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I was a CISO with the right strategy...

Cyber awareness was an afterthought

You know what Satre said?

- Gullible users will be tricked; there's no fixing that
- There is only so much money, time and focus
- I focused on the attacker and the attack surface



We built a cyber strategy without an awareness component

- Network defense technology
- Internet defense technology
- Server and endpoint technology
- Data protection
- External intelligence
- Internal intelligence
- And some things we can't talk about



Then, a bad thing happened



A cyber event adjusted my perspective

- Call from the government
- Compromised assets
- Exfiltrated data
- Federal grand jury indictment



Time for a rethink

- I considered everything I'd failed to consider
- Cyber awareness training was on the table. It was not the only course.



Users are our LAST LINE of DEFENSE, not our first

Defense in depth email defense strategy

- 11.5M external emails received every week
- 88% of external emails are blocked due to viruses, phishes, and SPAM
- Each layer of technology protects against different threat types and attack approaches





Cyber awareness programs are not easy

- A program won't run itself
- No success without organizational buy-in
- Choose a partner and spend some money
- Ensure regulatory compliance



I've learned that a sensitized user is a sensible solution

- Knowing what to do and when
- Using the escalation chain
- Trusting they can make the call
- Believing their behavior matters



And the results are

- Thousands of emails reported each week
- False positives down
- CFO concerned about fraud is now our best customer



In short,

It's working.



Thank you