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SEC
SECURITY EXECUTIVE COUNCIL
A research and advisory firm

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Security Success Universe v1.3

Security Programs
- Business continuity/resilience
- Cyber security
- Event security
- Executive protection
- GSOC/ fusion center
- Incident management
- Information security
- Insider threat
- Intelligence and analysis
- Investigations
- Pre-employment screening
- Product protection
- Regulatory/contractual/gov. compliance
- Risk assessment/threat management
- Security technology systems
- Supply chain security
- Training, awareness and documentation
- Travel security
- Uniformed security
- Workplace violence

Optimized Operations
- Convergence
- Cost
- Customer satisfaction
- Customer utilization
- Headcount
- Labor content
- Measures/metrics for OpEx
- Quality accuracy
- Speed

Program Implementation
- Awareness
- Branding/rebranding security
- Documentation
- Security framework
- Sr. mgt./BU review of plan
- Technology systems framework
- Training
- Vendors, suppliers & svc. providers

Budget Management
- Budget Neutral
- Cost avoidance
- Cost per 1000 employee
- Cost per million sales
- Cost per security employee
- Financial risk value
- ROI
- Total cost of enterprise security
- Value Added

Executive Influence
- Communicating risk
- Executive drivers (LRVCS, risk-based, business case)
- Security's value story
- Metrics that matter

Risk Mitigation
- Asset protection (info, people, facilities, systems, etc.)
- Brand/reputation damage protection
- Business resiliency
- Financial loss prevention
- Legal – compliance, premises, liability & ethics
- New or emerging markets
- Operations protection (sites, product, supply chain)

Risk Identification
- Determine risk appetite
- Mitigation scoring
- Residual risk scoring
- Risk assessment
- Risk alignment for ERA
- Risk measurement
- Risk ownership
- Risk prioritization
- Risk ranking/classification
- Risk taxonomy
- Risk weighting
- Stakeholder interviews
- Unified Risk Oversight Council

Foundational Concepts
- Board-Level Risk alignment
- C4R
- Executive risk ownership/role/program concurrence
- Emerging/horizon issues
- Intelligence
- Next Generation Security Leader
- OPaL+ (org. readiness, pgm. maturity, leadership)
- Realm of possibilities
- Research/fact-based
- Risk based/aligned with organizational goals
- Roles and responsibilities research
- Security as a Business
- Security branding, re-branding
- Security measures and metrics
- Security's value story
- Total Cost of Security
- Trend identification

Governance and Guidance
- Accreditation
- Authority (jurisdiction)
- Baseline program
- Guidelines
- Policy
- Regulations
- Standards

Organizational Structure
- Budget
- Centralized/direct reporting
- Governance and oversight
- Matrixed organizations
- Reporting relationships
- Role and responsibilities
- Service delivery model

Organizational Management
- Cross-functional roles & responsibilities
- Departmental roles and responsibilities
- Departmental structure
- Security organization management structure
- Strategic plan
- Vendor partnerships

Talent Management
- Developing strategic Next Gen Security Leaders
- Recruitment and selection
- Succession planning

Defending & Validation
- Confidence surveys
- Gap analysis
- Internal value analysis
- Risk reduction score
- Value metrics