



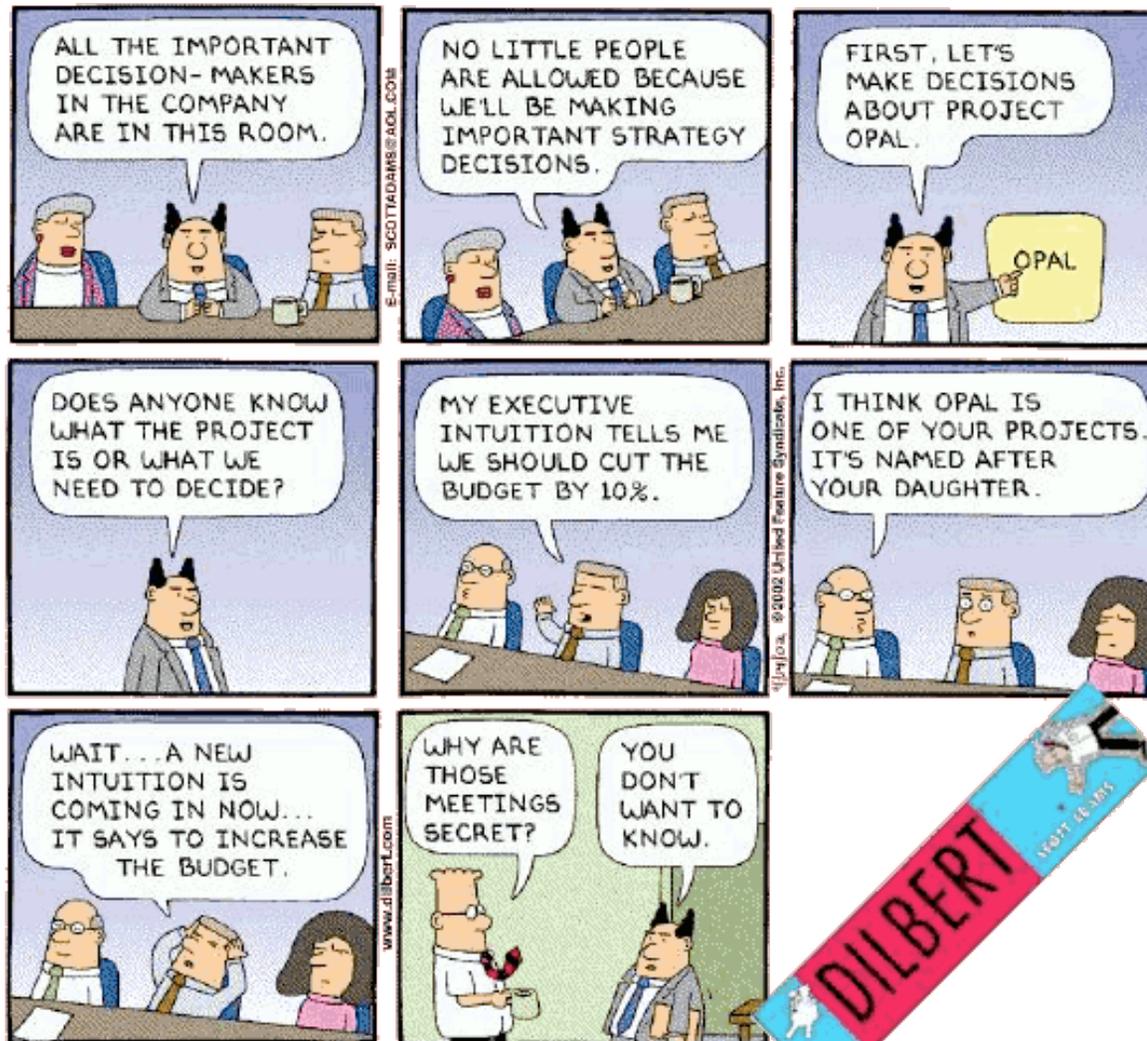
ClearPoint
METRICS

Enterprise Case Studies B

Betsy Nichols

www.clearpointmetrics.com

Is this as prevalent as we fear ?



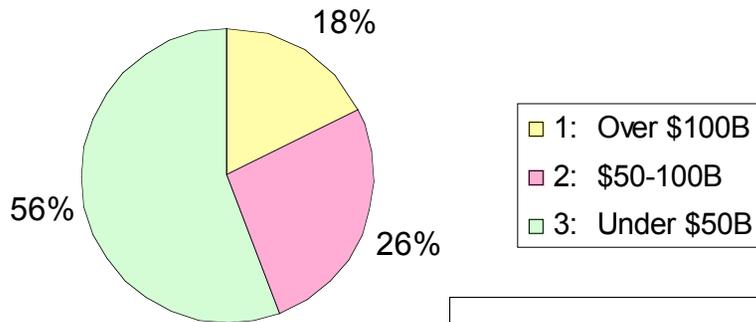
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Security Metrics: Leading Indicators for Adoption

- Who
 - Just 'top tier' companies ?
 - Who is the primary sponsor ?
 - Who generates metrics and scorecards ?
 - Who is the audience ?
- Why
 - Drive improvement, justify budget, prioritize investments,
 - Prove compliance, manage risk, security group PR
- What
 - What metrics are most useful ?
 - What resources are being allocated to measurement ?
- Where
 - Sources of raw data
 - Mechanisms for publication of results
- When
 - Daily, weekly, monthly, quarterly ?
 - Other regular reviews that security metrics would be included
- How
 - Tools: Excel, Data Mining Products, Report Writers, Point Products
 - People: Formally assigned or ad hoc

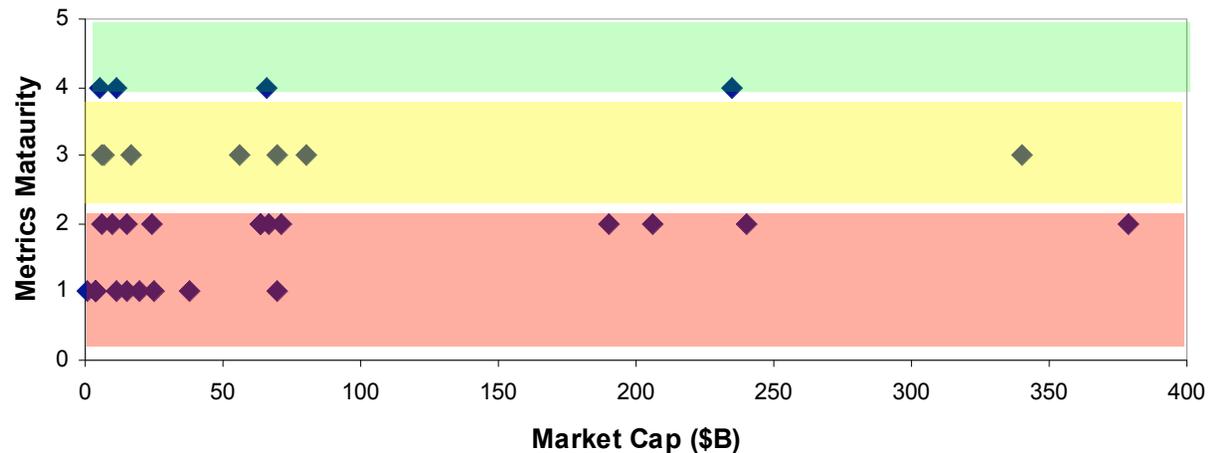
State of Metrics Adoption in 2006

Companies Surveyed

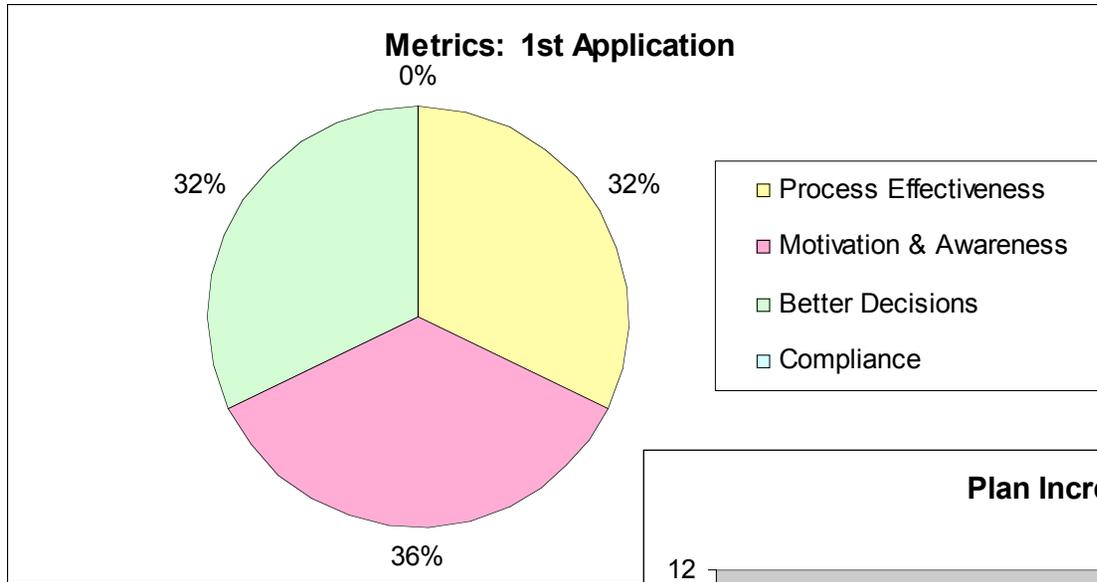


- Maturity based upon:
 - Regularity, repeatability
 - Consistency, trust
- Low maturity across the board: ($\rho_{x,y} = 0.22$)

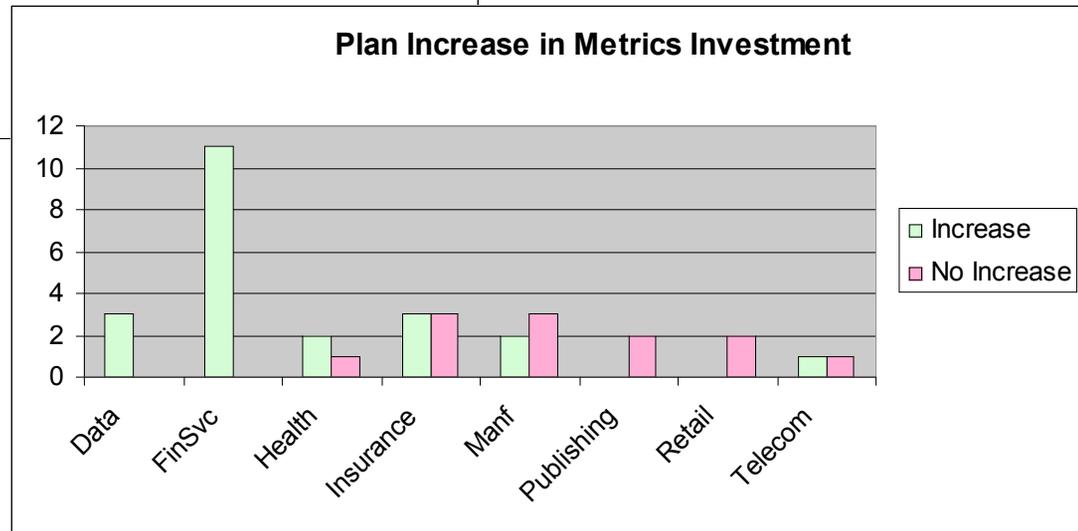
Metrics Maturity vs Market Cap (\$B)



Why and When



- Compliance is not the first application of metrics
- Early adopters in financial services



Why are Metrics so Hard ?

- Vast and unclean data
 - Scattered and uncorrelated
 - Incomplete and inconsistently collected
- Lack of consensus on indicators and models
 - Statistics
 - Aggregation
- Difficult to package results
 - Mapping to business
 - Multiple audiences
 - Visualization of quantitative data
 - Distribution

Metricon 1.0: Enterprise & Case Studies B

- John Nye: Leading Indicators for Vulnerabilities
- Vik Solem: Top 10 Vulnerabilities over Time
- Jonas Hallberg: Metrics for Networked Info Systems
- Andrew Sudbury: Highlights of a Security Metrics Scorecard Project

