

Is evaluating risk in an objective way possible?

Practical lessons from the world of critical infrastructure

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Important Disclaimer



- I'm not trying to sell you a risk quantification
- I'm not a Risk SME
- I work in an industrial security company and have discussed security risk with tens of industrial companies in Norway and abroad
- I've done risk assessments myself as a custodian of customer data at Omny

Let's talk about (Security) Risk

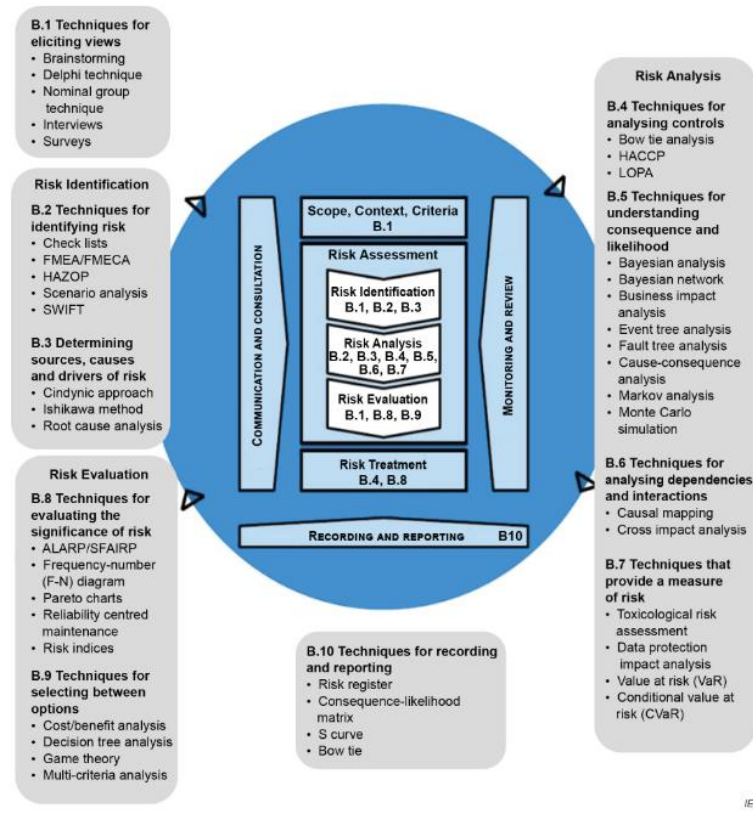
What is on the surface



And what we find when we scratch just a little bit



Table A.3 lists the extent to which each technique is applicable to the different stages of risk assessment; namely risk identification, risk analysis, and risk evaluation. Some of the techniques are also used in other steps of the process. This is illustrated in Figure A.1.



Very often, we find ourselves at a crossroads



Democratic approach

Internal decision
Not everyone convinced

Outsourced to
a 3rd party

Autocratic approach

Internal decision
Lack of context for others involved



Engagement
Quality of input
Velocity



Where we end up in the end



Daily form !

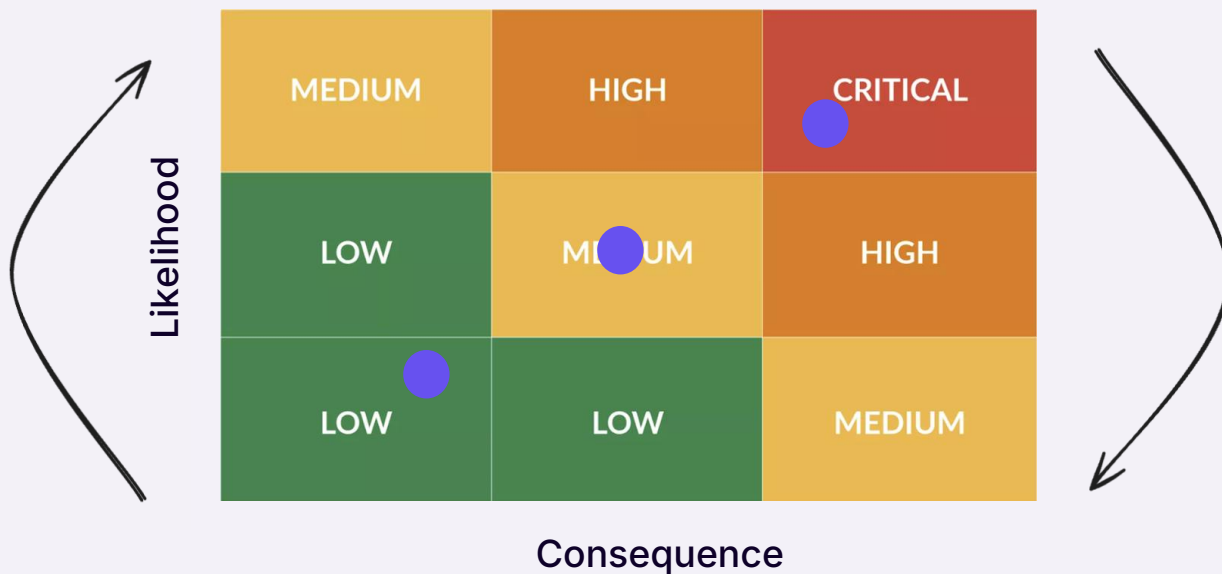
No data !

Competitive
instinct kicks in !

Data quality
is low !

Vested
interests !

Dependencies !



Is evaluating risk in an objective way possible?



4 lessons about (Security) Risk

1

We have a data problem



Different
source !

Lack of data !

Quality !

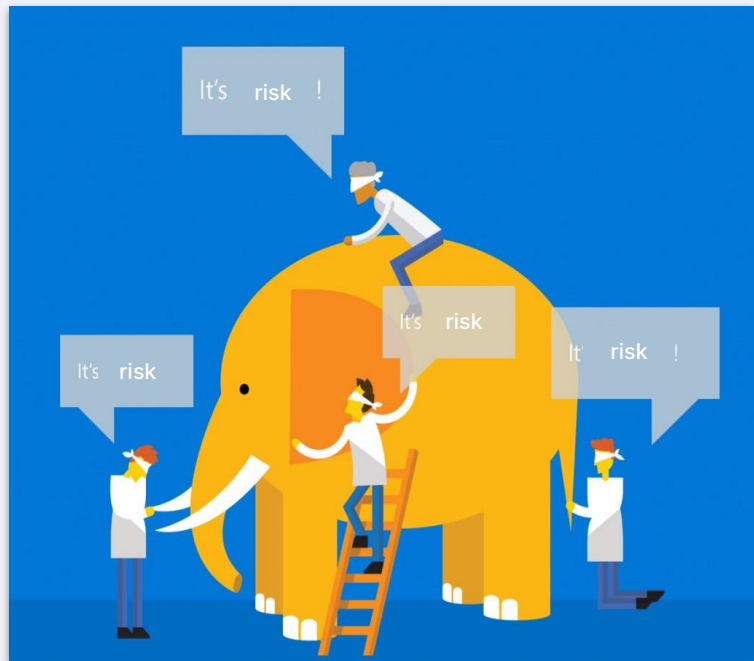
Volume !

**Agree on
common data foundation**
can we as simple as a set of reports

**Make it tangible
Think scenarios**
5-6 scenarios is a good start



2 We have a communication problem



- Explain the process.
Provide necessary context
- Make your content relevant for recipients
- Simplify the language.
Agree on our company vocabulary



We have a hype problem



Regulation



Vendor market



IDS



CRQ

Pause. Think. Act.

Don't reinforce the hype

Proof of Concept -> Proof of Value

ALWAYS

- ✓ clear objectives
- ✓ success criteria
- ✓ main goal



4 We have a perception problem



Risk =
Compliance

Risk =
Cost Center



One Goal:

Keep production running

CISO = Chief Resilience Officer





Holistic Industrial Security



Omny SaaS platform

complemented by expert Advisory



**We help industrial companies make
timely investments in security
exactly where it matters**



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