Security Leadership Solutions
Executive Council

Annual Report 2011
Public Edition

Top 10 Types of Tier 1 Security Leader™ Requests in 2011:
The following are the most often requested and delivered projects
the Council assisted members with this year:

- ✓ Awareness Program Development or Enhancement & Awareness Media Tools
- ✓ Balancing Headcount, Budget, Workload and Prioritized Services Analysis
- ✓ Communicating Security's Role and Value
- ✓ Defending Your Budget/Minimizing Reductions
- ✓ Enterprise Risks and Security Services Alignment Review
- ✓ Leading Security Practices/"What Are Others Doing"
- ✓ Policy, Procedures, Controls and Guidelines Development or Enhancement
- ✓ Security Metrics: Data Discovery, Improvement, Process, Application
- ✓ Security Program Validation and Strategic Planning
- ✓ Staff Development including Next Generation Security Leader Program

I. To Date List of Security Dept. Support Services & Custom Research Options

Council Tier 1 Security Leader Requests

- Aligning Security's Current/Potential Opportunity in Reducing Board Level Risk Concerns
- Awareness Program Development or Enhancement and Awareness Media Tools
- Balancing Headcount, Budget, Workload and Prioritized Services Analysis
- Business Continuity Tabletop Exercises
- Career Growth and Development (Leadership Level)
- Communicating Security's Role and Value
- Comprehensive Business Resilience Program
- Corporate Weapons Management Program
- Defending Your Budget/Minimizing Reductions
- Enterprise Risks and Security Services Alignment Review
- Guard Force Services and Cost Justification and Evaluation Analysis
- Information and Intellectual Property Protection
- Internal Customer Satisfaction and Services Support
- Investigative Program Ownership, Roles, Responsibilities & Stakeholder Integration
- Leading Security Practices/"What Are Others Doing"
- Leadership Succession Planning Guidance
- Operational Security Value Optimization
- Organizational Readiness | Program Maturity | Leadership: The OPaL Assessment
- Policy, Procedures, Controls and Guidelines Development or Enhancement
- Pre-employment Screening & International Vetting
- Regulations and Compliance and/or Internal Practices/Standards Gap Analysis & Plan
- Security Coordinators & Dotted-Line Stakeholder Guidance
- Security Department Impact of Acquisitions and Divestitures
- Security Metrics: Data Discovery, Improvement, Process, Application
- Security Organization: Staffing, Roles, Responsibilities and Reporting Levels
- Security Program Validation and Strategic Planning
- Security Revenue Enhancement Review
- Solution Innovations/Business Risk Solutions
- Staff Development including Next Generation Security Leader Program
- Thought Leader Discussions
- Time and Cost Reduction on Achieving Departmental Projects Review
- Transitioning and Training a New Boss
- Working Groups Facilitation (e.g., problem solving, new issue exploration, industry, metrics)
- WPV Programs, Process and Awareness

Email Mark Lex at contact@secleader.com for a description of any of the above. We have found the best way to find the intersection between your projects and Council offerings is with a scheduled meeting.

Research and Resource Services
- Cost, staffing or program benchmarking
- Custom research projects
- Customized visualizations (e.g., diagrams, graphs, charts)
- Knowledge Corner access/Knowledge Base resource searches
- Meta analyses (synthesis of existing research and literature) on specific topics
- Peer company or industry benchmarking

Email contact@secleader.com to discuss the options above specific to your topic/issue.

II. New for 2011
Note: Links to member's only resources have been removed.

Support Services:
- Aligning Security's Current/Potential Opportunity in Reducing Board Level Risk Concerns (including Form 10K Risk Factors/Board Level Risk Category Review)
- Awareness Media Tools
- Balancing Headcount, Budget, Workload and Prioritized Services Analysis
- Organizational Readiness | Program Maturity | Leadership: OPaL Assessment
- Time and Cost Reduction on Achieving Departmental Projects Review

Research:
- Business Conduct and Ethics Programs: Historical, Current and Future
- Corporate Security Organizational Structure, Cost of Services and Staffing Benchmark (executive summary; those that participated received a hard copy of the report)
- Data Center Protection Practices: Less Restrictive to More Stringent
- Justification/Criteria of Using Armed Guard Forces vs. Unarmed
- Security Guard Force Models
- The Nine Practices of the Successful Security Leader

See the Knowledge Corner for a partial list of previous years' research reports. Contact us for more.

Meta Analyses:
- Information Management Lifecycle
- Latin America Security Job Descriptions and Compensation Trends
- Pros and Cons of Outsourcing IS/IT Security
- Perimeter Security Practice
- Tabletops: Active Shooter; Regional Disaster
- Tools Identification for Business Intelligence
- Tools Identification for Governance, Risks, Compliance
- Trends for Security Reporting Structure

Adaptable Tools/Resources:
- Balancing Headcount, Budget, Workload and Prioritized Services: Analysis Spreadsheet & Presentation
- OPaL Leadership Assessment Quiz; OPaL Executive Summary
- Reduction in Force Guidelines
- Social Media Risks/Mitigations Matrix
- The Value of Tabletop Exercises
- Unified Risk Oversight Concept/Diagram
- Workplace Violence Process Overview (Continuum Matrix)

See the Knowledge Corner for a partial list of existing tools and resources.

New Versioning of Existing Resources & Tools
- Board-Level Risk & Security Strategies Diagram V4
- Customized Regulations & Compliance Management tool (RoCM) using your business practices
- Collective Knowledge: Comprehensive Business Continuity Program v.2
- Collective Knowledge: Comprehensive Security Program v.2

III. Information Sharing Resources & Platforms

Added 2011:
Facebook
Twitter
SEC Perspectives (interviews during 2nd Tues.)
Working Group: Defense Contractor Industry
Working Group: Specific Peer Benchmark Comparison

Existing:
LinkedIn (Group: Security Executive Council)
Faculty Advisor Q&A Blog
Trend Watches
Working Group: Metrics
Security Barometer (left column of website)
2nd Tuesday (monthly online member meeting)
Insider View (during 2nd Tuesday meeting)
Council Insights Newsletter

IV. Industry Influence, Recognition & Initiatives

New Initiatives for 2011:
- SEC Canada Collaboration
- Security 2020: Next Generation Security Leader Program (official launch January 2012)
- Store of the Future Pilot: Distribution and Supply Chain Industry
- Vendors Program: Define Distinctive Competencies/Business Case Value of Service; Validation by Faculty

2011 Trade Magazine Articles: **49**
10 Features; 35 columns; 4 online columns.
See the Knowledge Corner for a full list of articles.

2011 Tier 1 Security Leader/SEC Extended Community Awards: 66
Nominations, recognition and winners from: CSO Compass Award, Security 500 and Security's Most Influential.

Organizational/Educational Partnerships: 42 (total to date)
See our Strategic Alliance Partners page for the list.

V. Supplemental Options

- Master Services Agreement
- Multiple-year Pricing (with no increase)
- Projects w/ Tier 1 Agreement Incorporated/Preferential Pricing for Beyond Tier 1 Scope Projects

Email contact@secleader.com for details on these options.

VI. Key Personnel
Contact: contact@secleader.com

Services, Resources, Tools, Research:
Bob Hayes, Managing Director
Kathleen Kotwica, Chief Knowledge Strategist
Liz Lancaster, Director Member Services

Partnership Opportunities:
Bob Hayes, Managing Director
Mark Lex, Emeritus Faculty

Billing:
Rob West, Director of Finance

Online and Product Technology:
Greg Kane, Director of IT & Product Technology

Trade Magazine Options, Writing & Editing:
Marleah Blades, Senior Editor