

Demystifying cyber security for Directors, CEOs and managers



Tech is always sold as a tool that will improve outcomes. Unmanaged, insulated by mystery, IT takes control and seizes resources by threatening disaster.

Only strong management will make IT deliver the business results it was originally sold on.

Your job is to lead.

You don't need to know the jargon.

You don't need to understand the tech.



You do need to know how to manage the risks for the best business outcomes.

The information that will let you do your job is not bytes and bandwidth, it's expertise that views tech from a management perspective.

This is where you can get it...

[read more](#) ►



About Sorin Toma

Sorin Toma is a man governments call when big-ticket projects have gone seriously wrong. After they've sworn him to secrecy.

He's got deep tech knowledge, but that's just a tool to him. He uses to razor through jargon and excuses. His focus is management results.

He's said, *The fail point in most IT projects is people, not machines or code.*

It's the same in IT management: when companies get bamboozled by tech, the business goals they were pursuing get lost.

If you want a management grip on your IT, you need Sorin. He'll tell you what you need to know, without obfuscating jargon, in blunt language. Specific. Practical. Actionable.

Sorin Toma is Xpotentia's Principal Consultant. He is also the Principal Adviser – Cyber Security at University of NSW.

For the record, he holds a Bachelor of Science Degree (Electronics and Scientific Instrumentation) from Griffith University Brisbane and a Graduate Diploma in Electrical Engineering (Computer Systems Engineering) from the University of Technology Sydney. He is a member of the Australian Institute of Company Directors, the Australian Institute of Project Management, and the Institute of Electrical and Electronics Engineers

What actually matters is his 30 years industry experience solving problems for global IT suppliers and big-budget users, and SMEs.



Sorin Toma, IT Management Adviser

Sorin specialises in Cyber Security (Board Level Engagement and Strategy), Turnarounds and Digital Transformation using business and technology innovation. He thinks and delivers both strategically and tactically and has in depth experience in IT in Utilities, Telecommunications, Healthcare, and Government and Education.

Some time spent with him could set your IT on the right track and save years of grief and under-performance.

CYBER PARALYSIS is when IT costs spiral and management doesn't know how to stop them – and is afraid of the risks of not doing what the techs want.

The antidote to cyber paralysis is not a crash course in technobabble, it's to take control of the strategic management of cyber security and IT.



How do you calculate tech ROI? First, keep it simple. If it doesn't work on a calculator, it's wrong.

How you can benefit

What is it you want to achieve?

It might be to heighten awareness of cyber security risks and improve compliance. Or to drive cultural change that smashes bottlenecks and refocuses on business results. Or you might want a two day intensive to develop and document a new IT strategy.

Xpotentia can deliver customised presentations, training and consulting to meet your goals. See the back page for formats.

Some examples:

1. Board

- ▲ Cyber Security – The Imperative for the Board
- ▲ Achieving Successful Cyber Security Risk Management
- ▲ The Role of Enterprise Risk and Audit in relation to Cyber Security – Keeping the Board Informed
- ▲ Changing Organisational Culture to achieve Cyber Security Goals
- ▲ The Cultural Mindset needed to protect the Organisation from Cyber Security Threats
- ▲ Critical Cyber Security Mistakes and Traps

2. Strategic

- ▲ Are your Corporate Strategy and Cyber Security Goals aligned?
- ▲ The Balance between Enablement / Usability and Cyber Security
- ▲ Improving the Organisation's Cyber Security Posture whilst retaining Customer Trust and enhancing the Customer Experience
- ▲ Cyber Security for Competitive Advantage (or as Differentiator)
- ▲ Cyber Security – A Never Ending Story – Why threats just keep on coming
- ▲ How must Cyber Security evolve to deal with new and emerging Threats – A Scenario
- ▲ Human Nature – The Hidden Factor impacting your Cyber Security Posture
- ▲ It's all about managing your Organisation's Risk Exposure

3. Leadership

- ▲ Leading the charge to achieve Cyber Security Goals
- ▲ What are suitable targets and KPI's for Cyber Security
- ▲ Prioritizing Cyber Security Projects and Initiatives for Success
- ▲ The Importance of Incident Management for Operational Resilience
- ▲ Protecting your most Valuable Asset: Data

4. Governance

- ▲ Holistic Corporate Governance for Cyber Security
- ▲ Assessing whether Cyber Security is operating Effectively and Efficiently
- ▲ Does the Governance Structure align with the Cyber Security Strategy?
- ▲ Policies & Procedures: what should you do?
- ▲ The need for speed in Cyber Security Decision-Making and Approvals

5. Management

- ▲ Developing and Executing the Cyber Security Strategy
- ▲ An Overview of the Cyber Security Market Place – Who are the key Vendors/Suppliers of Products and Services?
- ▲ Establishing a Successful Cyber Security Team / Function – Critical Success Factors
- ▲ Recruiting a CISO that will succeed and prosper inside your Organisation
- ▲ Building the Cyber Security Team
- ▲ Developing a Roadmap / Plan for Cyber Security and Delivering Results
- ▲ Managing Project in Cyber Security – Difference and Critical Success Factors
- ▲ Hiring Hackers is not a Silver Bullet

6. Technology

- ▲ The Security Operating Centre
- ▲ The importance of an Enterprise Security Architecture
- ▲ Critical Cyber Security Technology Products and Services

Choose delivery that suits you

Presentations | Workshops | Seminars | Consulting

Sorin Toma offers your choice of:

- ▲ Presentations (from 15 minutes to 2 hours)
- ▲ Seminars (times to suit the event)
- ▲ Workshops (from 1 hour to two days for up to 20 participants)
- ▲ Advisory/consulting (daily rate through to 4-week engagement package and ongoing, scheduled time)
- ▲ Issue intervention and resolution (deal with specific roadblocks, unresolved internal conflict, projects off-the-rails)

Each will be customised to your needs and can include:

- ▲ Participant notes and workbooks, further resources
- ▲ Availability for associated media
- ▲ Written report with recommendations and action steps (recommended for workshops)
- ▲ Material you can include in internal and external communications that will help demonstrate and position your company on IT and cyber security
- ▲ Programmed follow up, review and reinforcement
- ▲ One-on-one follow up and coaching

The scope, objectives and content of all services are discussed and agreed with you in advance, to ensure you get the knowledge, impact and change that you want.

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Disclaimer: Xpotentia does not provide audit, legal or regulatory advice. All the above presentations, materials, workshops and services are focussed and targeted to the leadership, management, operational and technology aspects of Cyber Security. For audit, legal and regulatory services Xpotentia recommends clients obtain services separately from the appropriate and relevant firms.