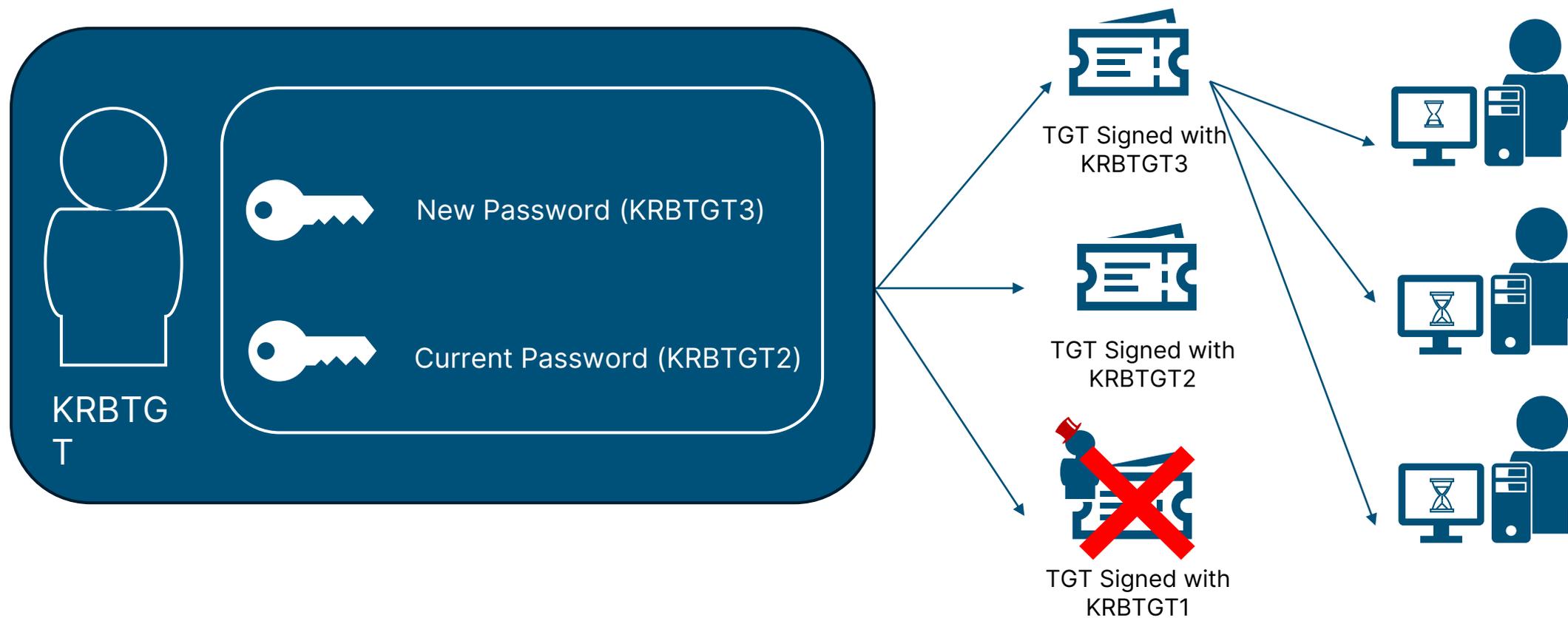


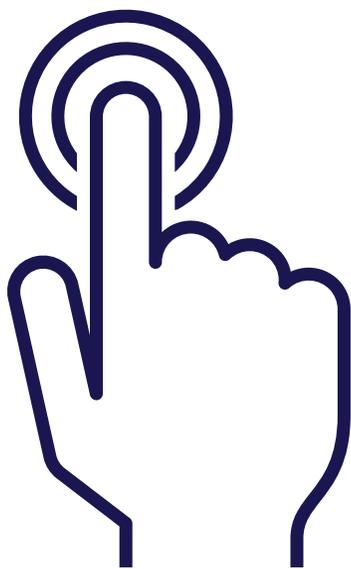


# Reset and Reset Again – Second Reset

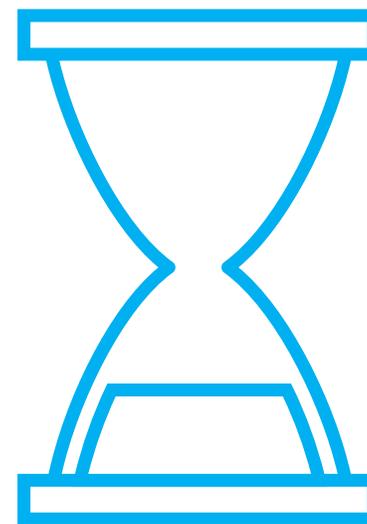


# Reset and Reset Again – Second Reset

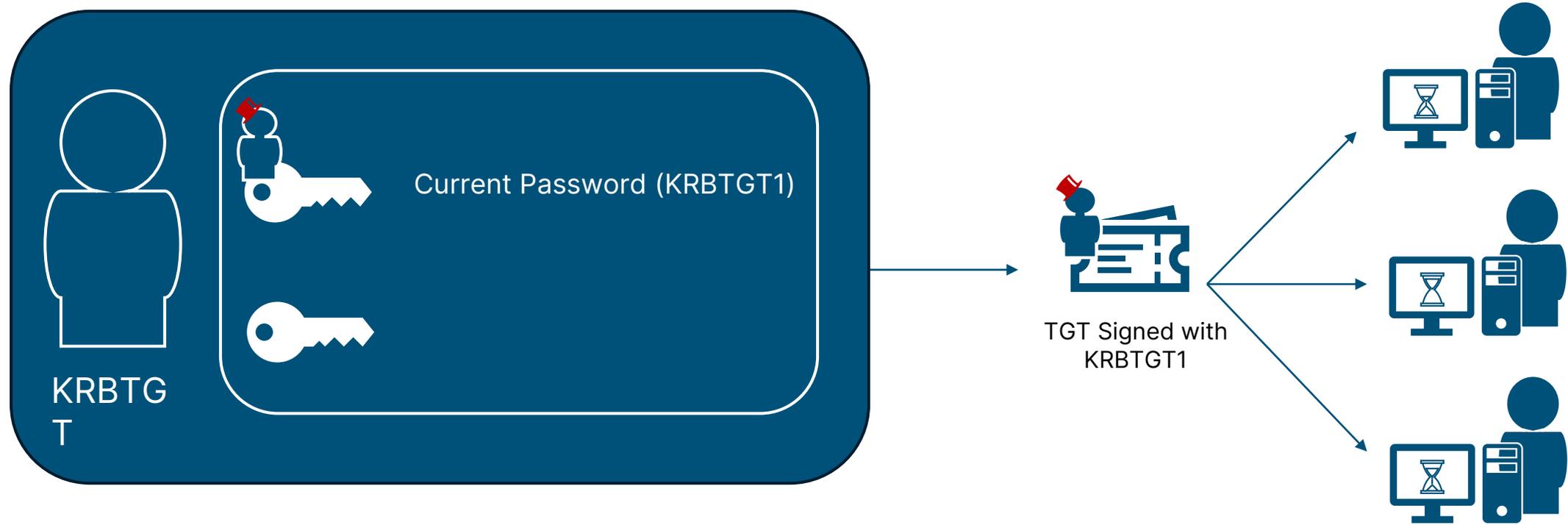


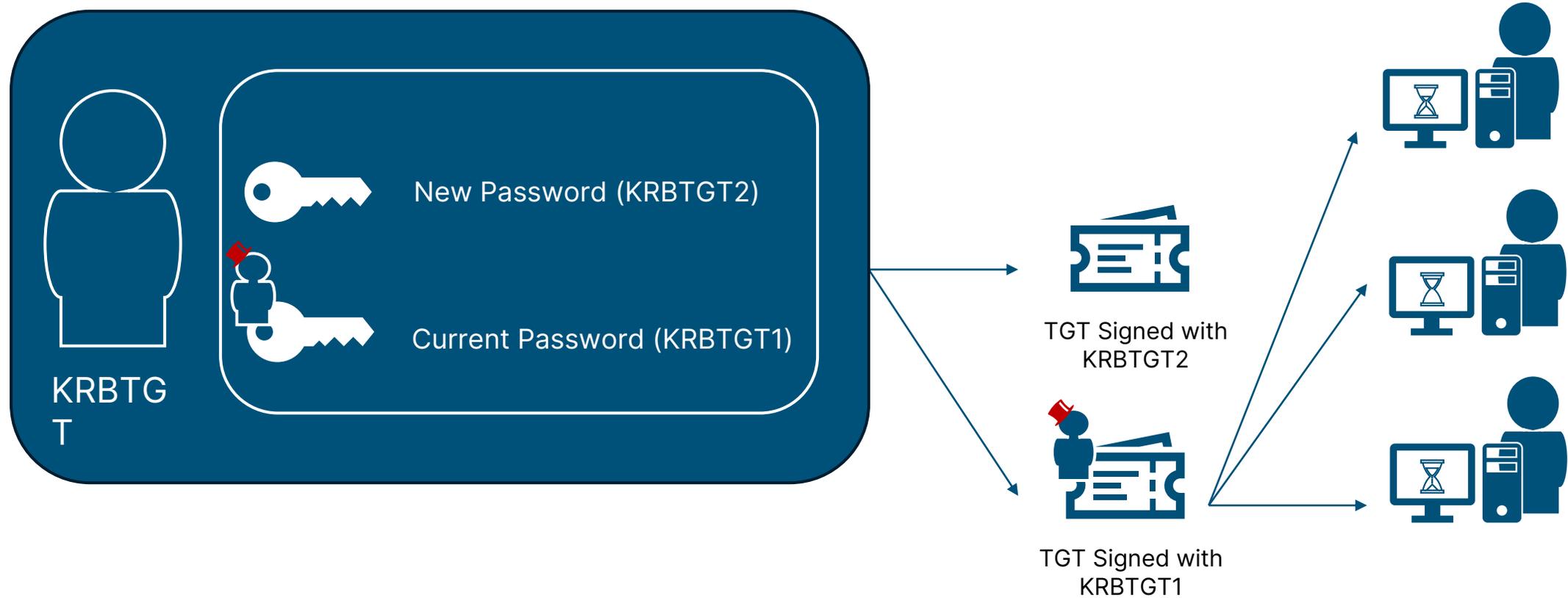


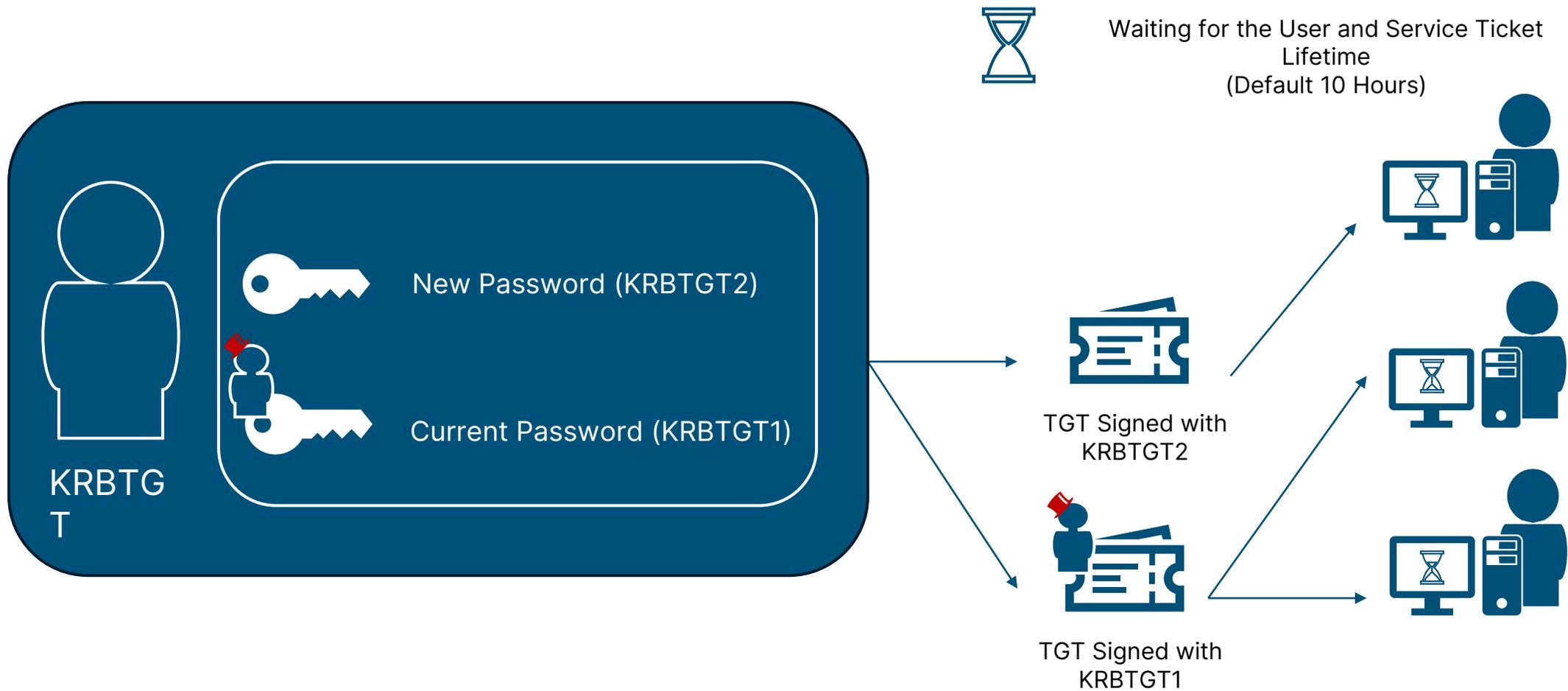
Reset and Reset again

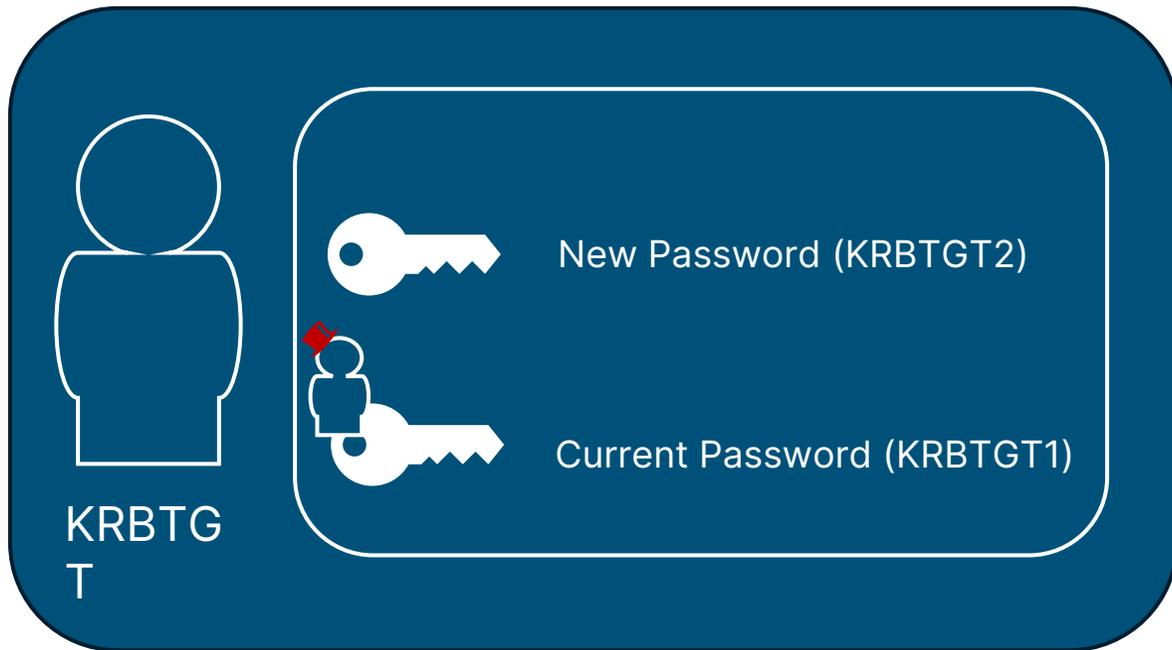


Reset and Wait









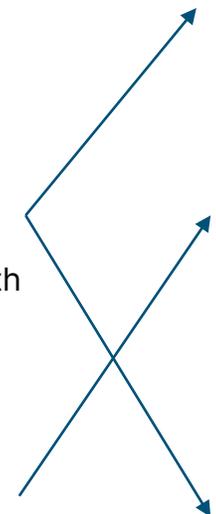
Waiting for the User and Service Ticket Lifetime  
(Default 10 Hours)

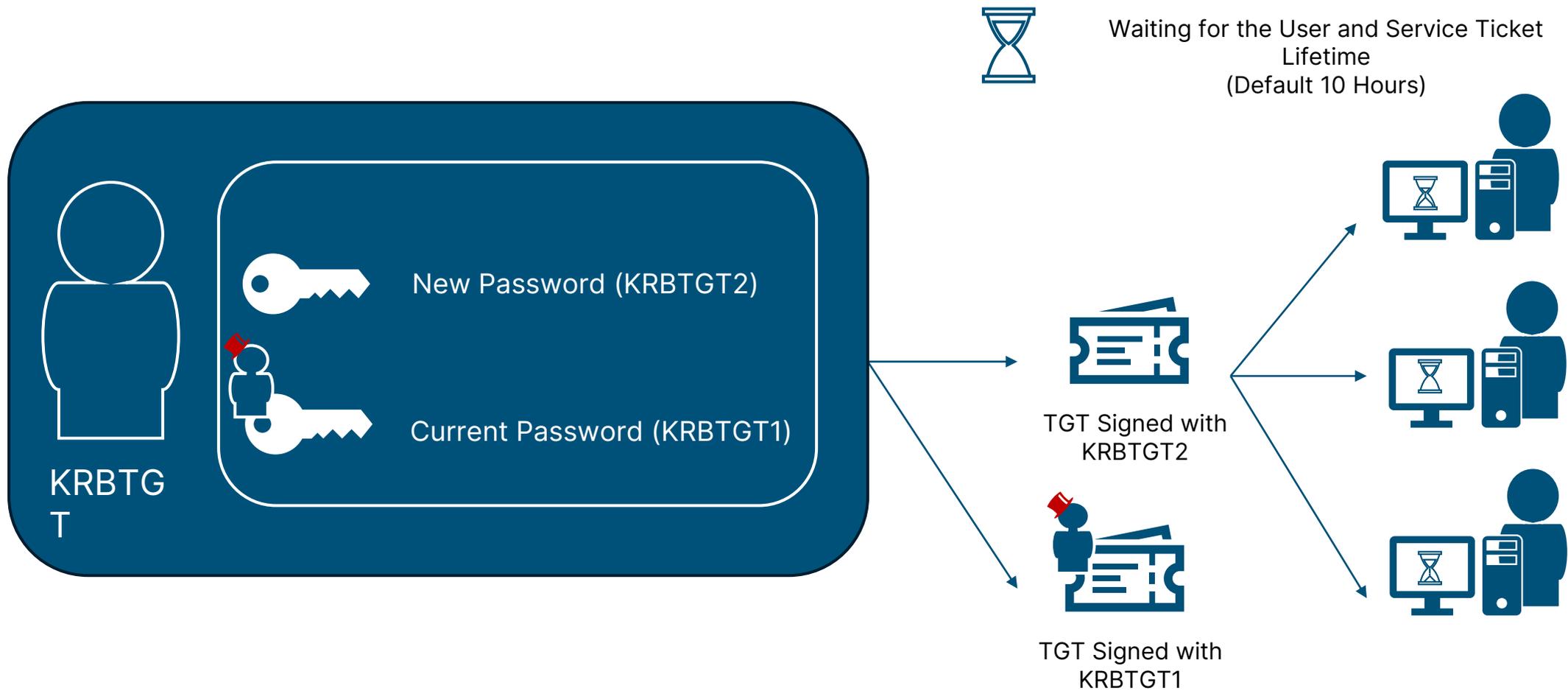


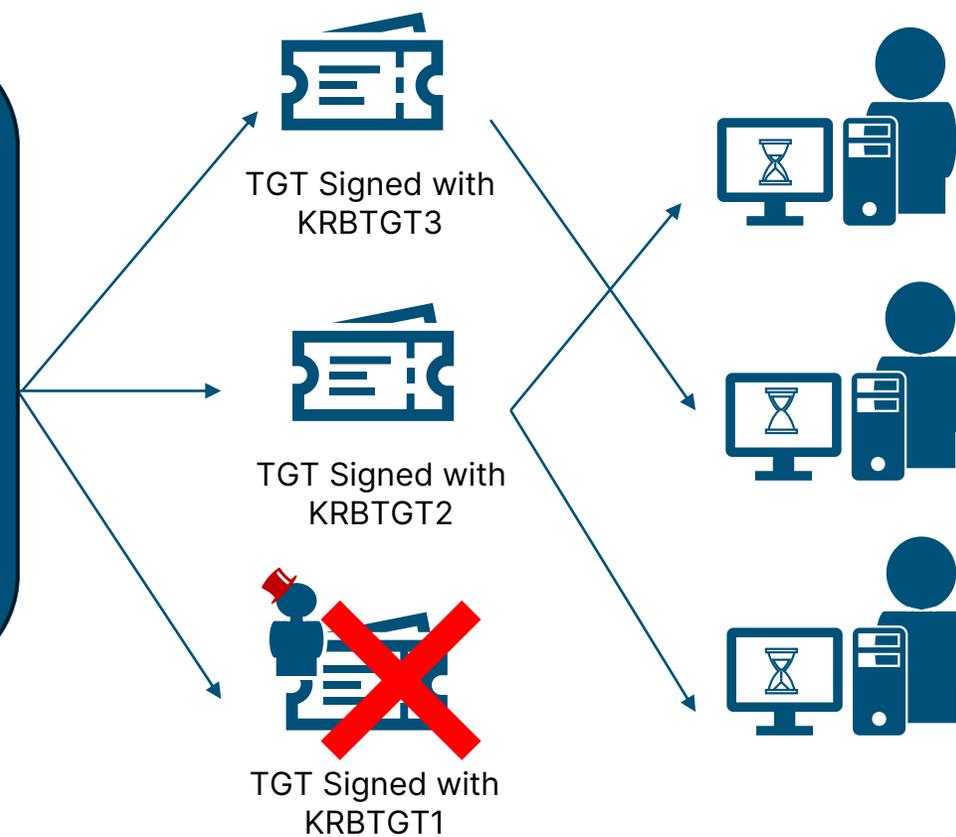
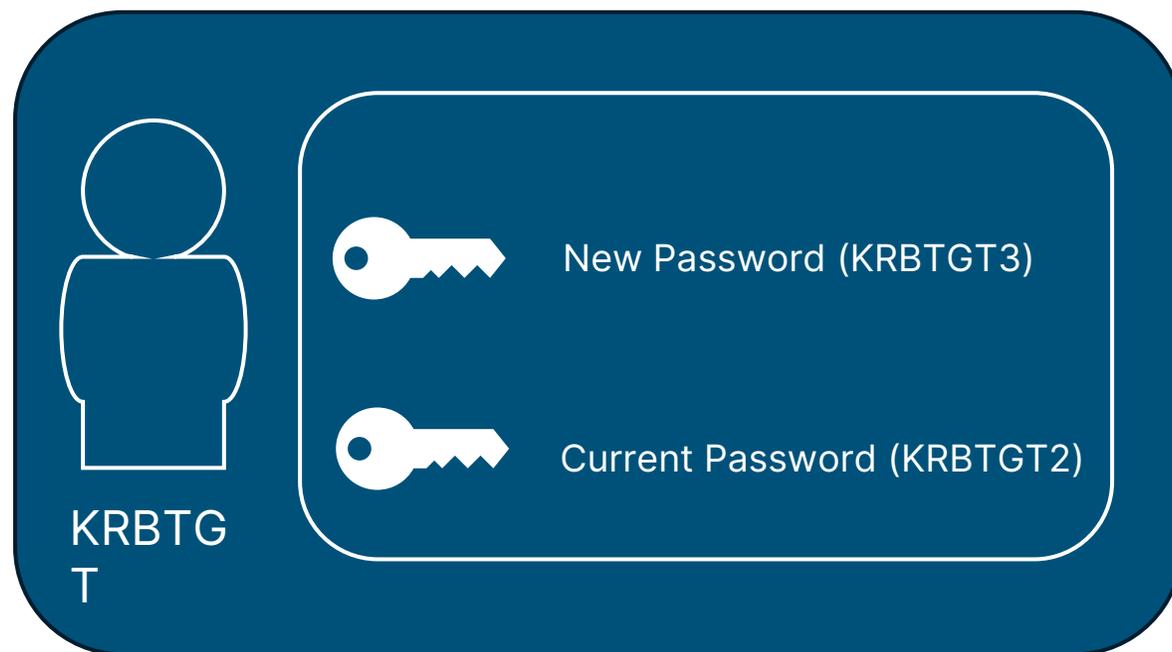
TGT Signed with  
KRBTGT2

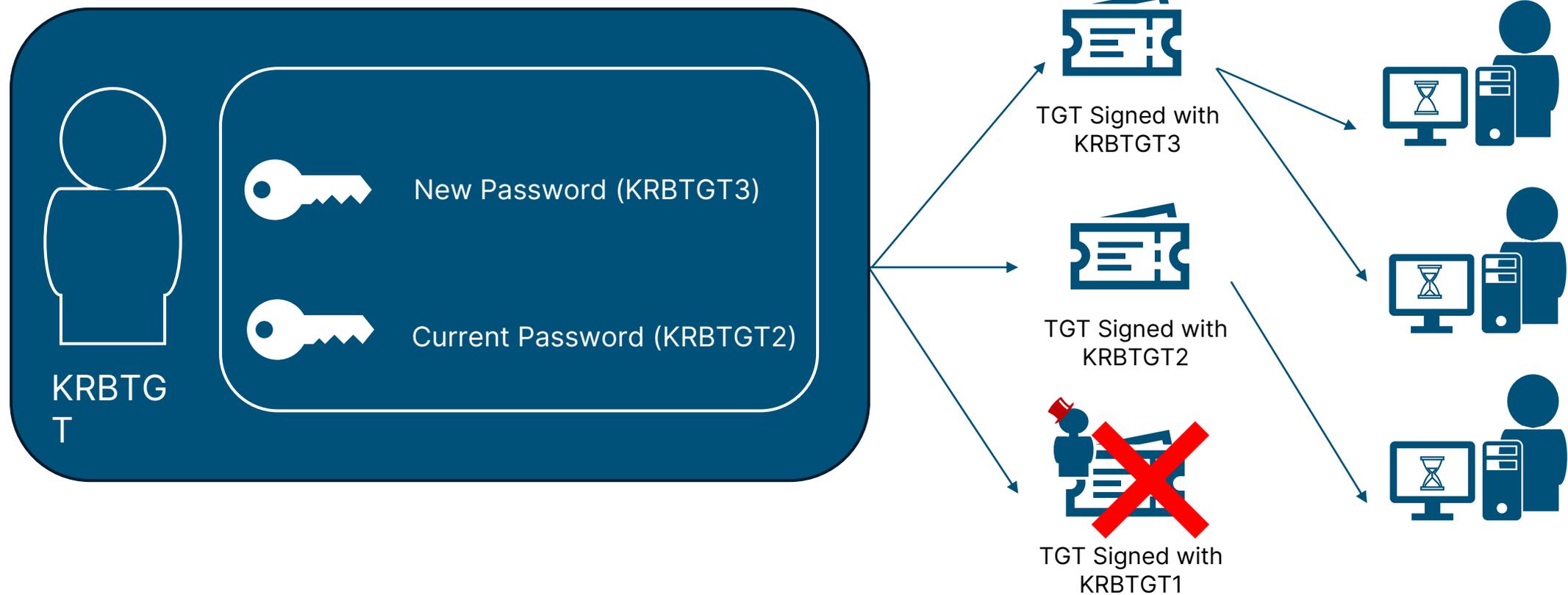


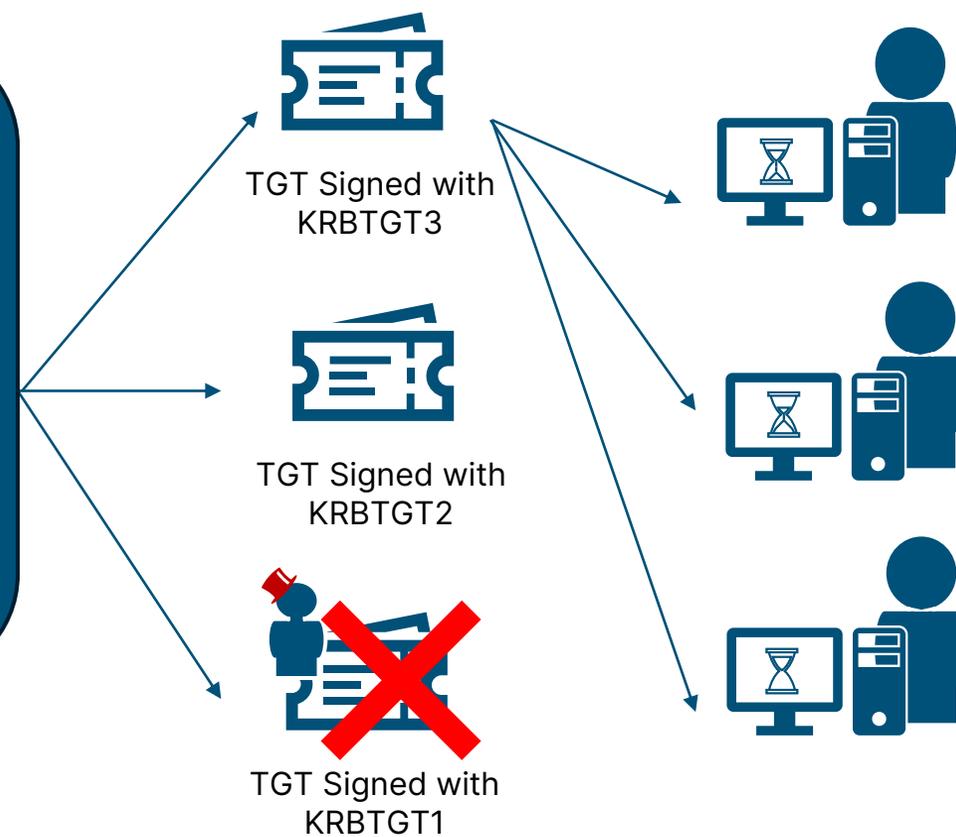
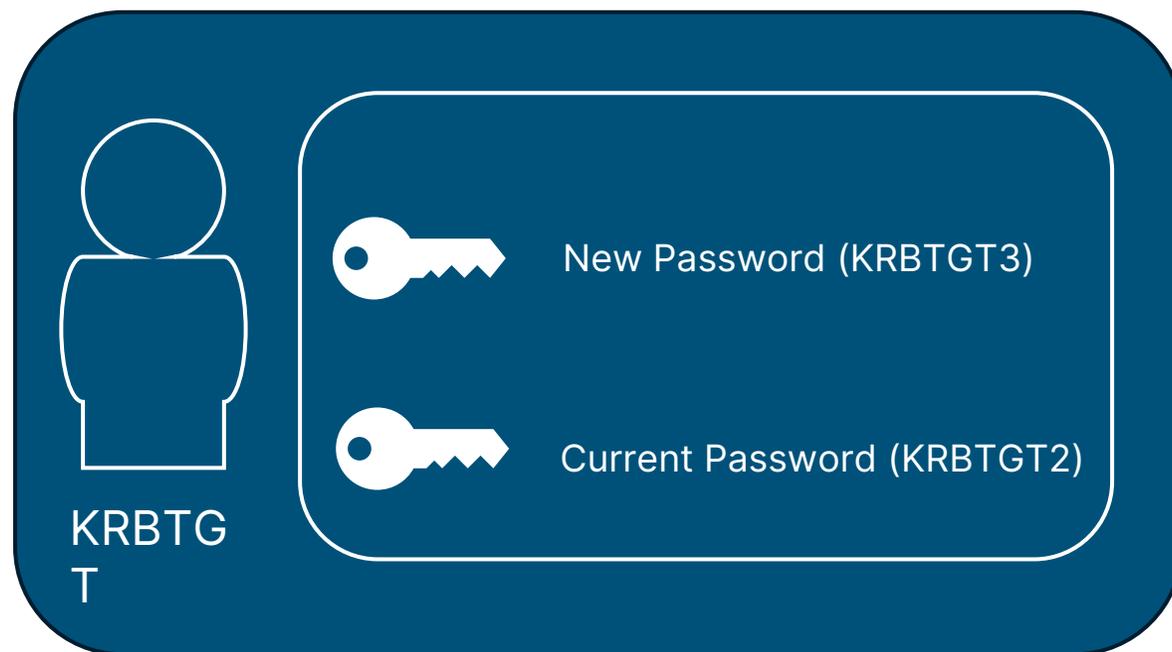
TGT Signed with  
KRBTGT1











Is there an active threat to my network, with no mitigating security controls?

What is the cost of downtime vs the threat of an unauthorised actor?

Is my domain healthy?

- Time
- Domain Name Services (**DNS**)
- Replication

What other considerations do I have?

- Where is your Primary Domain Controller (**PDC**)?
- Do you have any Read Only Domain Controllers (**RODC**)?
- Who else has access to my domain?
- Are domains virtualised or physical?
- How can I restore if something goes wrong?
- Have I recently tested my disaster recovery plan?

## Preferred:

- Free Open-Source Software (FOSS) provides a solution, developed by an ex-Microsoft MVP
- This script performs all AD health checks, and confirms the user wants to proceed with each step

■ <https://github.com/zjorz/Public-AD-Scripts/blob/master/Reset-KrbTgt-Password-For-RWDCs-And-RODCs.ps1>

```

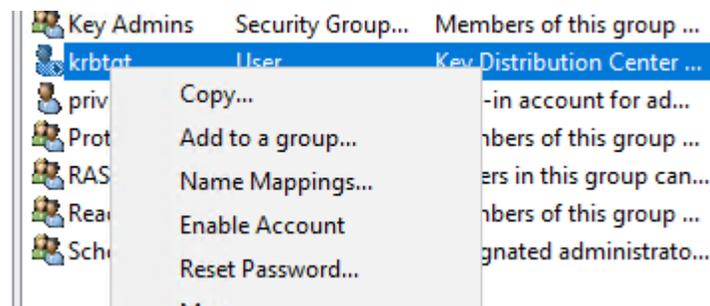
[2024-08-09 08:07:14] : SELECT THE SCOPE OF THE KRBTGT ACCOUNT(S) TO TARGET...
[2024-08-09 08:07:14] : Which Krbtgt account do you want to target?
[2024-08-09 08:07:14] : - 1 - Scope of Krbtgt in use by all RWDCs in the AD Domain
[2024-08-09 08:07:14] : - 0 - Exit Script
[2024-08-09 08:07:14] : Please specify the scope of Krbtgt Account to target: 1
[2024-08-09 08:07:16] : --> Chosen Scope Krbtgt Account Target: 1 - Scope of Krbtgt in use by all RWDCs in the AD Domain...
[2024-08-09 08:07:16] : -----
[2024-08-09 08:07:16] : SIMULATION MODE (MODE 5) - RESETTING PASSWORD OF SCOPED PROD/REAL KRBTGT ACCOUNT(S) (WHAT IF MODE)
[2024-08-09 08:07:16] : SCOPE: 1 - Scope of Krbtgt in use by all RWDCs in the AD Domain...
[2024-08-09 08:07:16] : Do you really want to continue and execute 'Mode 5'? [CONTINUE | STOP]: CONTINUE
[2024-08-09 08:07:20] : --> Chosen: CONTINUE
[2024-08-09 08:07:20] : ++++
[2024-08-09 08:07:20] : +++ Processing Krbtgt Account.....: 'krbtgt' | 'CN=krbtgt,CN=Users,DC=example,DC=lan' +++
[2024-08-09 08:07:20] : +++ Used By RWDC.....: 'All RWDCs' +++
[2024-08-09 08:07:20] : ++++
[2024-08-09 08:07:20] : --> According To RWDC.....: 'DC.example.lan'
[2024-08-09 08:07:20] : --> Previous Password Set Date/Time.....: '2024-08-09 07:53:08'
[2024-08-09 08:07:20] : --> Originating RWDC Previous Change.....: 'DC.example.lan'
[2024-08-09 08:07:20] : --> Originating Time Previous Change.....: '2024-08-09 07:53:08'
[2024-08-09 08:07:20] : --> Current Version Of Attribute Value.....: '3'
[2024-08-09 08:07:20] : REMARK: What If Mode! NO PASSWORD RESET HAS OCCURED!
[2024-08-09 08:07:20] : -----
[2024-08-09 08:07:20] : ----- CHECK 1 -----
[2024-08-09 08:07:20] : - Contacting DC in AD domain ...[DC.EXAMPLE.LAN]...(SOURCE RWDC)
[2024-08-09 08:07:20] : * DC is Reachable...
[2024-08-09 08:07:20] : * The (new) password for Object [CN=krbtgt,CN=Users,DC=example,DC=lan] exists in the AD database
[2024-08-09 08:07:20] : --> Start Time.....: 2024-08-09 08:07:20
[2024-08-09 08:07:20] : --> End Time.....: 2024-08-09 08:07:20
[2024-08-09 08:07:20] : --> Duration.....: 0.00 Seconds

```

### Alternative:

- Login to your domain controller, and perform health checks manually
- Open Active Directory Users and Computers (ADUC), and select View, Advanced Features
- Find the KRBTGT account under the default users OU
- Right click and reset password

■ **Note:** Microsoft KB2549833 states that the KRBTGT password is set automatically to a random string when entered.





If a TA had access to the KRBTGT hash, its highly likely they had access to all the credentials for the domain

- Reset *ALL* domain passwords:

Enterprise and Domain Admins

Exchange/Sharepoint Administrators

Service Accounts

Domain Users\*

Continue monitoring for unusual activity

# Lessons Learned from the Field



A photograph of a server room. In the foreground, several server racks are visible, with their front panels featuring ventilation grilles and labels. The racks are arranged in rows, receding into the background. The background is filled with a soft, out-of-focus bokeh of light, primarily in shades of yellow and white, creating a sense of depth and a futuristic or high-tech atmosphere. The overall lighting is dim, with the primary light sources being the server components and the bokeh lights.

**Check your  
domains  
documentation**

A photograph of two IT professionals in a server room. A man with a beard and glasses, wearing a red and white plaid shirt, is standing at a workstation with a laptop. A woman with dark hair, wearing a blue and white striped shirt, is standing next to him, holding a tablet. The background shows server racks with blue and green lights. The text 'Test and exercise KRBTGT resets before an Incident' is overlaid on the left side of the image in a blue, sans-serif font.

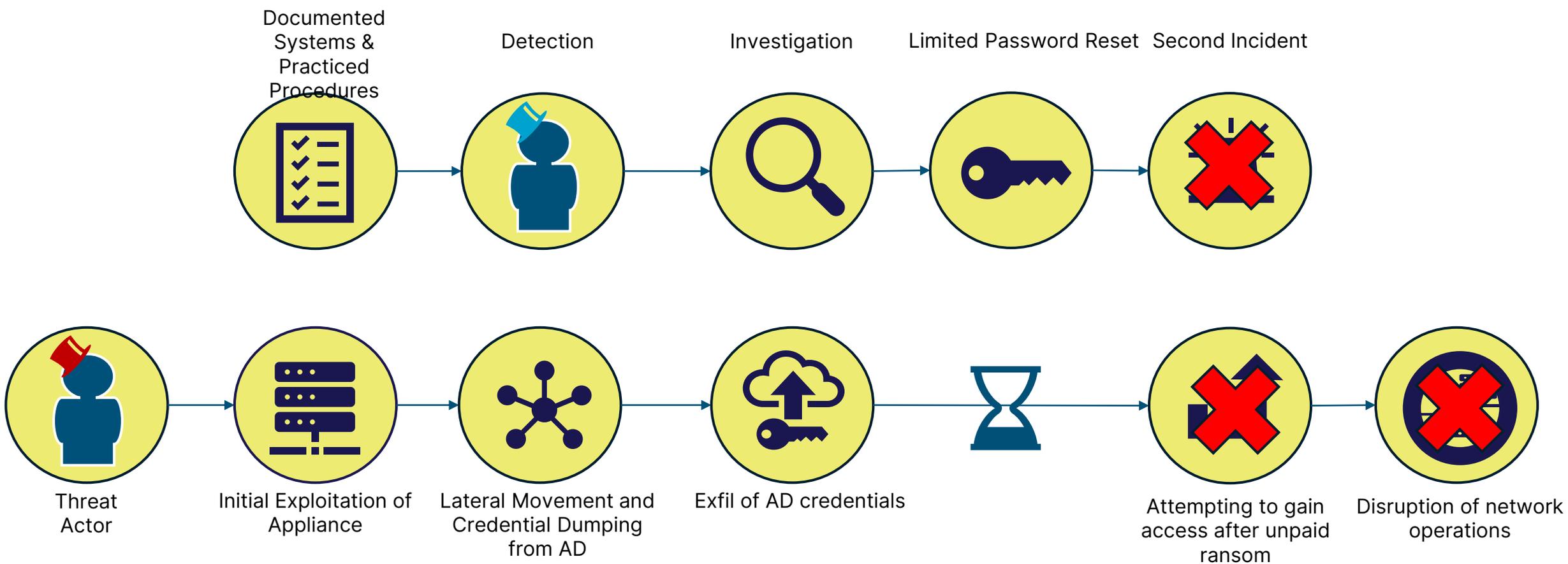
**Test and  
exercise  
KRBTGT  
resets before  
an Incident**

**Update  
credential  
theft  
playbooks**



**Enable agile  
change  
management**





[MS-KILE]: Kerberos Network Authentication Service (V5) Synopsis | Microsoft Learn  
[https://learn.microsoft.com/en-us/openspecs/windows\\_protocols/ms-kile/b4af186e-b2ff-43f9-b18e-eedb366abf13](https://learn.microsoft.com/en-us/openspecs/windows_protocols/ms-kile/b4af186e-b2ff-43f9-b18e-eedb366abf13)

[Kerberos Policy - Windows Security | Microsoft Learn](https://learn.microsoft.com/en-us/windows/security/threat-protection/security-policy-settings/kerberos-policy) - <https://learn.microsoft.com/en-us/windows/security/threat-protection/security-policy-settings/kerberos-policy>

[Kerberos & KRBTGT: Active Directory's Domain Kerberos Service Account - Active Directory Security \(adsecurity.org\)](https://adsecurity.org/?p=483) - <https://adsecurity.org/?p=483>

[Detecting Forged Kerberos Ticket \(Golden Ticket & Silver Ticket\) Use in Active Directory - Active Directory Security \(adsecurity.org\)](https://adsecurity.org/?p=1515) - <https://adsecurity.org/?p=1515>

[AD Forest Recovery - Resetting the krbtgt password | Microsoft Learn](https://learn.microsoft.com/en-us/windows-server/identity/ad-ds/manage/forest-recovery-guide/ad-forest-recovery-reset-the-krbtgt-password) - <https://learn.microsoft.com/en-us/windows-server/identity/ad-ds/manage/forest-recovery-guide/ad-forest-recovery-reset-the-krbtgt-password>

[KRBTGT Password Reset Script](https://github.com/zjorz/Public-AD-Scripts/blob/master/Reset-KrbTgt-Password-For-RWDCs-And-RODCs.ps1) - <https://github.com/zjorz/Public-AD-Scripts/blob/master/Reset-KrbTgt-Password-For-RWDCs-And-RODCs.ps1>



# Adelaide Agenda

TIME	TOPIC
09:15 – 09:45 AM	<b>Welcome &amp; Introduction</b> MJ Shoer, Chief Community Officer, CompTIA
09:45 – 10:00 AM	<b>Privacy Act Changes Impacting Your Business</b> David Norris, Managing Director, Nortec IT, Dean Calvert, Founder, Calvert Technologies
10:00 – 10:30 AM	<b>State of Cybersecurity.</b> David Norris, Managing Director, Nortec IT
<b>10:30 – 11:00 AM</b>	<b>MORNING TEA &amp; NETWORKING BREAK</b>
11:00 – 11:30 AM	<b>Securing Active Directory: KRBTGT Resets After Credential Theft.</b> Samuel Freeman, Senior Investigator DFIR, CyberCX
11:30 AM – 12:30 PM	<b>Risk Management for your business. Part 1.</b> Wayne Selk, VP Cybersecurity Programs, CompTIA
<b>12:30 – 12:35 PM</b>	<b>QUICK BREAK</b>
12:35 – 1:00 PM	<b>State of the Channel, with ANZ Perspectives.</b> Maria Armstrong, Manager of Academy APAC, Pax8
<b>1:00 – 2:00 PM</b>	<b>LUNCH &amp; NETWORKING</b>



WE ARE THE  
**CompTIA**<sup>®</sup>  
**Community**



RISK MANAGEMENT FOR YOUR BUSINESS..

WAYNE SELK, VP CYBERSECURITY PROGRAMS, COMPTIA



# Risk Management Course

**A CompTIA Cybersecurity Trustmark Series**



# Understanding Business Risk

## Part 1



# What is this Course?

## Cybersecurity Trustmark Risk Management Course

- This course is an immersive dive into the world of business risk
- Each Part is approximately ONE Hour
- In the five-part series, you will learn to:
  - Understand Business Risk – Part 1
  - Operationalize Your Risk – Part 2
  - Help Your Clients Understand Their Risk – Part 3
  - Create a Strategy for Risk – Part 4
  - Create Opportunity for Risk – Part 5

# What Will I Be Learning

## Agenda

- Risk - Defined
- Identifying Risk
- Business Impact Analysis (BIA)
- Creating a Dashboard
- Learning to Live With Risk
- Getting Ready to Operationalize Risk



Any corporation that doesn't recognize its Achilles' heel is fated to die because of it.

Source: Harvard Business Review Article, "The Six Mistakes Executives Makes in Risk Management, October 2009 Magazine

# Risk - Defined

## risk 1 of 2 noun

'risk 

Synonyms of *risk* >

- 1 : possibility of loss or injury : **PERIL**
- 2 : someone or something that creates or suggests a hazard
- 3 **a** : the chance of loss or the perils to the subject matter of an insurance contract  
*also* : the degree of probability of such loss  
**b** : a person or thing that is a specified hazard to an insurer  
**c** : an insurance hazard from a specified cause or source  
| *war risk*
- 4 : the chance that an investment (such as a stock or commodity) will lose value

• **riskless** 'risk-ləs  adjective

## Business Risk - Defined

The Hartford defines business risk  
as:

**“anything that could impact your  
company’s finances”**

## Inherent vs Residual Risk

**Inherent Risk – The amount of risk that exists in the absence of controls**

**Residual Risk – The amount of risk remaining which exists after controls are applied**

# Identifying Risk



BRAINSTORMING



THINK LIKE A PESSIMIST



ASK EMPLOYEES

# You've Identified it, Now What...



Identifying risk(s) is just the beginning



You need to be able to turn what you learned into something useful



Start with just a small (or what might appear small) item



Develop a Business Impact Analysis or BIA

# Asset Inventory

## Most important step...

- Inventory all your assets will help prioritize containment and response
  - System
    - Application
      - Data Sensitivity
    - Application (if more than one on a system)
      - Data Sensitivity
    - Who has Access
      - What level of access
    - Determination of Criticality
      - Should be based upon the data sensitivity
    - Determination of Risk to the Business
      - Low, Medium, High





# The Business Impact Analysis - Defined



“The BIA predicts the consequences of disruption of a business function and process and gathers information needed to develop recovery strategies.”

# Four Sections to the BIA



Consider the Impact



Timing and Duration of the Disruption(s)



Conducting the BIA itself



Producing the BIA Report

# Business Disruption Scenarios

- Physical damage to buildings
- Damage to or breakdown of critical equipment
- Interruption of the Supply Chain
- Utility Outage
- Damage to, loss or corruption of information technology including voice and data communications, servers, computers, operating systems, applications, and data
- Absenteeism of Critical Staff

(1) Asset or Operation at Risk	(2) Hazard	(3) Senario (Location, Timing, Magitude)	(4) Oportunities for Prevention or Mitigation	(5) Probability (L, M, H)	Impacts with Existing Mitigation (L, M, H)					(11) Overall Hazard Rating
					(6) People	(7) Property	(8) Operations	(9) Environment	(10) Entity	

Department / Function / Process \_\_\_\_\_

## Operational & Financial Impacts

Timing / Duration	Operation Impacts	Financial Impact

**Timing:** Identify point in time when interruption would have greater impact (e.g., season, end of month/quarter, etc.)

**Duration:** Identify the duration of the interruption or point in time when the operational and or financial impact(s) will occur.

- < 1 hour
- >1 hr. < 8 hours
- > 8 hrs. <24 hours
- > 24 hrs. < 72 hrs.
- > 72 hrs.
- > 1 week
- > 1 month

Considerations (customize for your business)

**Operational Impacts**

- Lost sales and income
- Negative cash flow resulting from delayed sales or income
- Increased expenses (e.g., overtime labor, outsourcing, expediting costs, etc.)
- Regulatory fines
- Contractual penalties or loss of contractual bonuses
- Customer dissatisfaction or defection
- Delay executing business plan or strategic initiative

**Financial Impact**

Quantify operational impacts in financial terms.

[ready.gov/business](http://ready.gov/business)



Microsoft Excel Worksheet

# Measuring for Success



Cyber Risk Dashboard - SAMPLE				To update this dashboard, please look at the other worksheets			
<b>1. Risk Matrix</b>				<b>2. Risk appetite</b>			
Severe	0	0	0	0	0	Beyond risk appetite	
High	0	0	0	0	0	At limit of risk appetite	
Medium	0	0	0	0	0	Within risk appetite	
Low	0	0	0	0			
	Unlikely	Possible	Likely	Highly Likely			

# Dashboard Uniqueness

- Threats impacting you or your clients
- Overview of recent Cyber incidents, incident development, and key countermeasures taken
- Security Awareness Training Completion Percentage
- Risk Appetite is a constantly changing number
- Risk is subjective

# Physical and Emotional Challenges

- Staffing shortages and limited experience increase stress and strain
- Cyber criminals tend to launch during off-peak hours
- Not uncommon to feel as though you are at fault
- Missteps during incident response lead to more stress

# Do Not De-Sensitize – Do Not Panic Either

- Have a documented incident response plan
- Practice the plan, have a “hot wash”, update the plan, repeat
- Invest in talent when it makes sense
- Add an Employee Assistance Program (EAP) to your health benefits
- Mistakes happen, create a culture where reporting is not demonized

# What's Next?

## Part 2

- What is Business Risk
- Seven Types of Business Risk
- Uncovering Risk
- A “Methodology”
- Ensure Alignment



# Homework – Prepare for Part 2

- Create a BIA for a department or a System
- Create a dashboard
- Create a process for reviewing Risk with the team

# Adelaide Agenda

TIME	TOPIC
09:15 – 09:45 AM	<b>Welcome &amp; Introduction</b> MJ Shoer, Chief Community Officer, CompTIA
09:45 – 10:00 AM	<b>Privacy Act Changes Impacting Your Business</b> David Norris, Managing Director, Nortec IT, Dean Calvert, Founder, Calvert Technologies
10:00 – 10:30 AM	<b>State of Cybersecurity.</b> David Norris, Managing Director, Nortec IT
<b>10:30 – 11:00 AM</b>	<b>MORNING TEA &amp; NETWORKING BREAK</b>
11:00 – 11:30 AM	<b>Securing Active Directory: KRBTGT Resets After Credential Theft.</b> Samuel Freeman, Senior Investigator DFIR, CyberCX
11:30 AM – 12:30 PM	<b>Risk Management for your business. Part 1.</b> Wayne Selk, VP Cybersecurity Programs, CompTIA
<b>12:30 – 12:35 PM</b>	<b>QUICK BREAK</b>
12:35 – 1:00 PM	<b>State of the Channel, with ANZ Perspectives.</b> Maria Armstrong, Manager of Academy APAC, Pax8
<b>1:00 – 2:00 PM</b>	<b>LUNCH &amp; NETWORKING</b>



WE ARE THE  
**CompTIA**<sup>®</sup>  
Community

12:30 - 12:35 PM

QUICK BREAK



# Adelaide Agenda

TIME	TOPIC
09:15 – 09:45 AM	<b>Welcome &amp; Introduction</b> MJ Shoer, Chief Community Officer, CompTIA
09:45 – 10:00 AM	<b>Privacy Act Changes Impacting Your Business</b> David Norris, Managing Director, Nortec IT, Dean Calvert, Founder, Calvert Technologies
10:00 – 10:30 AM	<b>State of Cybersecurity.</b> David Norris, Managing Director, Nortec IT
<b>10:30 – 11:00 AM</b>	<b>MORNING TEA &amp; NETWORKING BREAK</b>
11:00 – 11:30 AM	<b>Securing Active Directory: KRBTGT Resets After Credential Theft.</b> Samuel Freeman, Senior Investigator DFIR, CyberCX
11:30 AM – 12:30 PM	<b>Risk Management for your business. Part 1.</b> Wayne Selk, VP Cybersecurity Programs, CompTIA
<b>12:30 – 12:35 PM</b>	<b>QUICK BREAK</b>
12:35 – 1:00 PM	<b>State of the Channel, with ANZ Perspectives.</b> Maria Armstrong, Manager of Academy APAC, Pax8
<b>1:00 – 2:00 PM</b>	<b>LUNCH &amp; NETWORKING</b>



WE ARE THE  
**CompTIA**<sup>®</sup>  
Community

12:05pm-12:55pm



STATE OF THE CHANNEL, WITH ANZ PERSPECTIVES.

Maria Armstrong, Manager of Academy APAC, Pax8

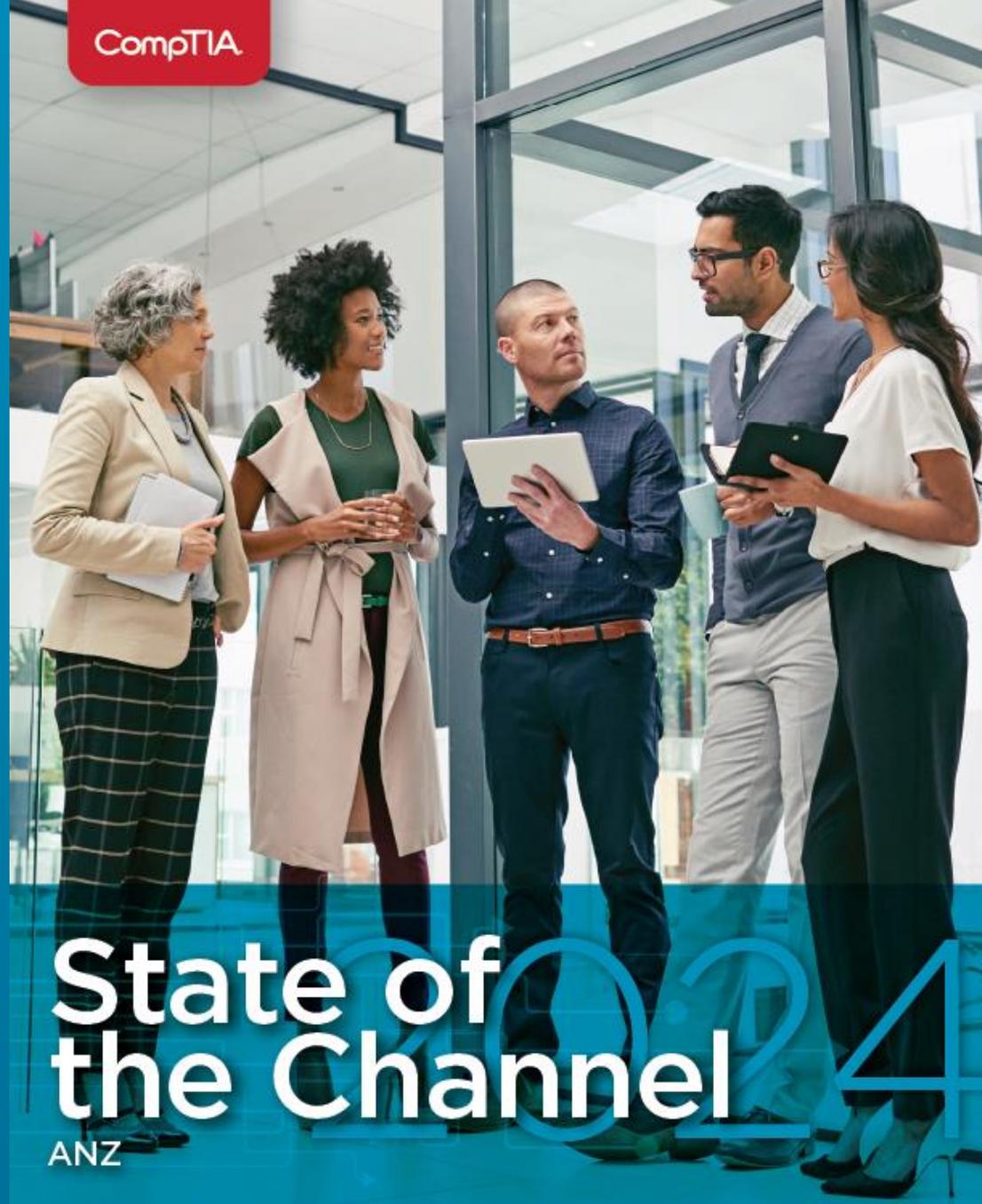
CompTIA®

# State of the Channel 2024 ANZ



CompTIA

# State of the Channel 2024 ANZ



# Key State of the Channel Stats

**\$1.5 trillion**

Estimated spending on IT services globally in 2024, an 8.7% growth rate year-over-year to place as top segment of technology spending for the first time.

(Source: Gartner, January 2024 projection)

**58%**

of ANZ channel firms say their business is in better shape today than it was two years ago

**49%**

of ANZ channel firms say competition and pricing pressure concern them most as top inhibitors to revenue growth and profitability

**44%**

of ANZ channel firms say they plan to sell generative AI-based solutions to customers in 2024

**46%**

of ANZ channel firms cited training and certification as the main remedy for improving business skills

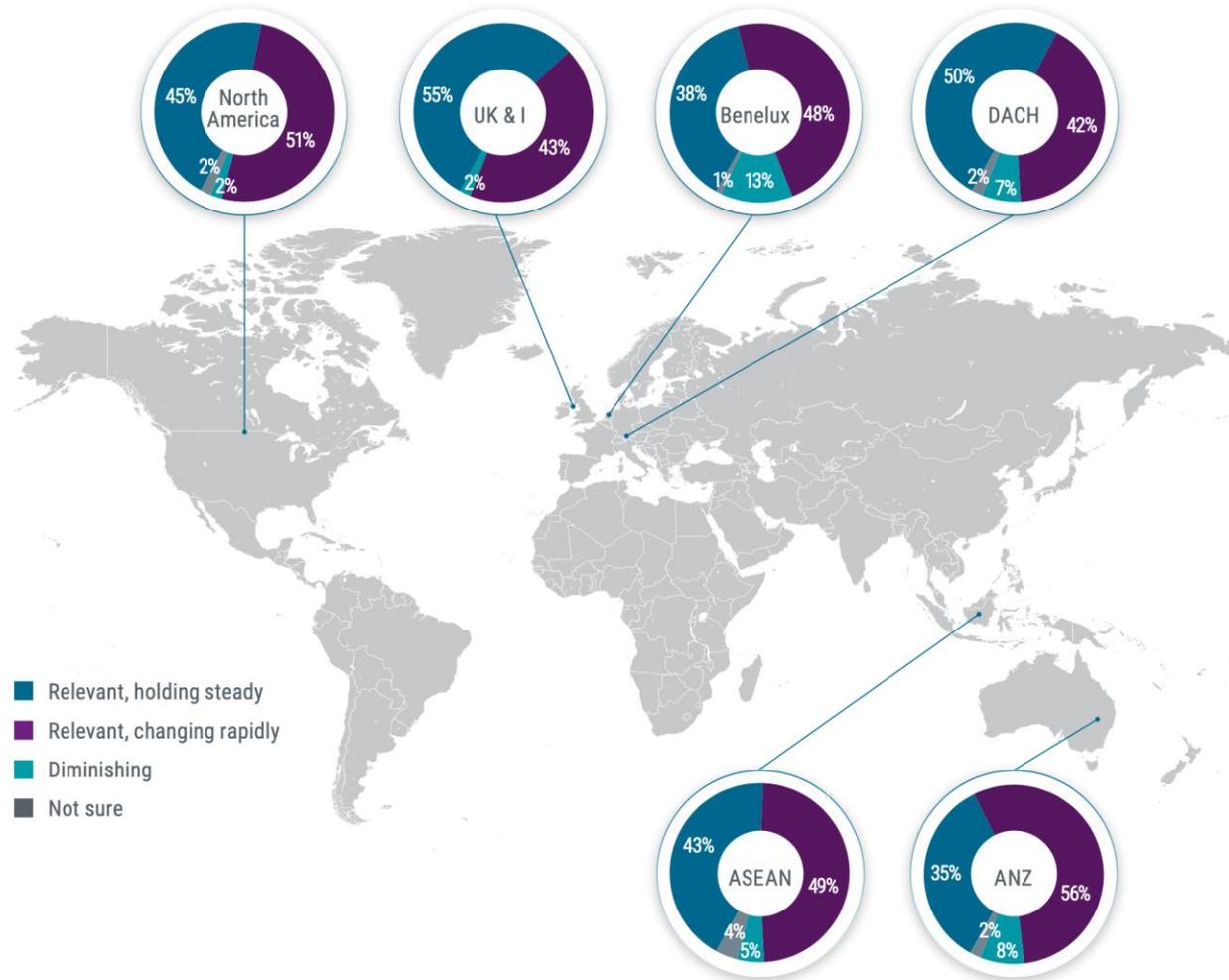
**30%**

of ANZ channel firms say they participate in zero to four partner programs today

**26%**

of ANZ channel firms describe their company as “expert” in terms of general business acumen

# Global Channel Outlook

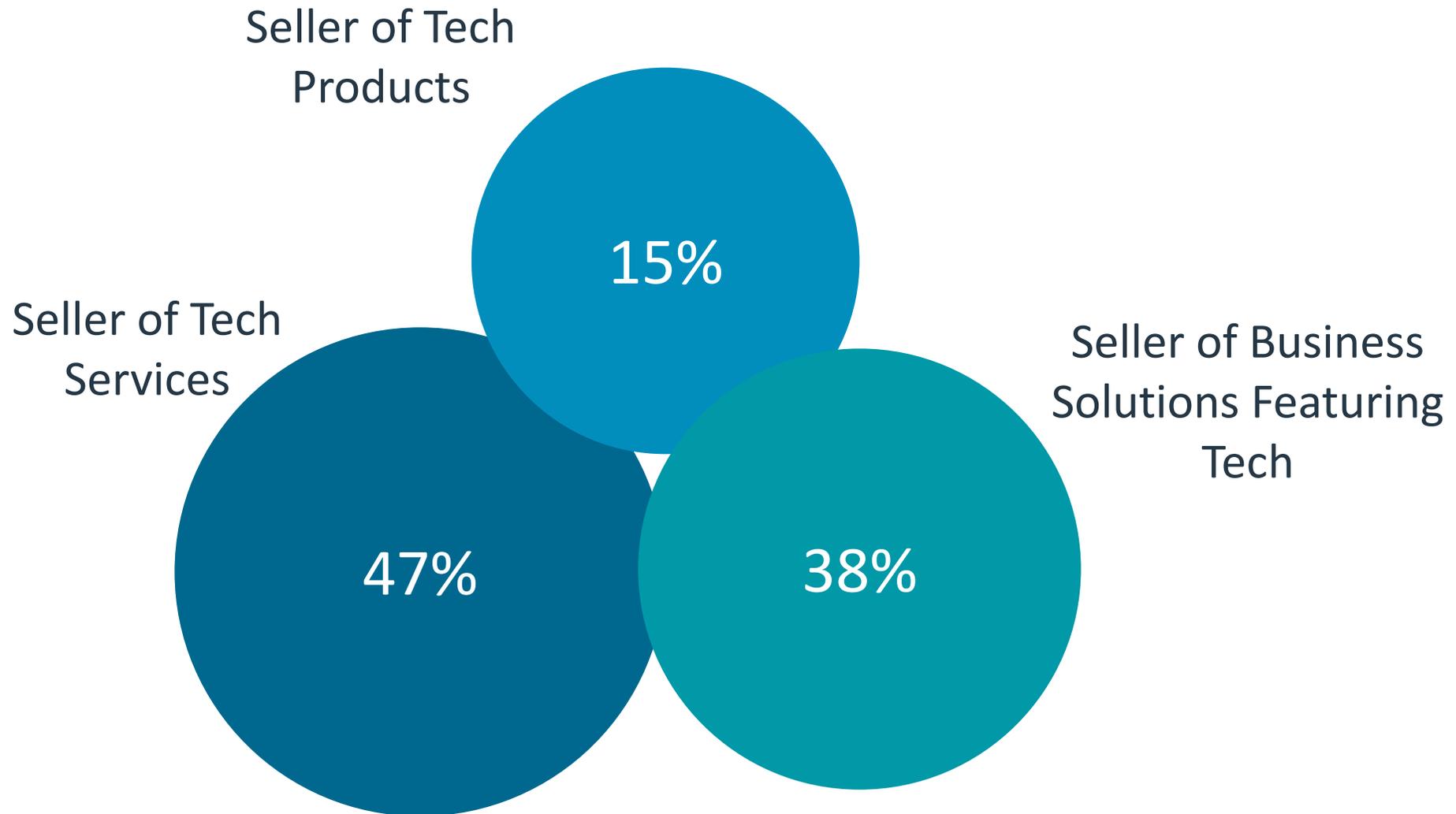


# Top Priorities in Maintaining a Relevant and Future-Oriented IT Channel

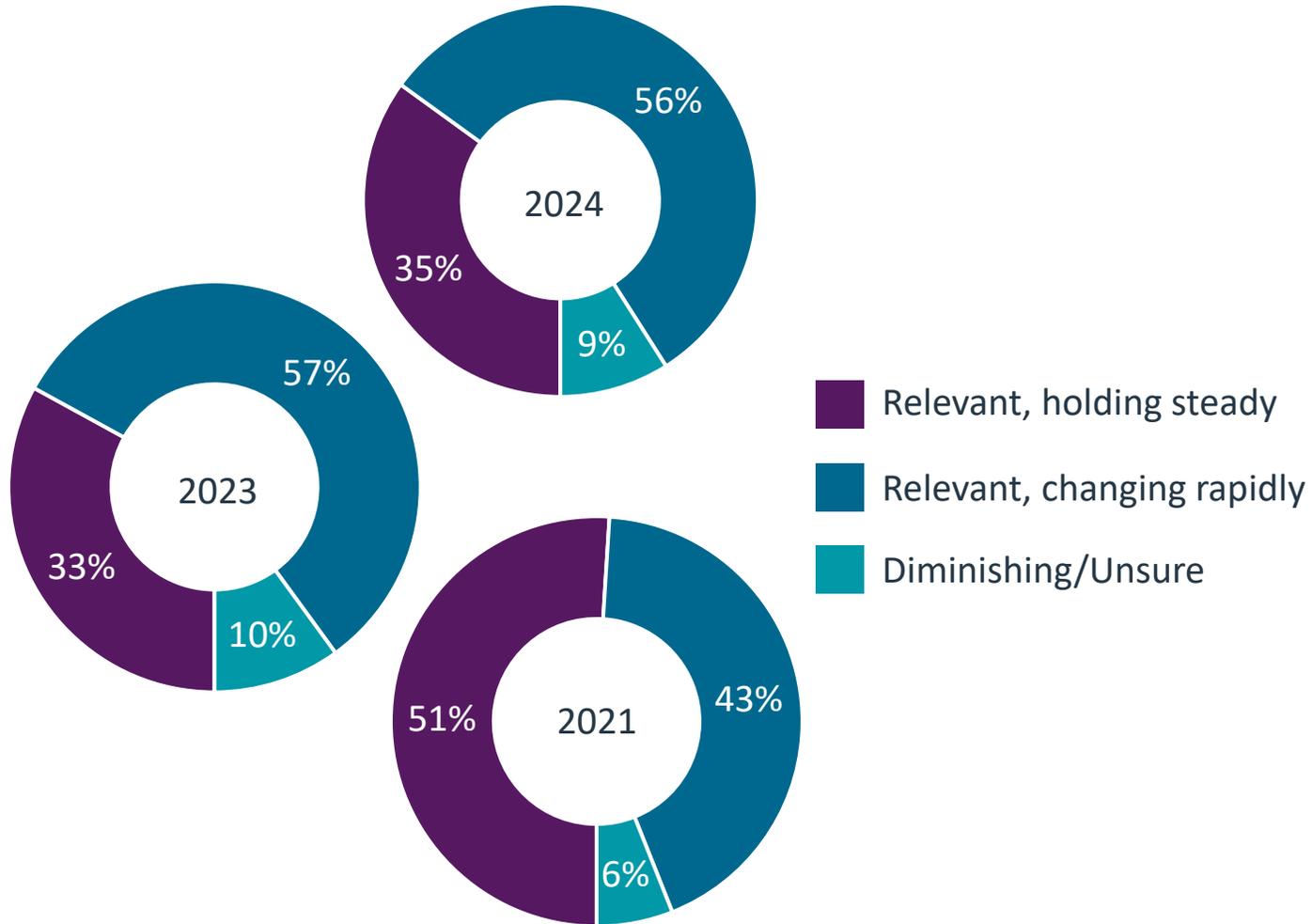
	Australia & New Zealand	Benelux	ASEAN	UK & Ireland	DACH	North America
Top Positive Opportunity	Availability of generative AI tools & solutions	Availability of generative AI tools & solutions	Availability of generative AI tools & solutions	Technology's growing complexity creates demand for expertise	Technology's growing complexity creates demand for expertise	Technology's growing complexity creates demand for expertise
Top Negative Development	External factors (i.e., global economy, inflation, interest rates)	External factors (i.e., global economy, inflation, interest rates)	Competition from online marketplaces & non-traditional players (i.e. prof services firms)	Competition from online marketplaces & non-traditional players (i.e. prof services firms)	External factors (i.e., global economy, inflation, interest rates)	External factors (i.e., global economy, inflation, interest rates)

Channel practitioners will fill their to-do list with items ranging from how to embrace new technologies like AI; handle new types of competition and market changes; capitalize on new and more sophisticated services opportunities; optimize and improve internal business functions and better serve customers and the workforce.

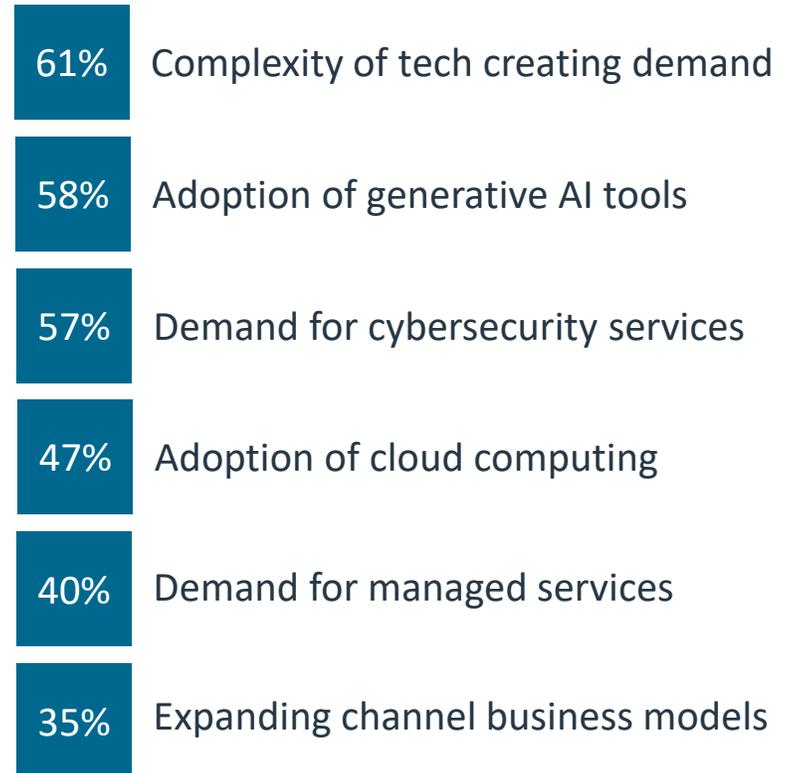
# How Channel Firms Describe Their Primary Business



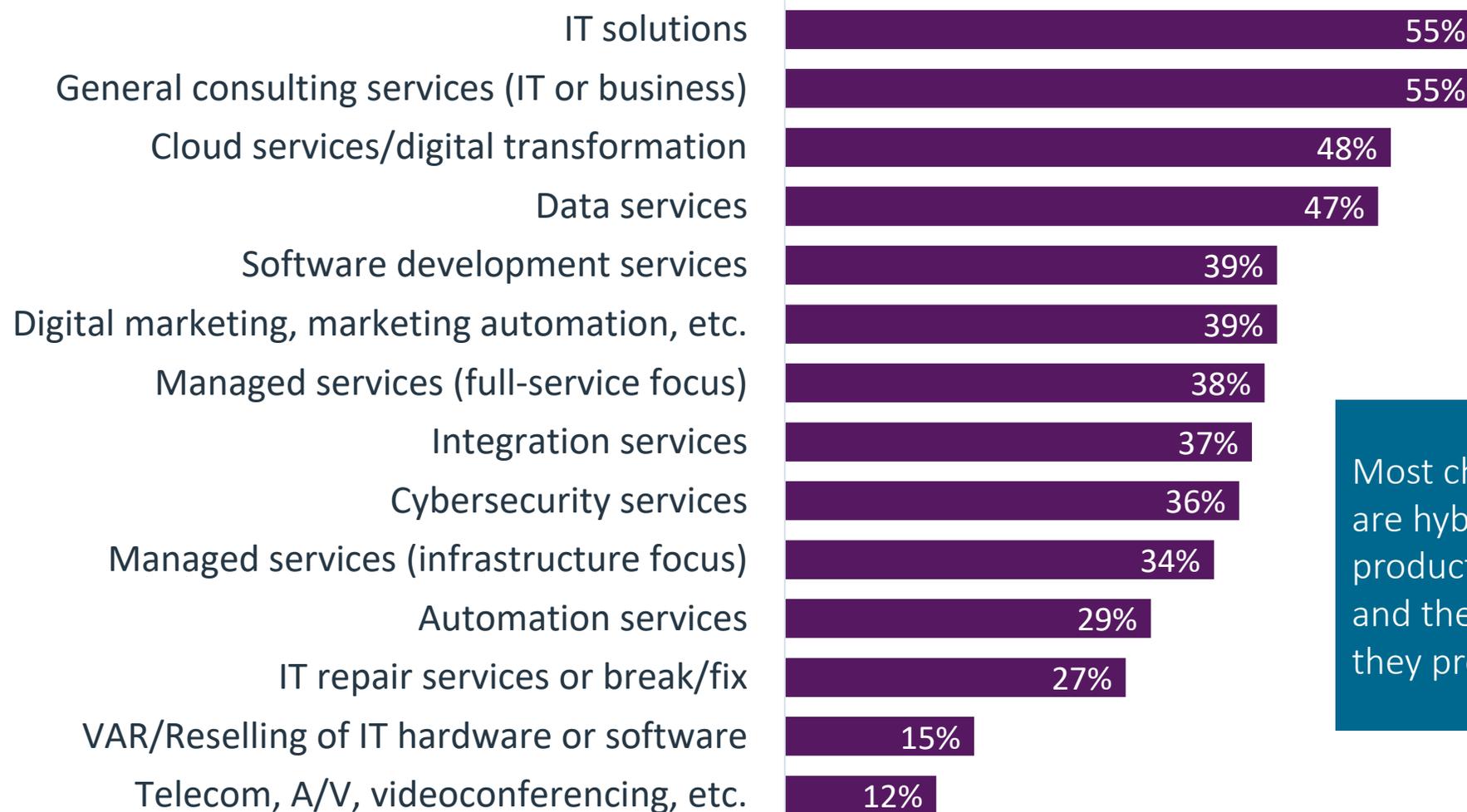
# State of the IT Channel



## Factors Contributing to Healthy IT Channel

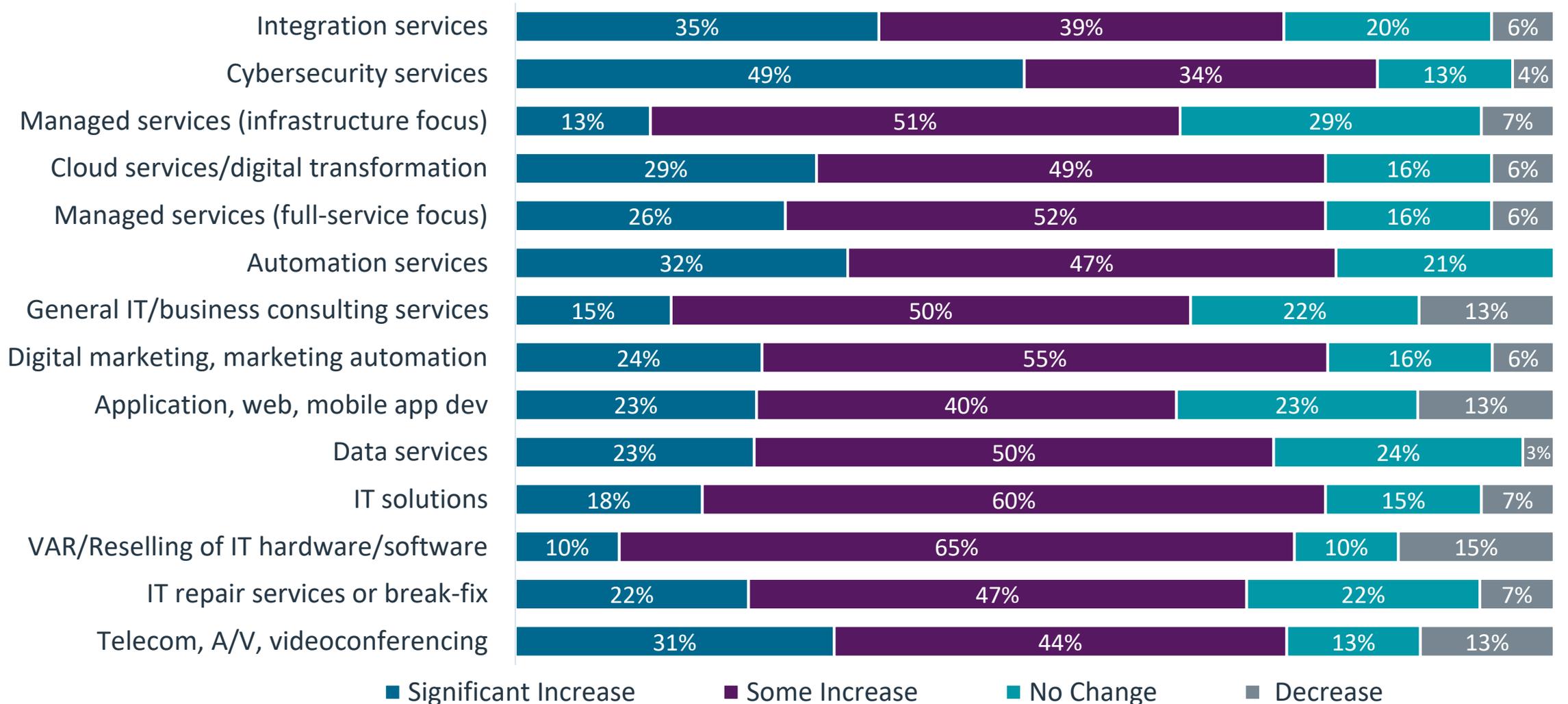


# Company Lines of Business Offered

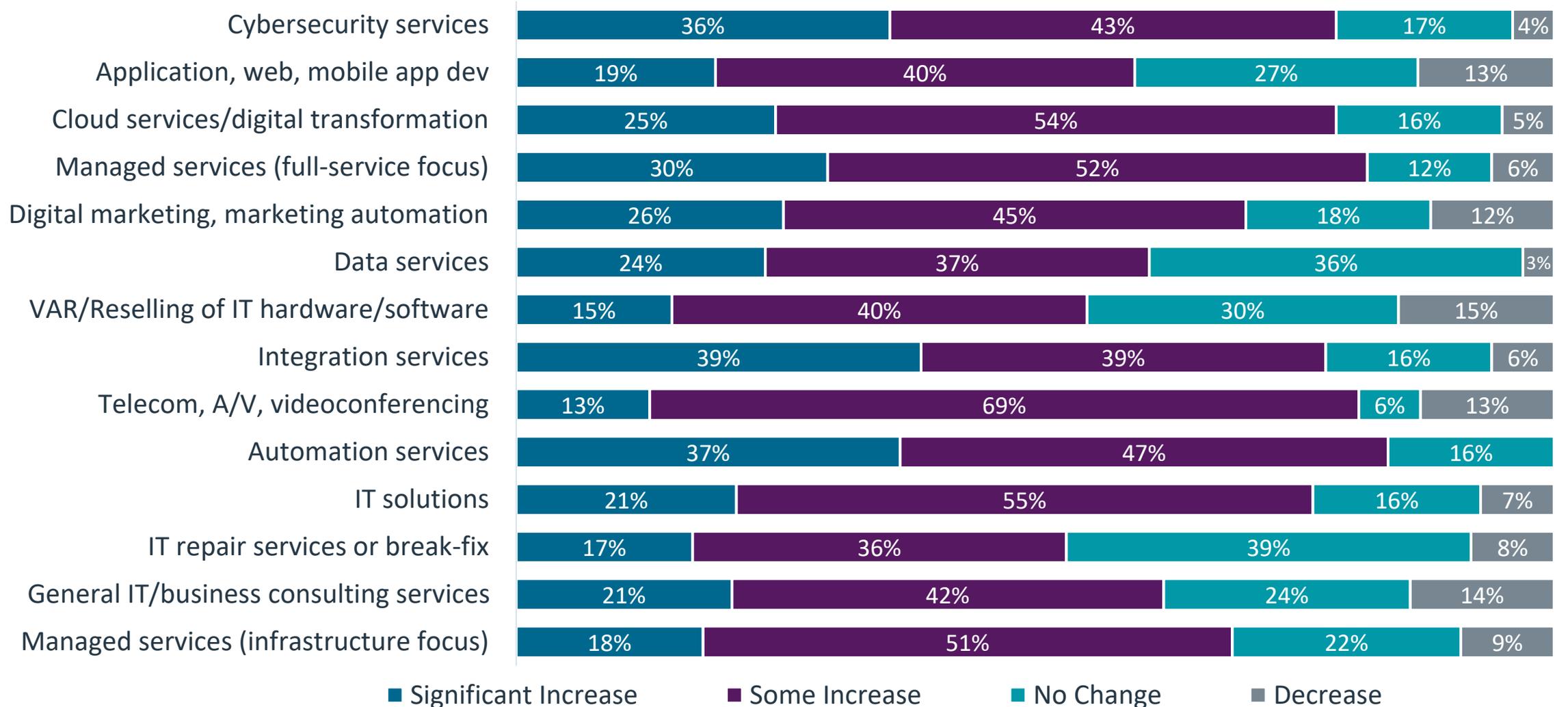


Most channel firms today are hybrid in terms of their product category offerings and the types of services they provide to customers.

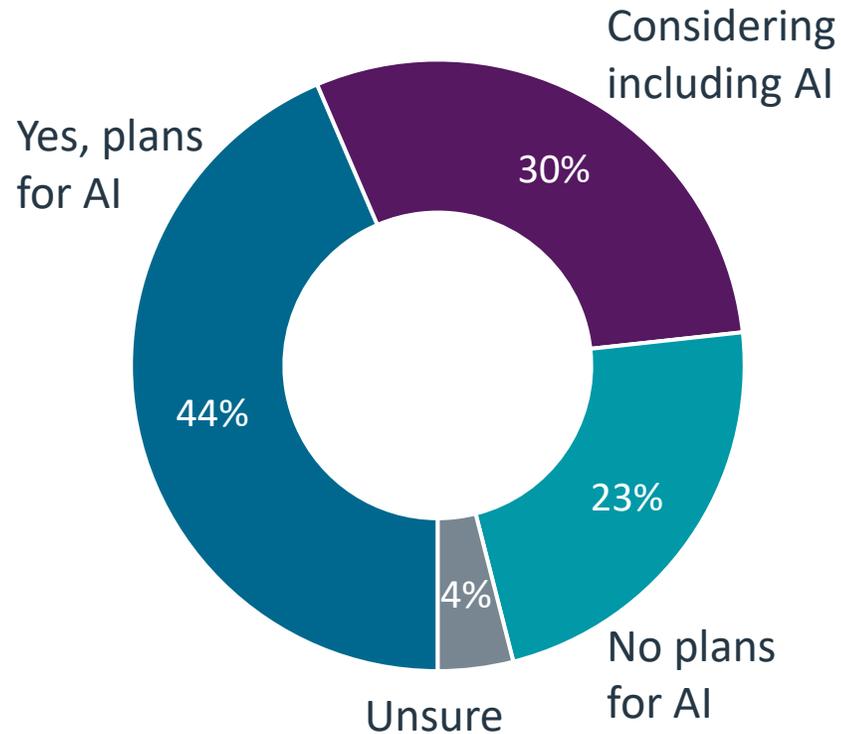
# Revenue Growth Expected Over Next Two Years



# Profit Margins Expected Over Next Two Years



# AI Solutions and Sales Over the Next Year



Customer experience

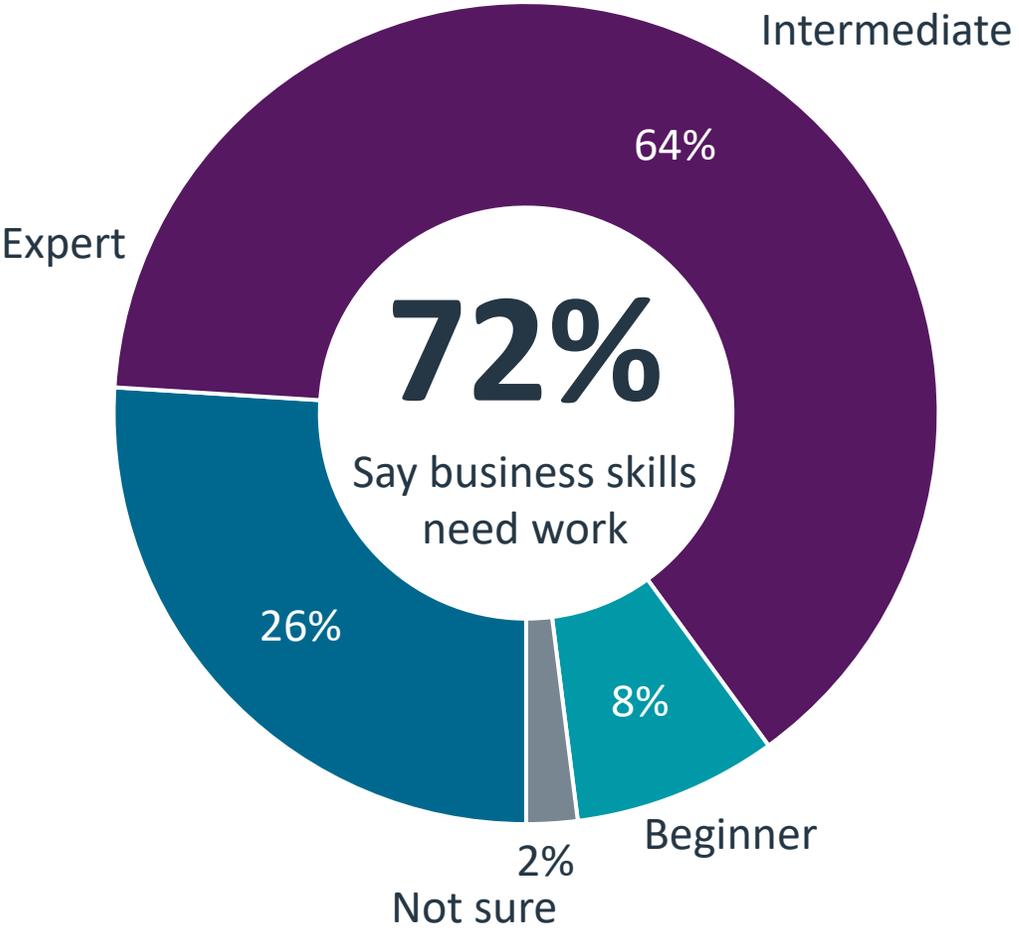
Sales and marketing

Operations

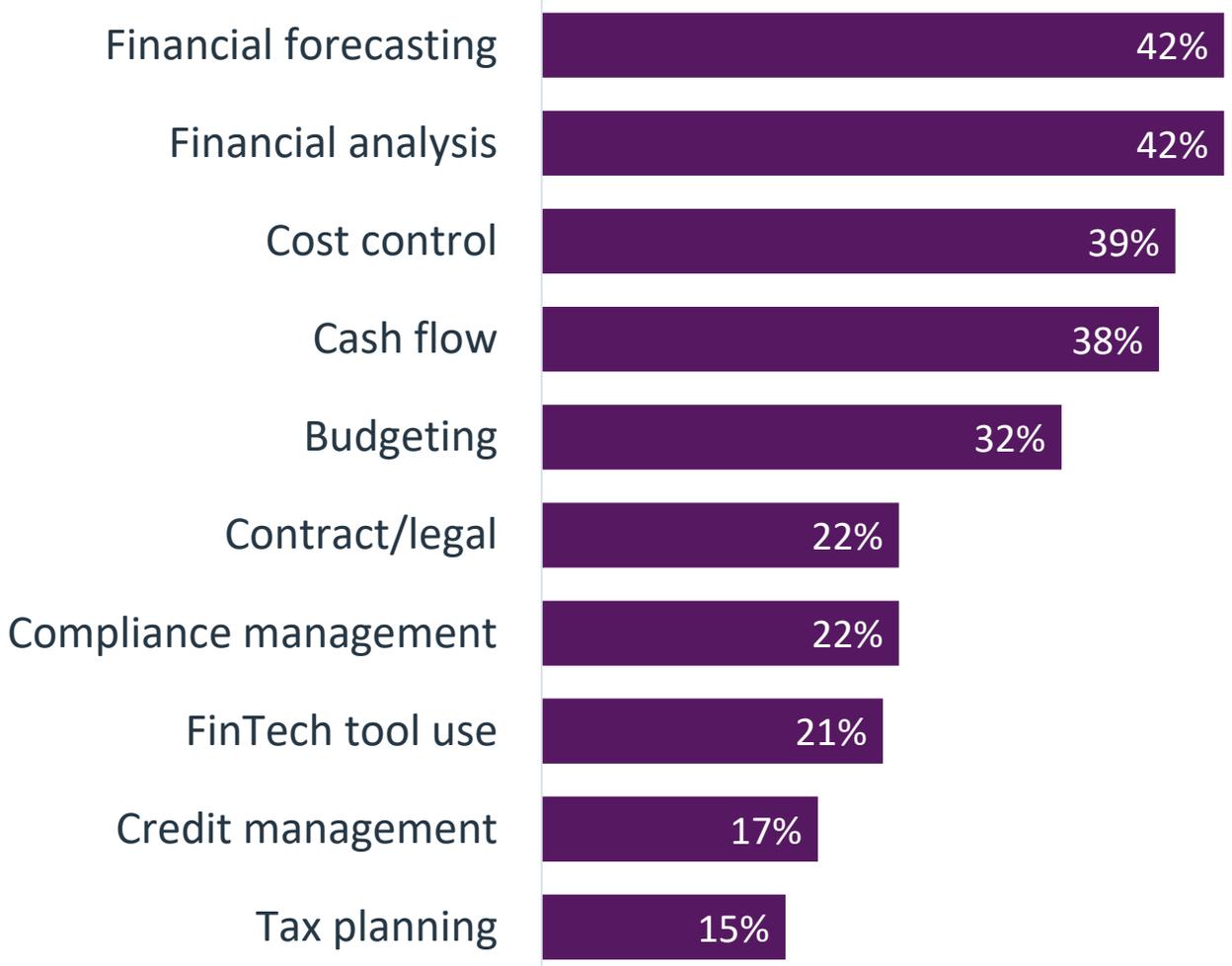
Business decision-making

Business management

# Self-Rating of Company's Business Acumen

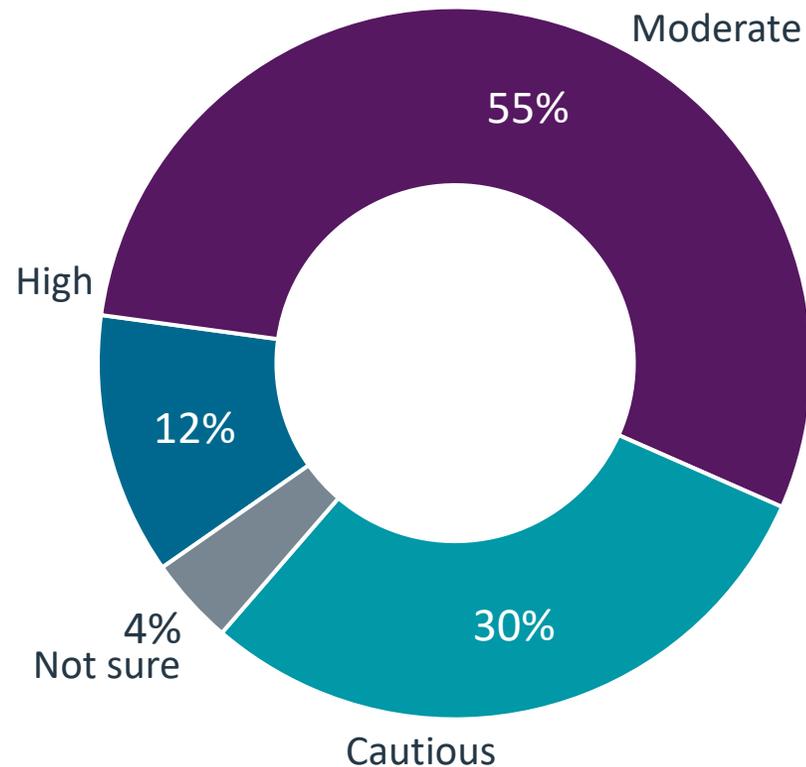


## Areas Needing Improvement

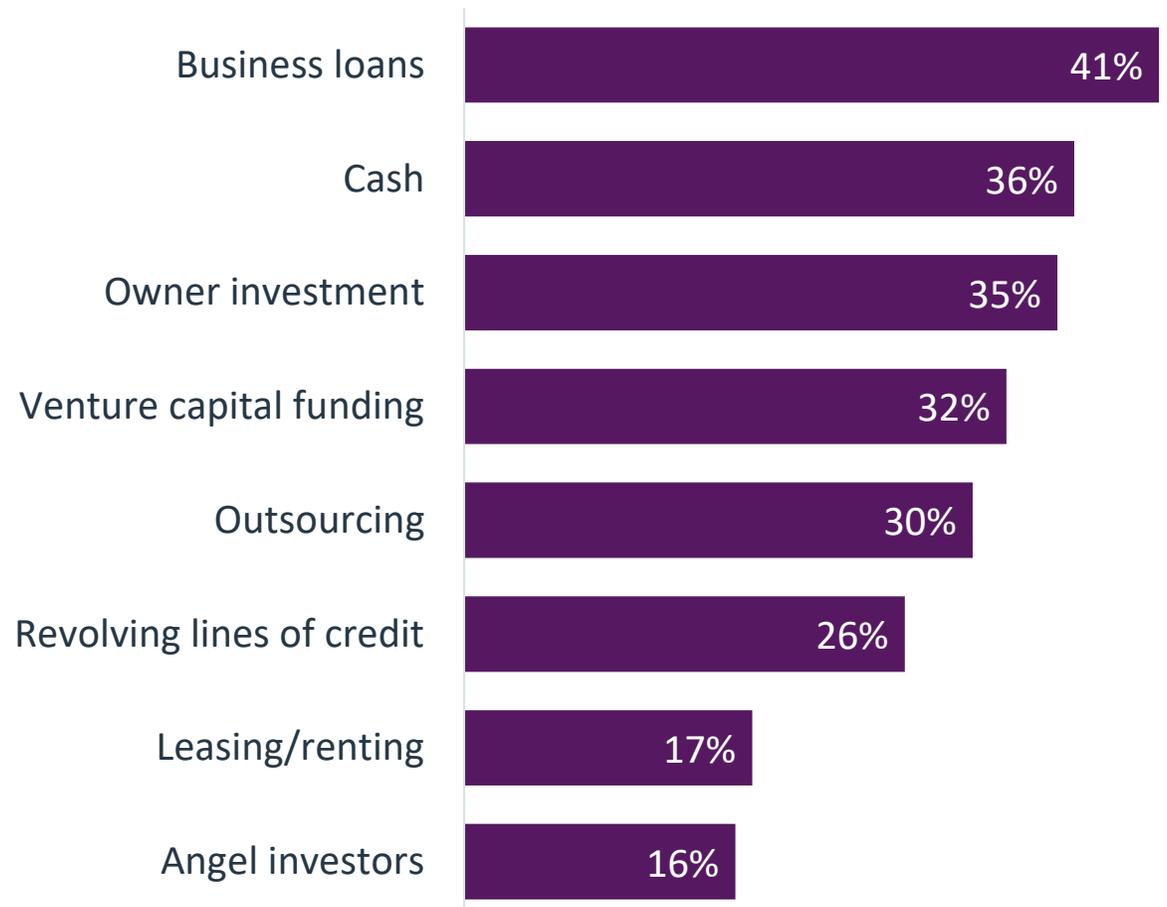


# Operational Improvement Tied to Risk and Funding

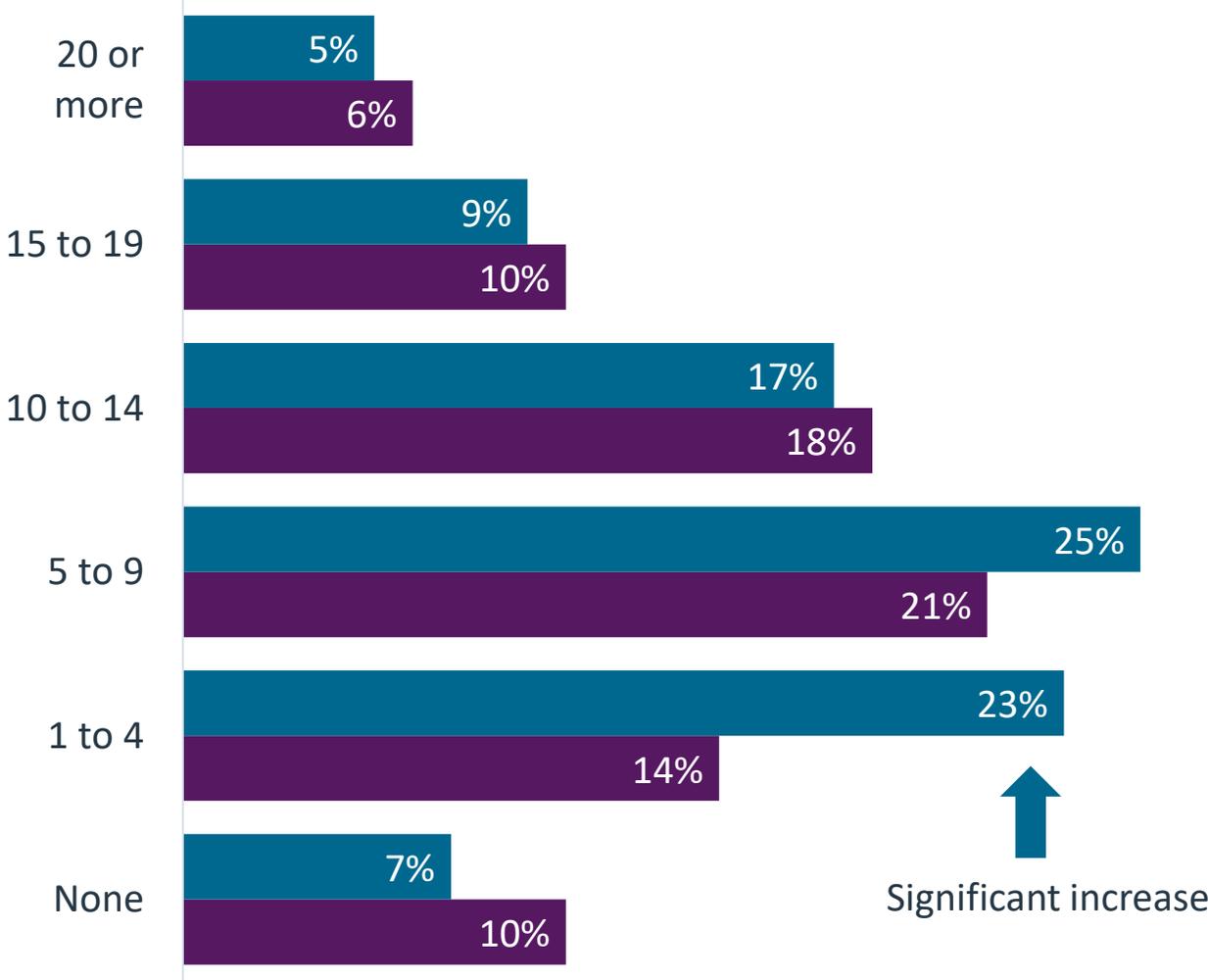
## Level of Financial Risk Tolerance



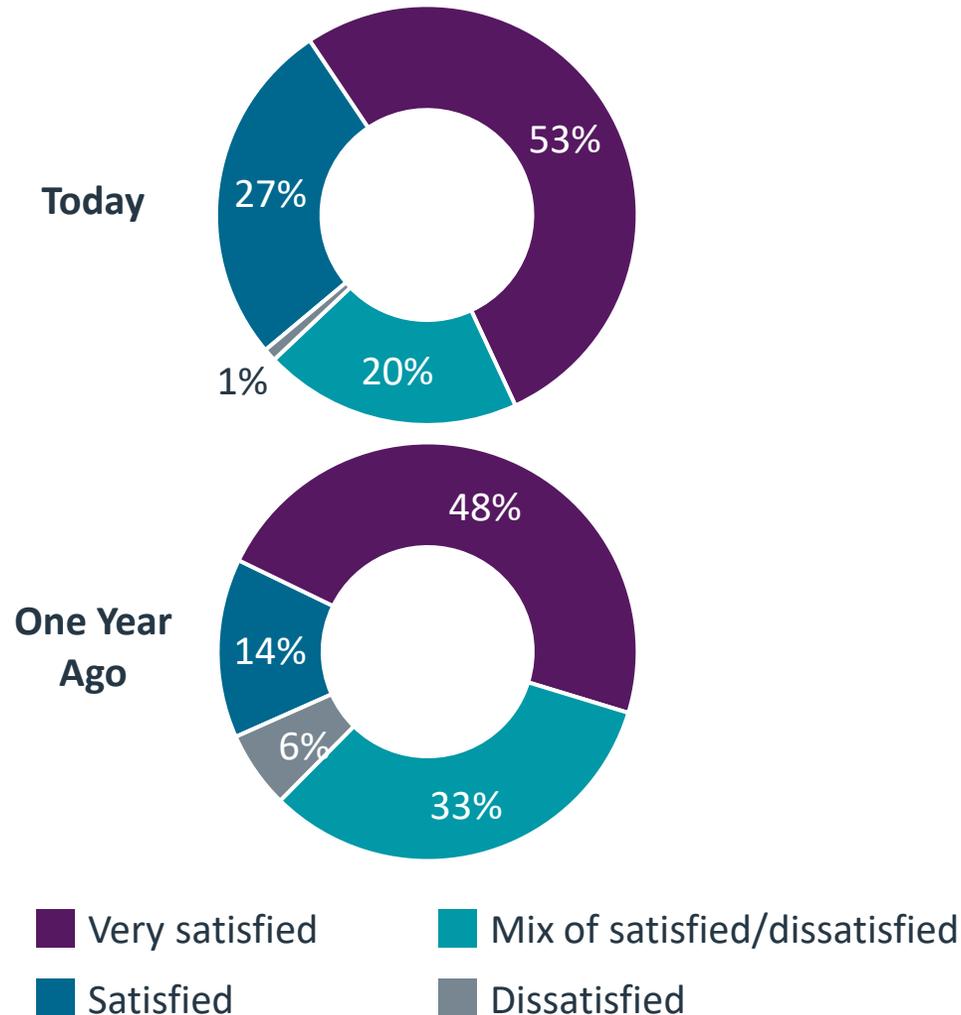
## Sources of Funding Used by Companies



# Number of Vendor Channel Partnerships



# Channel Satisfaction Level With Vendors



## Reasons for Changes to Vendor Relationships

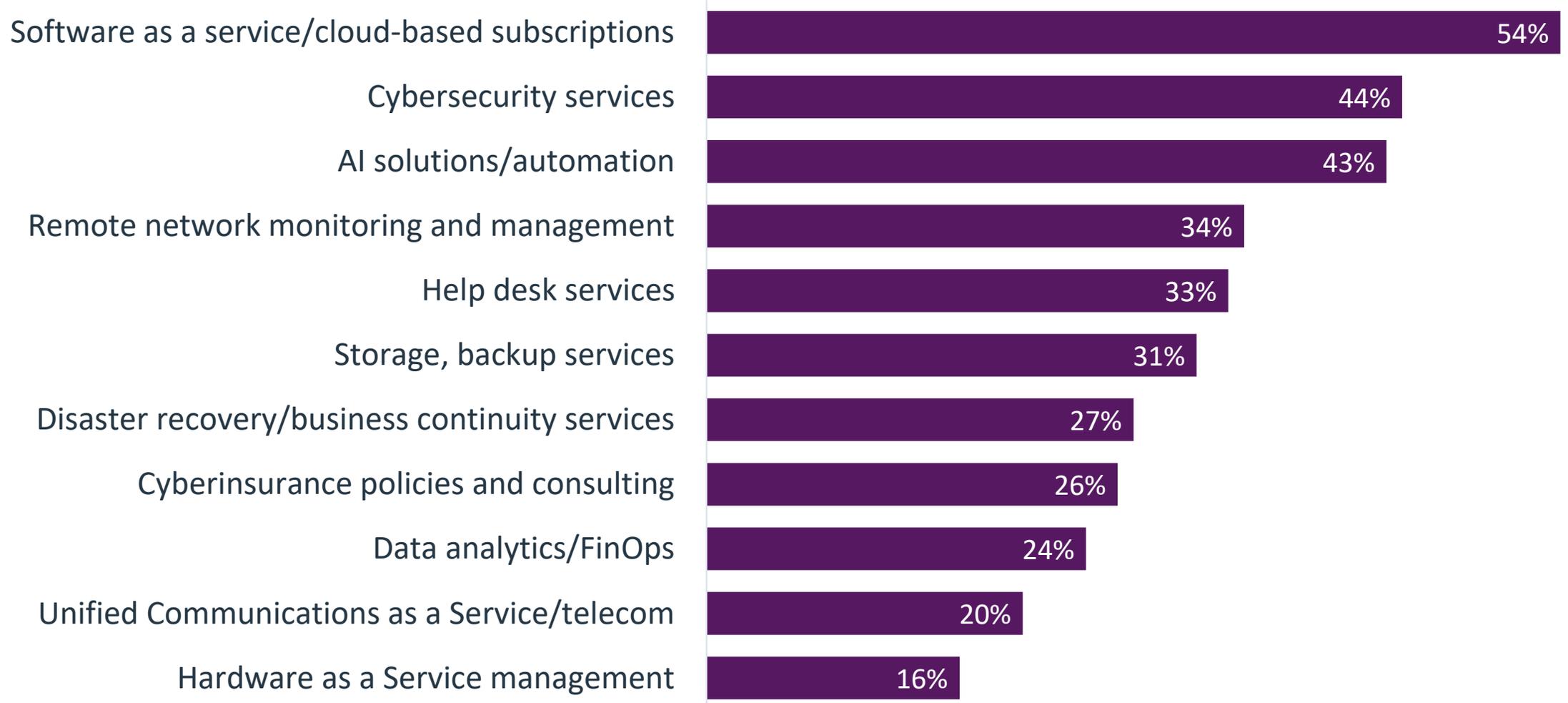


# View of Competitors in Business Today

## Primary competition today



# Most Requested MSP Services



# Key Takeaways

- **Services is the largest growing category in IT Spend**
- **Know what your customers want to buy**
- **Educate yourself & your staff to improve your business**



# Adelaide Agenda

TIME	TOPIC
09:15 – 09:45 AM	<b>Welcome &amp; Introduction</b> MJ Shoer, Chief Community Officer, CompTIA
09:45 – 10:00 AM	<b>Privacy Act Changes Impacting Your Business</b> David Norris, Managing Director, Nortec IT, Dean Calvert, Founder, Calvert Technologies
10:00 – 10:30 AM	<b>State of Cybersecurity.</b> David Norris, Managing Director, Nortec IT
<b>10:30 – 11:00 AM</b>	<b>MORNING TEA &amp; NETWORKING BREAK</b>
11:00 – 11:30 AM	<b>Securing Active Directory: KRBTGT Resets After Credential Theft.</b> Samuel Freeman, Senior Investigator DFIR, CyberCX
11:30 AM – 12:30 PM	<b>Risk Management for your business. Part 1.</b> Wayne Selk, VP Cybersecurity Programs, CompTIA
<b>12:30 – 12:35 PM</b>	<b>QUICK BREAK</b>
12:35 – 1:00 PM	<b>State of the Channel, with ANZ Perspectives.</b> Maria Armstrong, Manager of Academy APAC, Pax8
<b>1:00 – 2:00 PM</b>	<b>LUNCH &amp; NETWORKING</b>



WE ARE THE  
**CompTIA**<sup>®</sup>  
Community

1:00 – 2:00 PM

LUNCH & NETWORKING



# Adelaide Agenda

TIME	TOPIC
2:00 – 2:20 PM	<b>A comedy spot</b> after lunch with Rob Farley.
2:25 – 3:05 PM	Why Your Customers Need Cybersecurity Insurance. Andrew Bremner, SherpaTech
3:05 – 3:10 PM	<b>QUICK BREAK</b>
3:10 – 4:00 PM	<b>Risk Management for your business. Part 2.</b> Wayne Selk, VP, Cybersecurity Programs, CompTIA
4:00 – 4:05 PM	<b>QUICK BREAK</b>
4:00 – 4:30 PM	<b>Fireside Chat</b> MJ Shoer & Wayne Selk – CompTIA
4:30 – 5:00 PM	<b>NETWORKING DRINKS &amp; CANAPES</b>



WE ARE THE  
**CompTIA**<sup>®</sup>  
Community



A COMEDY SPOT

Rob Farley, Owner/Principal, Lobster Pot Solutions

# Adelaide Agenda

TIME	TOPIC
2:00 – 2:20 PM	<b>A comedy spot</b> after lunch with Rob Farley.
2:25 – 3:05 PM	<b>Why Your Customers Need Cybersecurity Insurance.</b> Andrew Bremner, SherpaTech
3:05 – 3:10 PM	<b>QUICK BREAK</b>
3:10 – 4:00 PM	<b>Risk Management for your business. Part 2.</b> Wayne Selk, VP, Cybersecurity Programs, CompTIA
<b>4:00 – 4:05 PM</b>	<b>QUICK BREAK</b>
4:00 – 4:30 PM	<b>Fireside Chat</b> MJ Shoer & Wayne Selk – CompTIA
4:30 – 5:00 PM	<b>NETWORKING DRINKS &amp; CANAPES</b>



WE ARE THE  
**CompTIA**<sup>®</sup>  
Community



## WHY YOUR CUSTOMERS NEED CYBERSECURITY INSURANCE

Andrew Bremner, MD, Sherpatech Insurance

# Adelaide Agenda

TIME	TOPIC
2:00 – 2:20 PM	<b>A comedy spot</b> after lunch with Rob Farley.
2:25 – 3:05 PM	<b>Why Your Customers Need Cybersecurity Insurance.</b> Andrew Bremner, SherpaTech
3:05 – 3:10 PM	<b>QUICK BREAK</b>
3:10 – 4:00 PM	<b>Risk Management for your business. Part 2.</b> Wayne Selk, VP, Cybersecurity Programs, CompTIA
<b>4:00 – 4:05 PM</b>	<b>QUICK BREAK</b>
4:00 – 4:30 PM	<b>Fireside Chat</b> MJ Shoer & Wayne Selk – CompTIA
4:30 – 5:00 PM	<b>NETWORKING DRINKS &amp; CANAPES</b>



WE ARE THE  
**CompTIA**<sup>®</sup>  
Community

3:05 – 3:10 PM

QUICK BREAK



# Adelaide Agenda

TIME	TOPIC
2:00 – 2:20 PM	<b>A comedy spot</b> after lunch with Rob Farley.
2:25 – 3:05 PM	<b>Why Your Customers Need Cybersecurity Insurance.</b> Andrew Bremner, SherpaTech
3:05 – 3:10 PM	<b>QUICK BREAK</b>
3:10 – 4:00 PM	<b>Risk Management for your business. Part 2.</b> Wayne Selk, VP, Cybersecurity Programs, CompTIA
<b>4:00 – 4:05 PM</b>	<b>QUICK BREAK</b>
4:00 – 4:30 PM	<b>Fireside Chat</b> MJ Shoer & Wayne Selk – CompTIA
4:30 – 5:00 PM	<b>NETWORKING DRINKS &amp; CANAPES</b>



WE ARE THE  
**CompTIA**<sup>®</sup>  
Community

3:10 – 4:00 PM



RISK MANAGEMENT FOR YOUR BUSINESS. PART 2

WAYNE SELK, VP, CYBERSECURITY PROGRAMS, COMPTIA

# Operationalizing Risk within the Organization

## Part 2



# What is this Course?

## Cybersecurity Trustmark Risk Management Course

- This course is an immersive dive into the world of business risk
- Each Part is approximately ONE Hour
- In the five-part series, you will learn to:
  - Understand Business Risk – Part 1
  - Operationalize Your Risk – Part 2
  - Help Your Clients Understand Their Risk – Part 3
  - Create a Strategy for Risk – Part 4
  - Create Opportunity for Risk – Part 5



# What Will I Be Learning Today

## Agenda

---

Business Risk - Defined

---

Seven Types of Business Risk

---

Assumptions

---

Uncovering Risk

---

The “Methodology”

---

Ensuring Proper Alignment

---

Getting Ready to Help Your Clients with Their Risk

# Business Risk - Defined

Important

The Hartford defines  
business risk as:

**“anything that could impact  
your company’s finances”**

# 7 Types of Business Risk

---

Strategic

---

Compliance

---

Financial

---

Operational

---

Reputational

---

Global

---

Competitive

# Strategic Risk

Technology Changes

Competitive Pressure

Legal Changes

Shifts in Customer Demand

# Compliance Risk

Insider Threats

Data Storage Issues

Data Availability

Data Theft

# Financial Risk

Cash Flow

Economic Changes

Debt to Profit Ratio

Loss of Customers

# Operational Risk

Natural Disasters

Theft

Failures in Technology

Changes in Laws

# Reputational Risk

Data  
Breaches

Defective  
Products

Negative  
Social Media

# Global Risk

Espionage

War/Conflict

Economic Stability

Supply Disruption

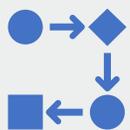
# Competitive Risk

Marketing

Better Services

Loss of Experienced Personnel

## Assumptions or More Risk?



“That is the way we have always done it”



We have security controls



“We are too small”



Look only at the big items



Others?

# Uncovering Risk



BREAK  
DOWN  
THE BIG  
PICTURE



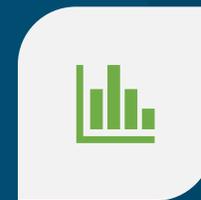
BE  
PESSIMIST  
IC



CONSULT  
AN  
EXPERT



SEEK  
EMPLOYEE  
FEEDBACK  
—  
REGULARLY



ANALYZE  
CUSTOMER  
COMPLAINTS



CONDUCT  
INTERNAL  
AND  
EXTERNAL  
RESEARCH

# Homework Review

## Did you do it?

- Did you identify your Business Objective?
- When looking at your risks, did you reflect internally first?
  - If not, what kind of risks did you potentially miss?
  - What impact would those risks have on your business?
- Did anyone find themselves losing focus on the business objective?
- Last question – How will the three areas impact your objective?
  - Please share your business objective, then discuss the impact(s)

# Business Plan

Every business should have one...

- Roadmap to follow for business success
- 3-5, 7, 10 year plan
- Objectives and Milestones
- Risks to prevent achieving (when written)
- Exit Strategy

# The “Methodology”

Business  
Objectives

Business  
Risks

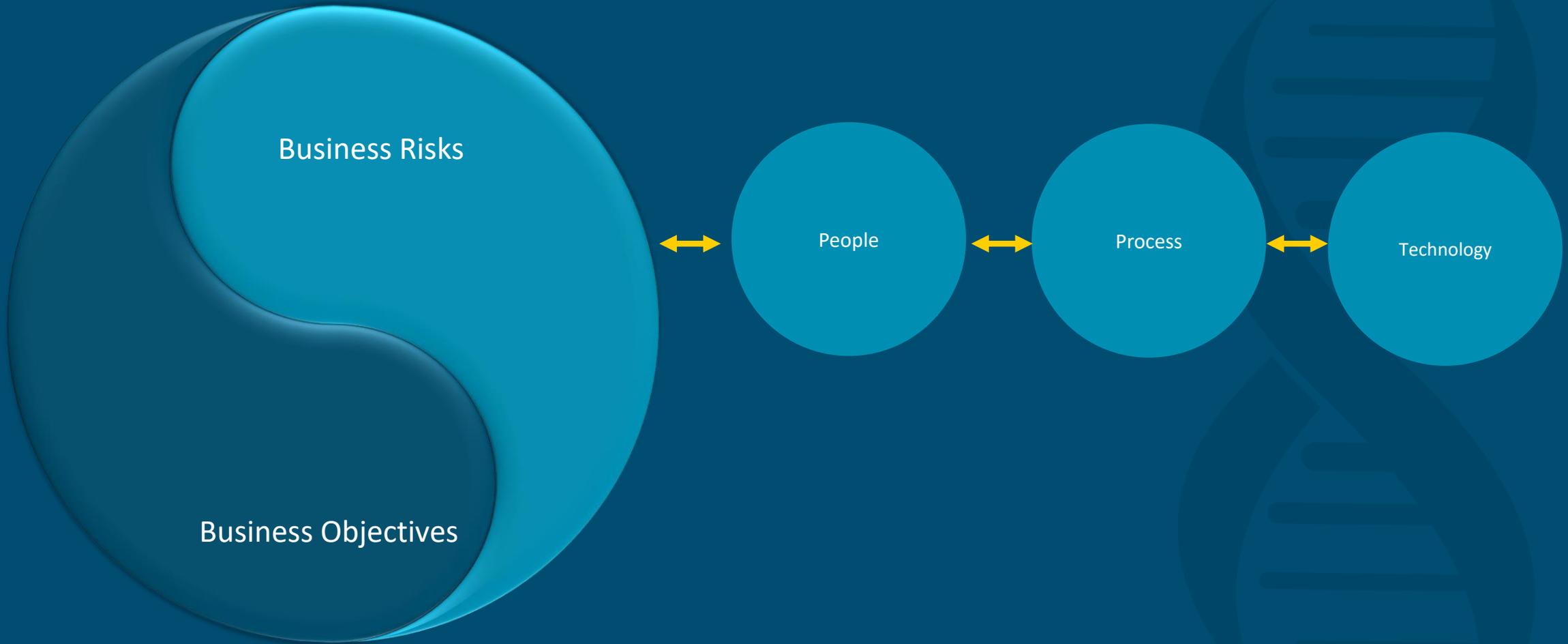
People

Process

Technology

# Ensure Proper Alignment

Or risk failure



# Helping your Clients

## Yep, Part 3!

- Understand their Business Objectives (Build a solution for success)
- Is Compliance or Regulatory part of their business?
- Focus on Key Talking Points (HINT: Never discuss Technology/Never discuss FUD)
  1. Cost of an Incident or Compromise
  2. Nothing is 100% - it is about reducing IMPACT
  3. Employees make mistakes – when they do, remind of 1 & 2
  4. As the Data Owner they own the liability and budget
- Importance of Continuous Monitoring (HINT: Not everyone is ready for this)



Thank YOU!



# Adelaide Agenda

TIME	TOPIC
2:00 – 2:20 PM	<b>A comedy spot</b> after lunch with Rob Farley.
2:25 – 3:05 PM	<b>Why Your Customers Need Cybersecurity Insurance.</b> Andrew Bremner, SherpaTech
3:05 – 3:10 PM	<b>QUICK BREAK</b>
3:10 – 4:00 PM	<b>Risk Management for your business. Part 2.</b> Wayne Selk, VP, Cybersecurity Programs, CompTIA
4:00 – 4:30 PM	<b>Fireside Chat</b> MJ Shoer & Wayne Selk – CompTIA
4:30 – 5:00 PM	<b>NETWORKING DRINKS &amp; CANAPES</b>



WE ARE THE  
**CompTIA**<sup>®</sup>  
Community

4:00 – 4:05 PM

QUICK BREAK



# Adelaide Agenda

TIME	TOPIC
2:00 – 2:20 PM	<b>A comedy spot</b> after lunch with Rob Farley.
2:25 – 3:05 PM	<b>Why Your Customers Need Cybersecurity Insurance.</b> Andrew Bremner, SherpaTech
3:05 – 3:10 PM	<b>QUICK BREAK</b>
3:10 – 4:00 PM	<b>Risk Management for your business. Part 2.</b> Wayne Selk, VP, Cybersecurity Programs, CompTIA
<b>4:00 – 4:05 PM</b>	<b>QUICK BREAK</b>
4:00 – 4:30 PM	<b>Fireside Chat</b> MJ Shoer & Wayne Selk – CompTIA
4:30 – 5:00 PM	<b>NETWORKING DRINKS &amp; CANAPES</b>



# WE ARE THE CompTIA® Community

Gerardo Barragan



4:00 -4:30 pm

## FIRESIDE CHAT WITH MJ AND WAYNE

MJ SHOER, CHIEF COMMUNITY OFFICER , COMPTIA

WAYNE SELK, VP CYBERSECURITY PROGRAMS, COMPTIA.

# WE ARE THE CompTIA® Community



4:30 – 5:30 PM

NETWORKING DRINKS AND CANAPES

# WE ARE THE CompTIA<sup>®</sup> Community

