**10 Good Questions to ask about Cybersecurity Programs**

*This is a Business Continuity and Business Risk Management Discussion*

1. If Prospect agrees to a call and it makes sense **“I usually invite one of our Security Subject Matter Experts on the call just to listen in, would that be okay?”**
2. **Have you been following the headlines? Hacking is happening all the time. Small and medium business are getting attacked a lot! They are the low hanging fruit for hackers.**

*Share some statistics: 80% of small businesses don’t have an IT Security team. 80% of SMB’s don’t have an incident response plan. “We often find that clients are concerned but think that they are not a target. Many businesses are not doing the basic cyber hygiene that could prevent or mitigate the scale of attacks…and we can help as your partner*

1. **Which industry standards must your team comply with?** *(you know enough to be dangerous now! so drop some knowledge re NIST* *Cybersecurity Framework, CMMC, HIPAA, GDPR, PII + documentation needed for compliance).*
2. **How many employees in your company?** **How many locations?** We use this information to generate a quote to understand the scope of the tools needed for the managed service.
3. **What do you consider your most valuable digital assets? Intellectual Property, credit card data, customer data, patient data, employee data. How is this currently being protected? How do you currently restrict access to this?**

*Segmentation & Identification of critical assets and a data classification exercise is the first step in building a cyber ready environment.*

1. If Internal **- Who handles cybersecurity on your team? If it’s your “IT guy” that is trying to wear a new hat we should talk… We find that clients simply don’t have the budget or skill set to start taking the right steps*.***

*Our local partner Cytellix provides affordable compliance based managed cybersecurity services to continuously monitor your network for threats and potential indicators or attack. If you have a team or security personnel, we can also license our tools for him or her to use for monitoring.*

1. If External ***- Does your company or 3rd party service provider provide any periodic cybersecurity or vulnerability assessments of your network? When was the last time you did one?*** *(Security is dynamic and periodic checks against an industry framework are recommended. Cytellix’s service provides quarterly scans or can do a one-time vulnerability scan with report)*
2. **What security products does your company currently use?****IE firewalls, Antivirus, VPN?****How do you know what and how many devices are on your network? Do you have any system to alert when there is a hack, bad actor connection or compromise? *Do you truly know your blindspots?*** *Cytellix provides continuous cyber-monitoring of network assets for indicators of compromise, as well as threat detection and vulnerability scans. These services help make traditional tools more useful and valuable.*
3. **Would it be helpful to receive alerts when an asset or device is demonstrating some indicator of attack or is not up to the latest patch level?****Would you like to know, in real-time, when an unknown device connects to your company network?**  *All of this is available through Cytellix Continuous Monitoring Service.*
4. **What written security policies does your organization have?** IE authentication, incident response, employee ransomware and phishing training

**\*\*\*Invite them to the weekly webinar to learn more and if they are interested and/or Schedule a one on one web meeting.** *-* <https://cytellix.com/webinarregistration/>