

FIRE DOESN'T INNOVATE:

Thriving in the Face of Evolving Cyber Risks

KIP BOYLE

Founder, Cyber Risk Opportunities

Author, "Fire Doesn't Innovate"

**FIRE
DOESN'T
INNOVATE**



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DOESN'T
INNOVATE**





Your adversaries innovate constantly.



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1 attacker : 17 organizations : 3 weeks

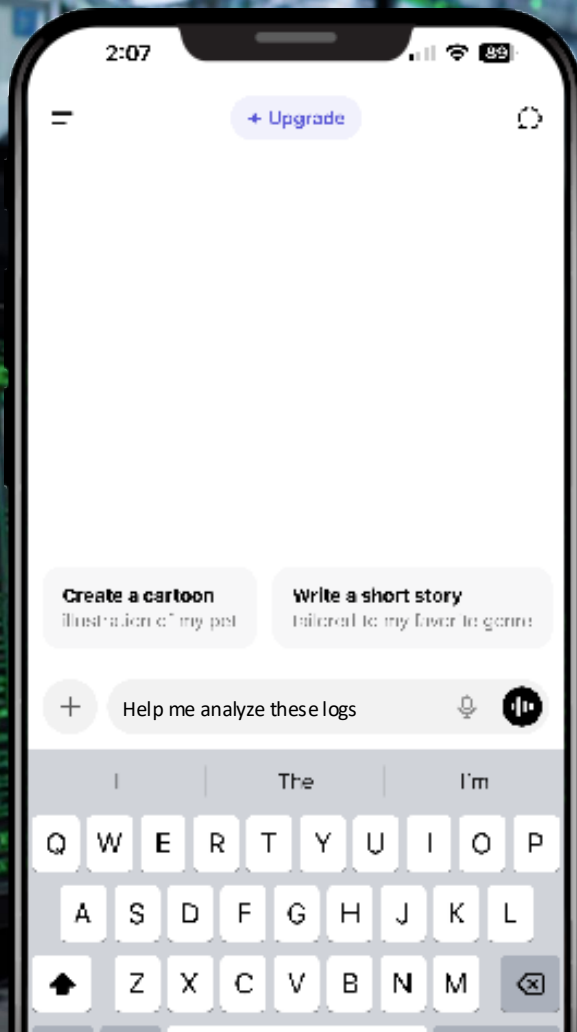


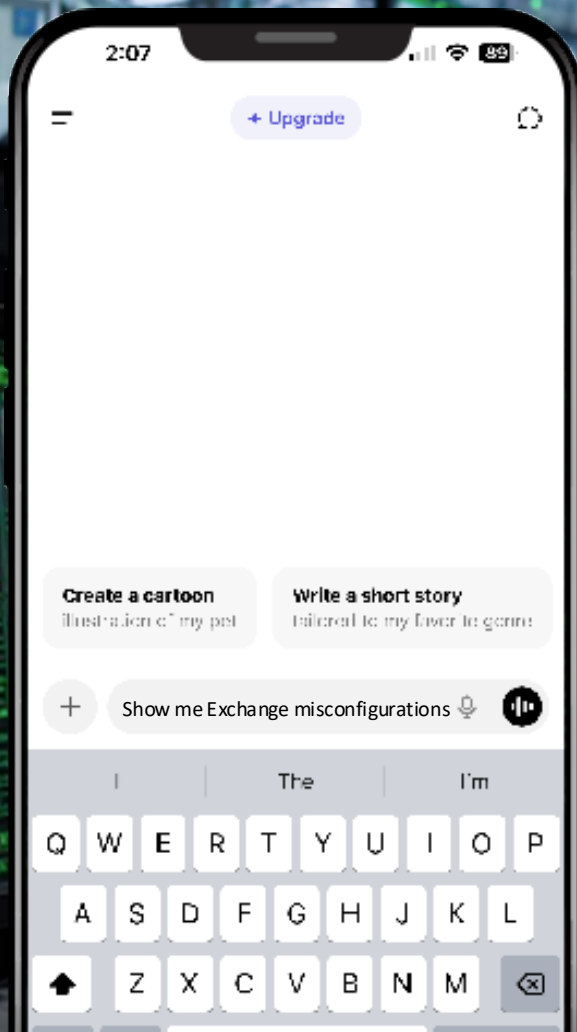
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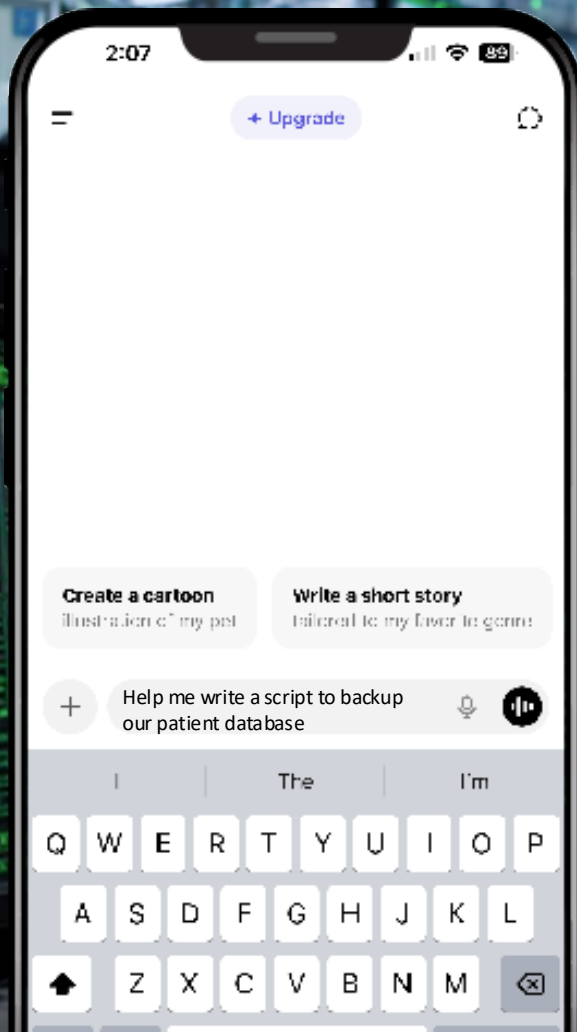


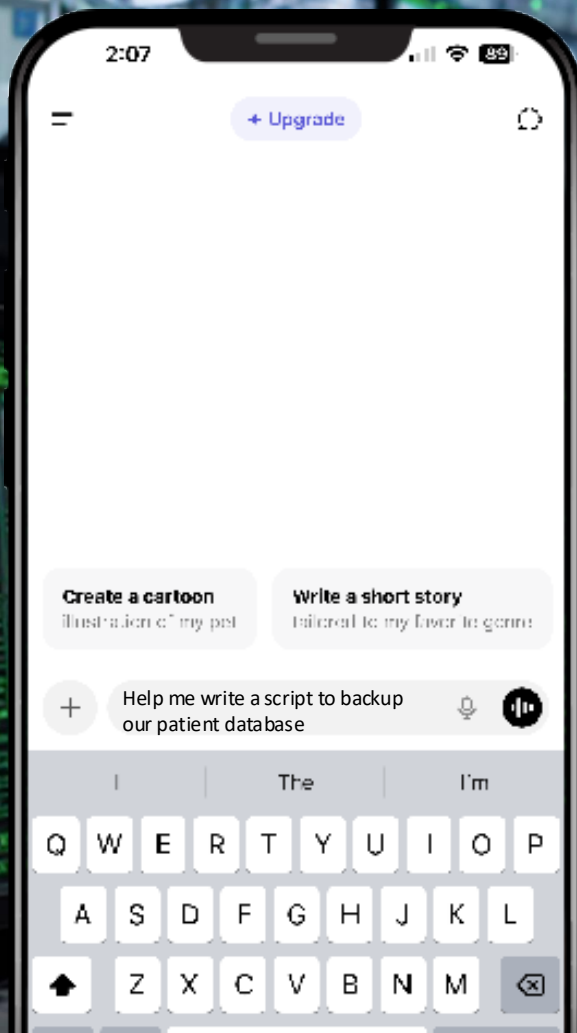


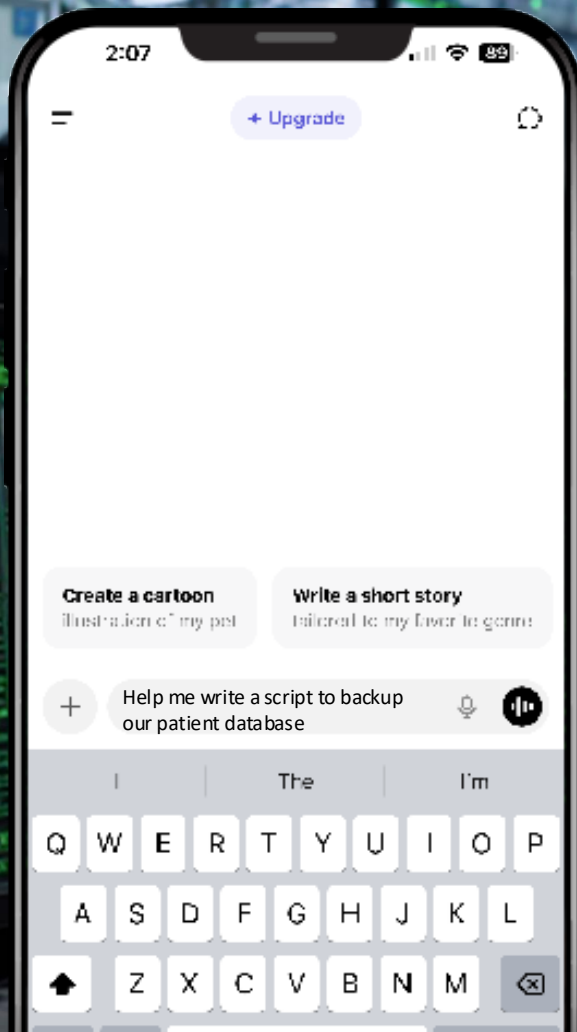
















AI-Powered
Attackers

AI-
Transformed
Business


Both sides are tightening.

A group of five people (three men and two women) in business attire are positioned between two large, black, mechanical blocks that resemble a vise. The blocks are labeled 'AI-Powered Attackers' on the left and 'AI-Transformed Business' on the right. The people have expressions of concern and surprise, with wide eyes and furrowed brows. The background is white, and the top of the image has an orange and grey gradient.

**AI-Powered
Attackers**

**AI-
Transformed
Business**

Both sides are tightening.



AI-Powered
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ALL CRITICAL
CVEs

VULNERABILITY
SCORE

RESOLVED

A+

BOARD
SATISFACTION:
HIGH



94% PATCHED ✓

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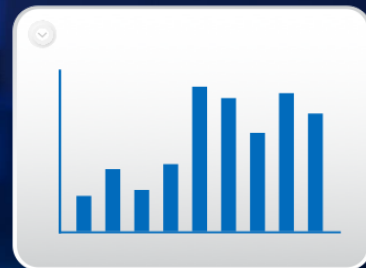
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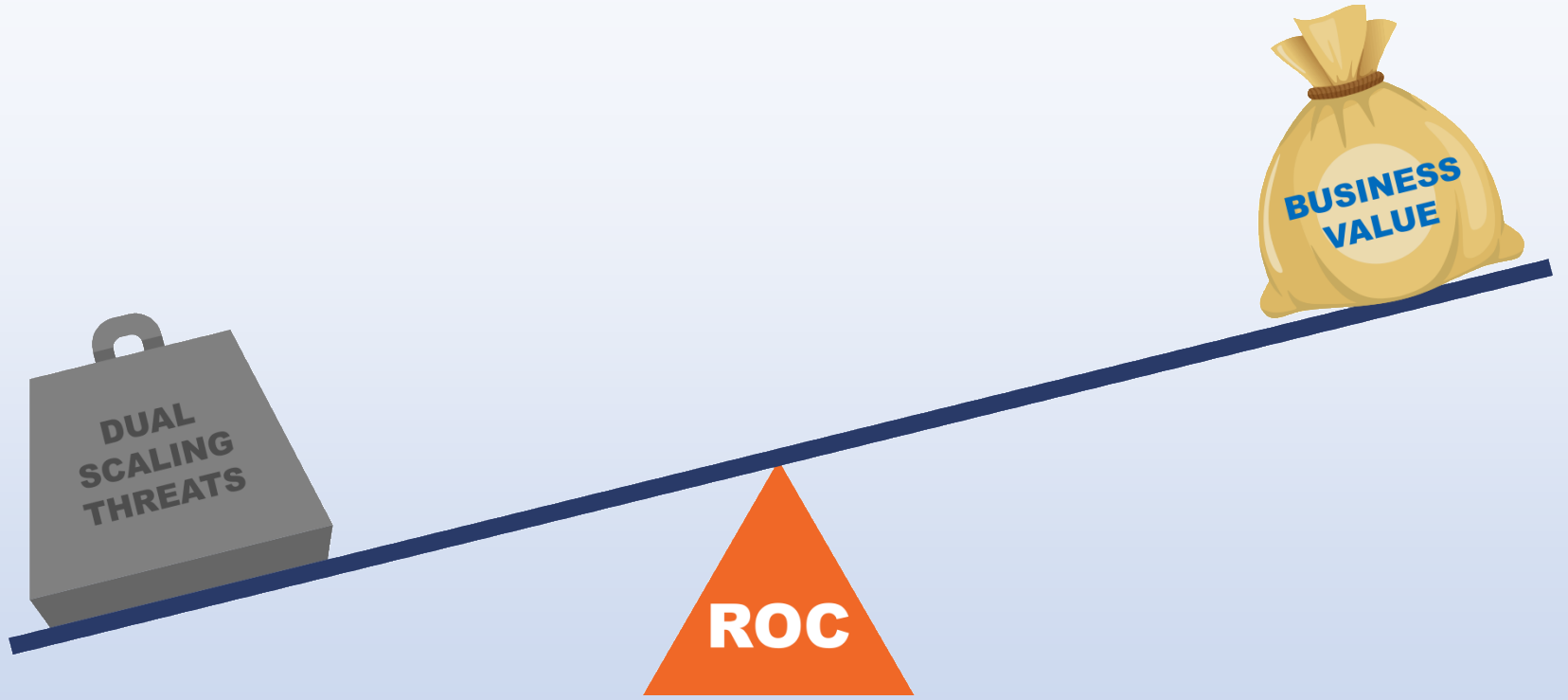
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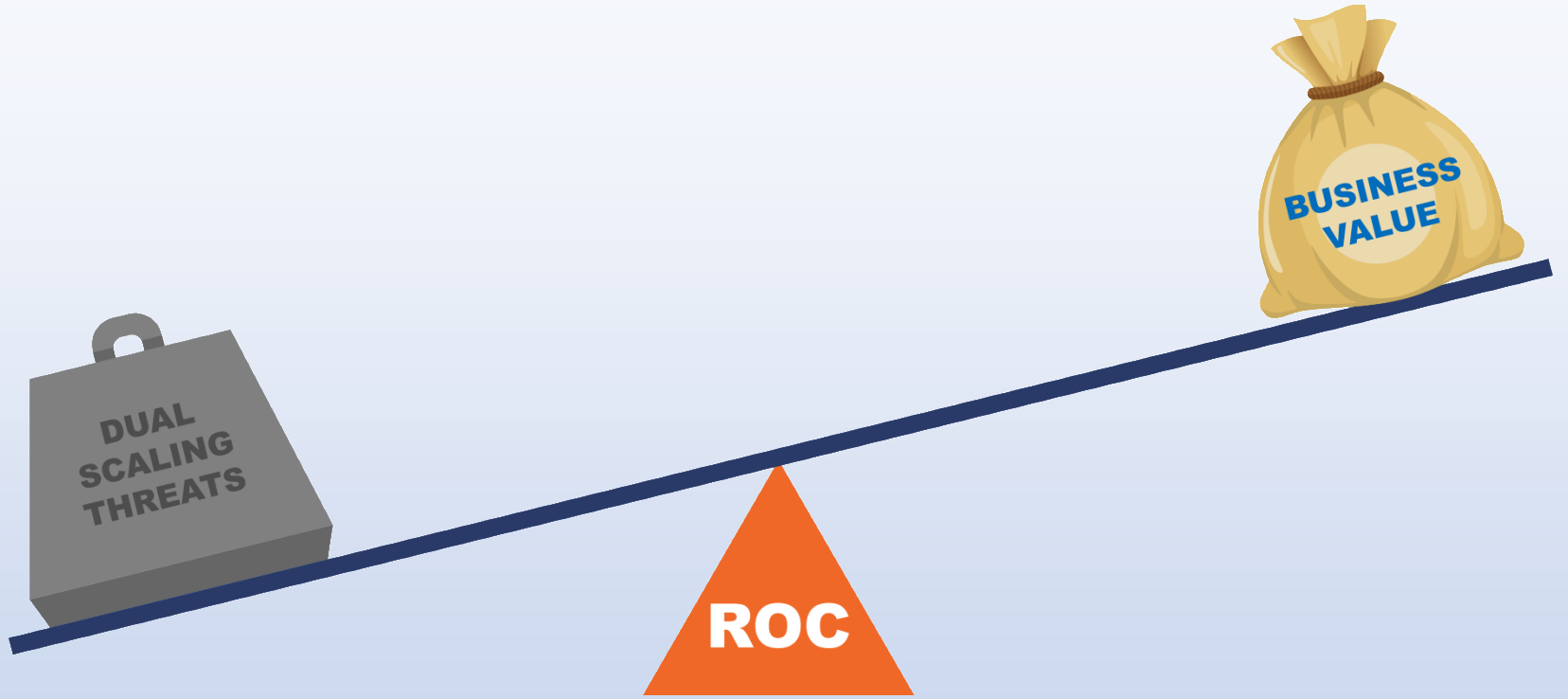
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Your Leverage Point

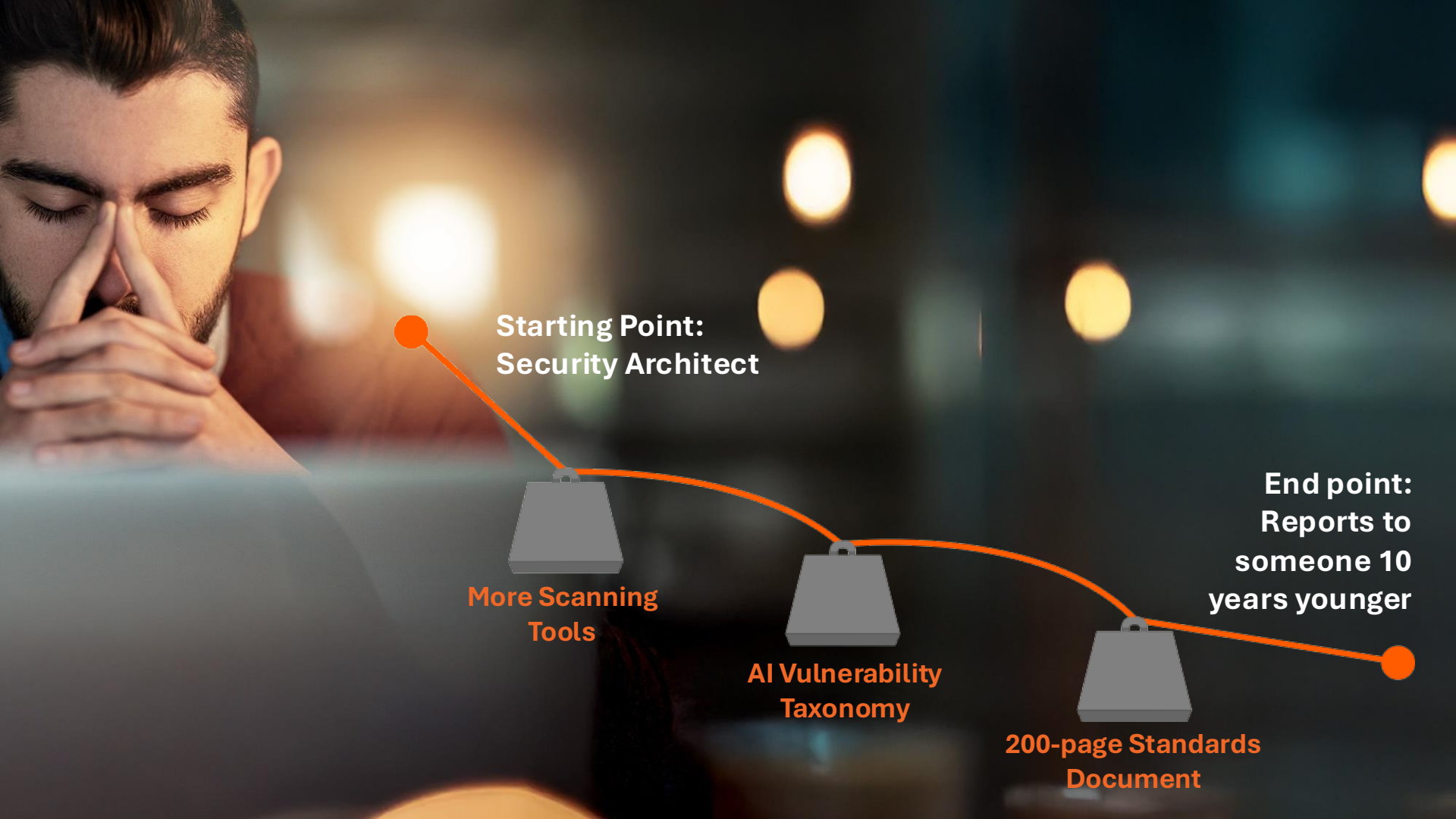


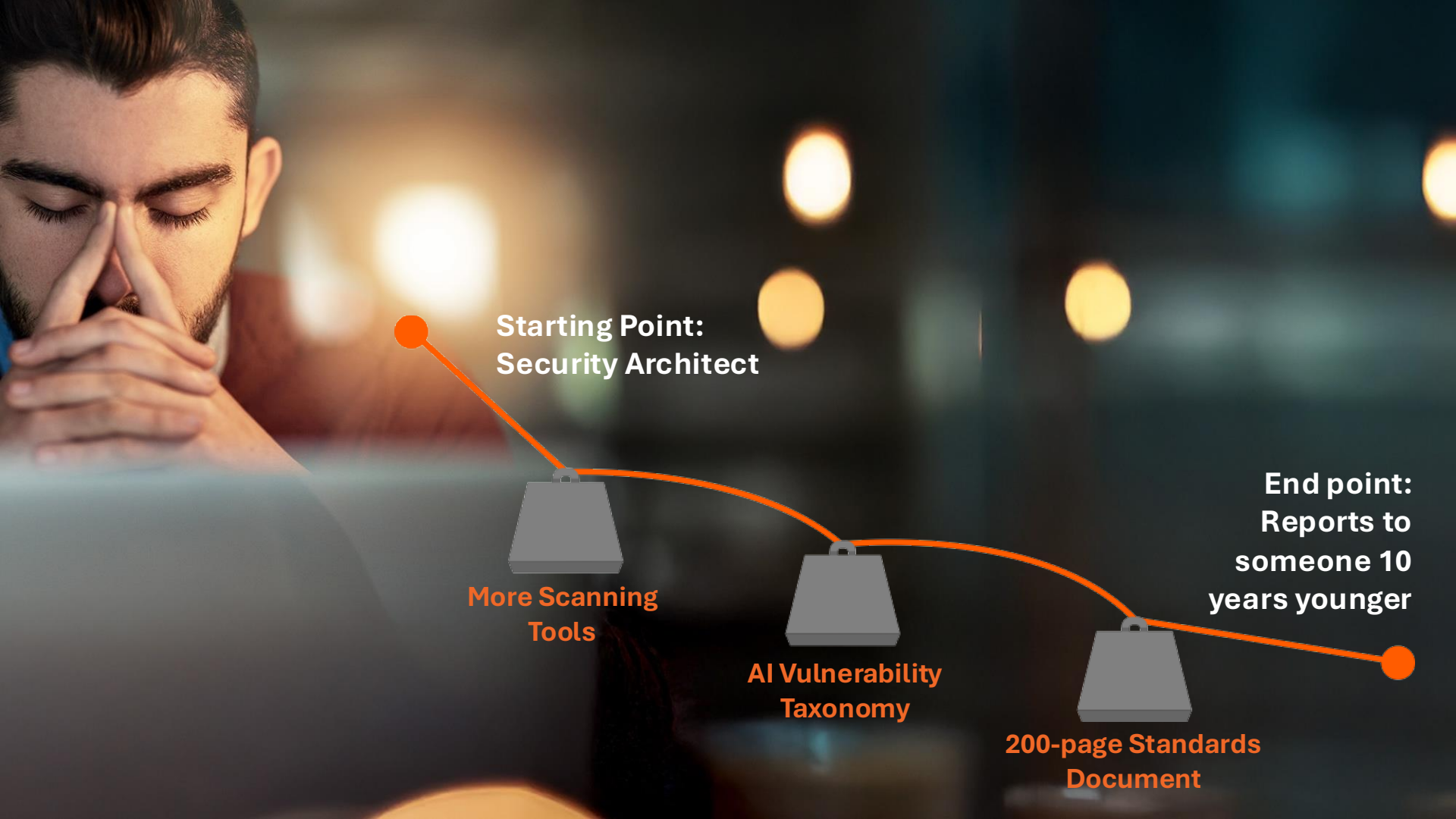
Your Leverage Point











**Starting Point:
Security Architect**

**More Scanning
Tools**

**AI Vulnerability
Taxonomy**

**200-page Standards
Document**

**End point:
Reports to
someone 10
years younger**

**Starting Point:
Security Architect**

**Embedded
with AI Team**

**Learned
Business Value**

**Built Security
INTO Initiatives**

**End point:
Chief Risk
Officer**



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GETTING IT



WINDOW CLOSING



GETTING IT



WINDOW CLOSING



GETTING IT



WINDOW CLOSING



GETTING IT

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THE EVOLUTION OF FIRE SAFETY

Firefighters
innovated.
So can you.



Building Codes
(before problems)



Smoke Detectors
(Early Warning)



Sprinkler Systems
(rapid response)



**Fire-resistant
Materials**
(resilience)



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FIREFIGHTING

VS

RISK OPERATIONS

PREVENTION

PROTECTING WHAT MATTERS

EARLY WARNING

ALWAYS WATCHING

RAPID RESPONSE

MACHINES DOING THE BUSY WORK

RESILIENCE

SECURITY THAT SPEAKS PROFIT AND LOSS

YOU ARE THE INNOVATORS



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FOLLOW



Qualys
ROCon 25
The Risk Operations Conference
AMERICAS

LEAD



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The Risk Operations Conference

Where Security Leaders Become Business Leaders



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kip@cyberriskopportunities.com



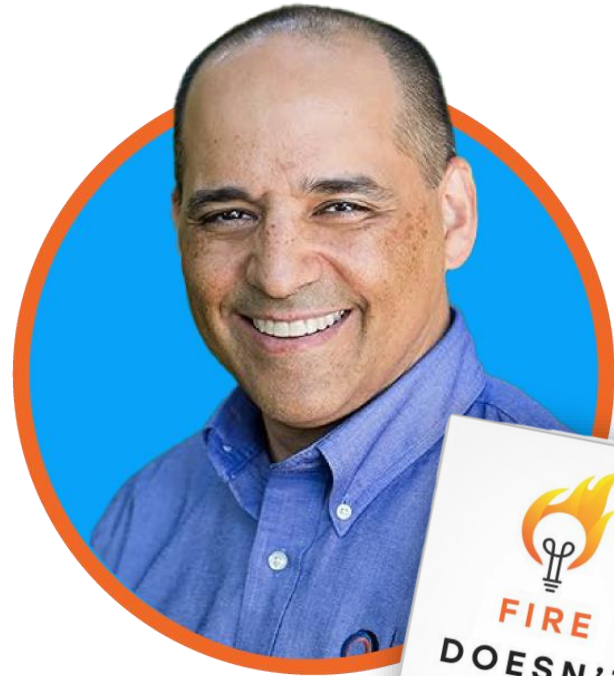
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cr-map.com



Cyber Risk
Opportunities



Thank You...