



ENHANCING CYBERSECURITY FOR LOCAL GOVERNMENT

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AGENDA

introduction

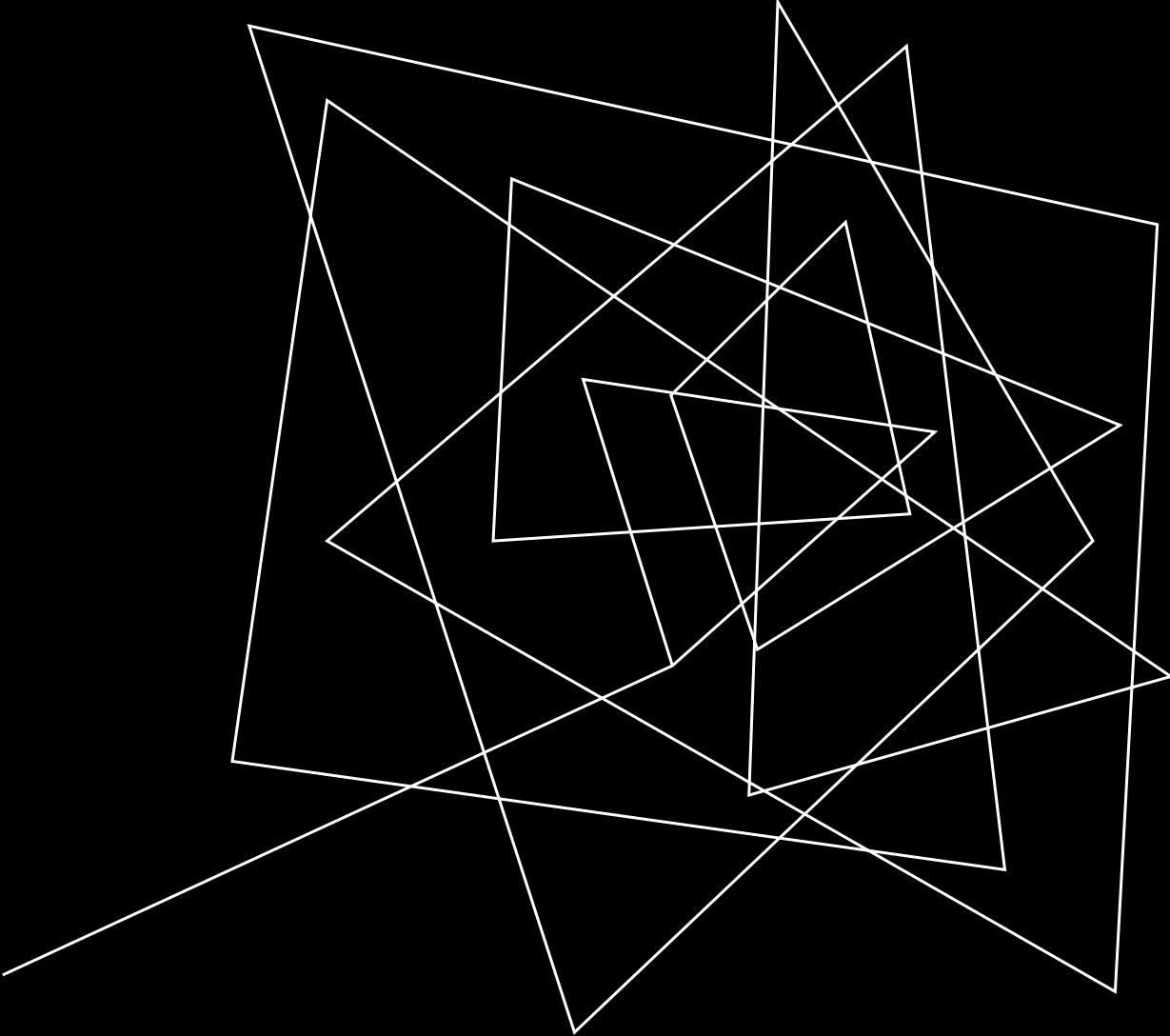
the fundamentals

we upped our security...up yours!

interagency security model - consortium

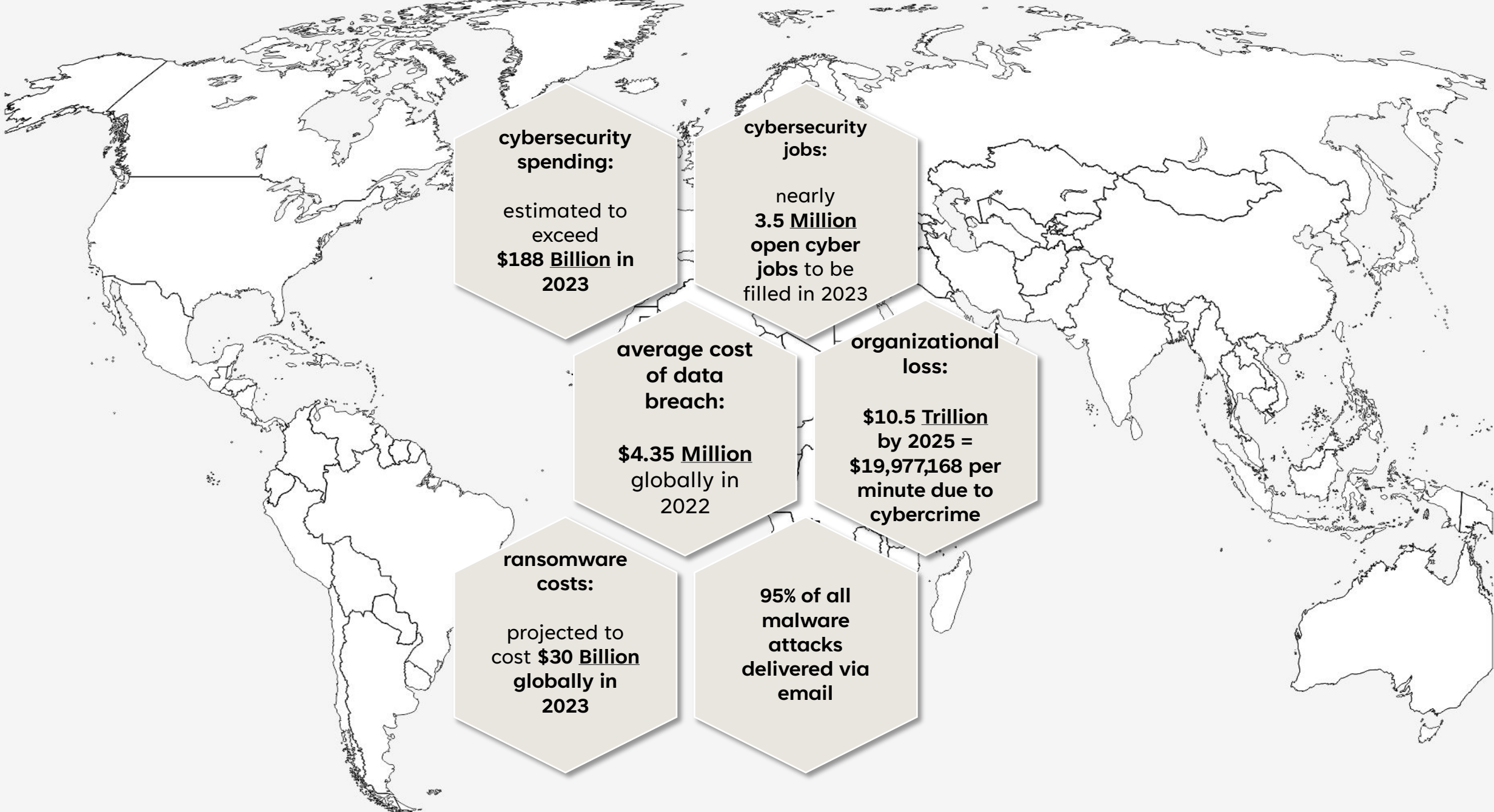
summary

call to action



INTRODUCTION

Who am I?



cybersecurity spending:

estimated to exceed **\$188 Billion** in 2023

cybersecurity jobs:

nearly **3.5 Million** open cyber jobs to be filled in 2023

average cost of data breach:

\$4.35 Million globally in 2022

organizational loss:

\$10.5 Trillion by 2025 = **\$19,977,168** per minute due to cybercrime

ransomware costs:

projected to cost **\$30 Billion** globally in 2023

95% of all malware attacks delivered via email

Ransomware infects City of Racine computer systems

RACINE — City of Racine computer systems were infected by ransomware early



City of Oshkosh computer system hit by virus
The City of Oshkosh has been hit by a computer virus that's impacted its website, email and phone lines.



As Kenosha responds to historic protests, the city faces cyberattacks or 'hacktivism'
KENOSHA, Wis. - The City of Kenosha has been fighting cyberattacks since the death of Jacob Blake. They're calling the attacks a "denial of service" attack which either floods a website or it hampers its ability to make

Confidential information of 9,500 patients at the Medical College of Wisconsin compromised

The compromised email accounts include one or more of the following information: patient names, addresses, dates of birth, phone numbers, health insurance numbers, dates of service, student diagnosis or medical treatment information.



City of Fond du Lac online water payment system hacked
Officials with the City of Fond du Lac say its Water Payment Portal has been hacked, and people who pay their water bill online through the system should check their credit card statements.



Village of Whitefish Bay targeted by cyber security attack

WHITEFISH BAY, Wis. (CBS 58) - According to a news release, the Village of Whitefish Bay was targeted by a "malicious and sophisticated cyber security attack" on Saturday, July 31.



Ransomware group claims attack on Wisconsin school district

A ransomware group took responsibility for a cyberattack on a school district in Wisconsin serving nearly 20,000 students. The Snatch ransomware group added the Kenosha Unified School District



Wisconsin's statewide court system slowed by denial-of-service cyberattack
An attempted cyberattack on the Wisconsin court system's computer network system's intermittent delays and slower response times earlier this week.



Rock County Services suffers cybersecurity incident

A phishing scam earlier this year led to a security breach within Rock County Human Services. County Administrator Josh Smith says all affected parties have been contacted



WHO HAS YOU IN THEIR CROSSHAIRS?

criminals

motivation: Financial Gain

impact: Extortion of money, release of private information, operational disruption, brand and reputation damage

insiders

motivation: Personal advantage, monetary gain, revenge, Patriotism

impact: Loss of competitive advantage, trade secret disclosure, operational disruption, brand and reputation damage

hacktivists

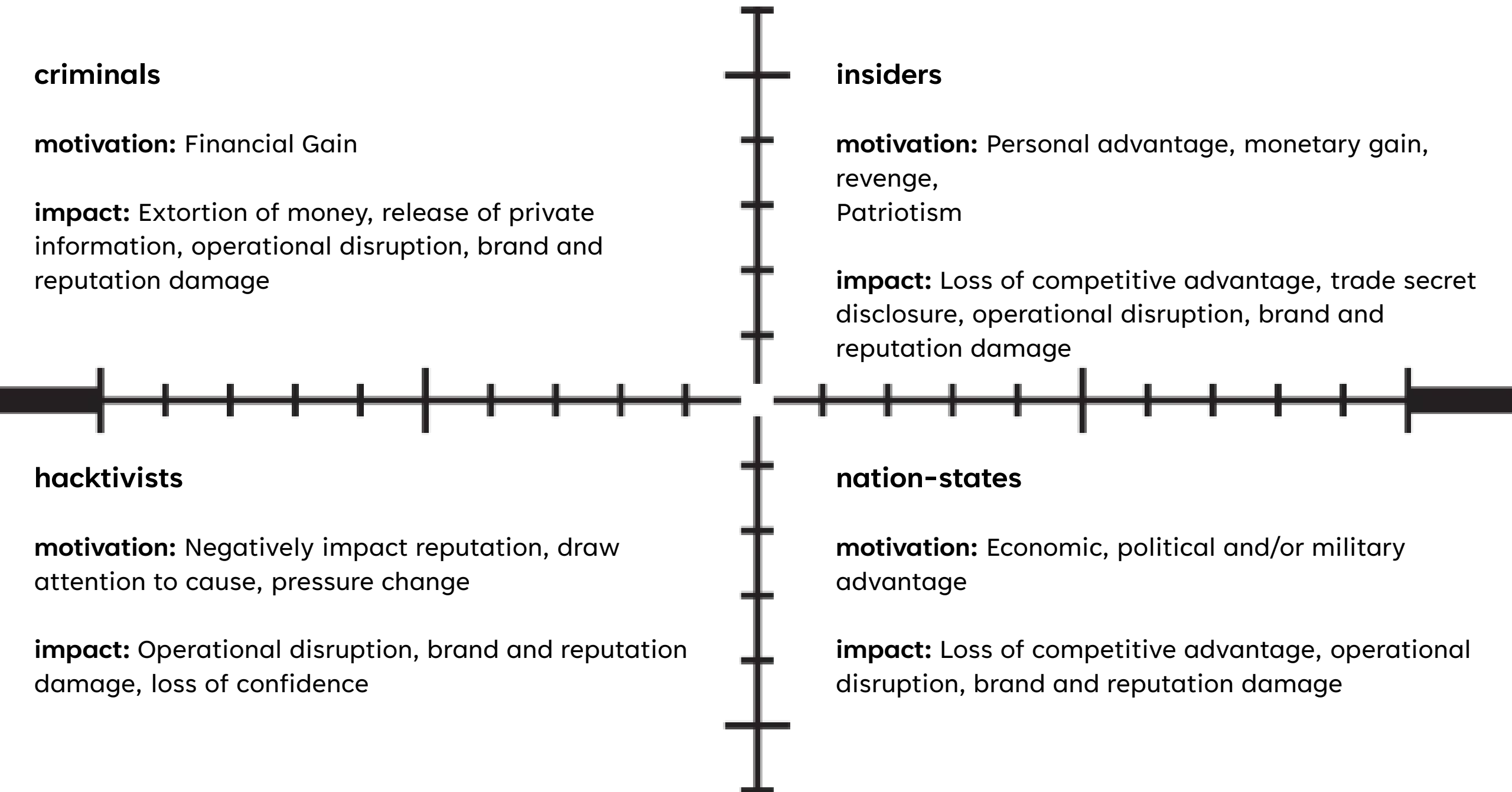
motivation: Negatively impact reputation, draw attention to cause, pressure change

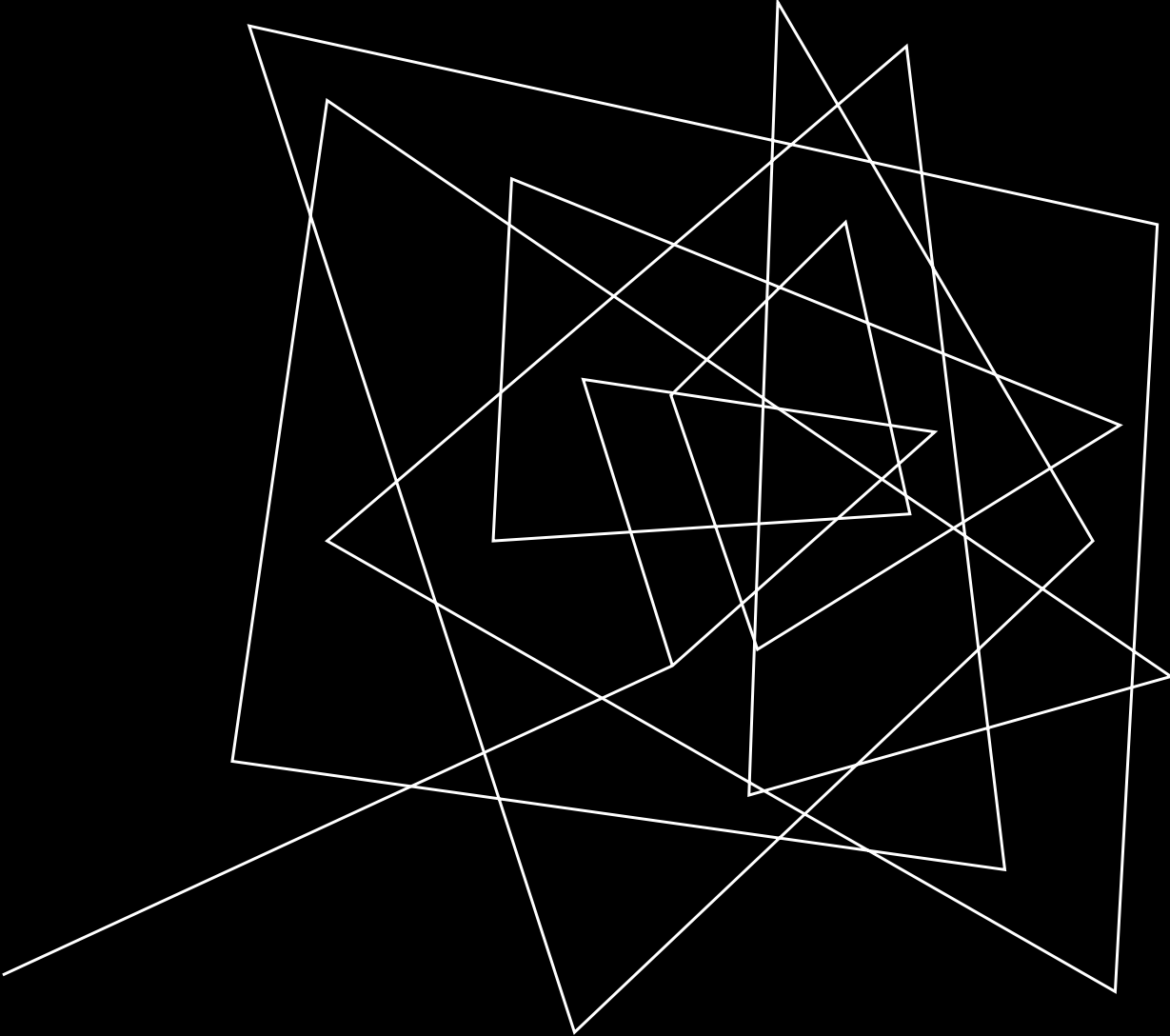
impact: Operational disruption, brand and reputation damage, loss of confidence

nation-states

motivation: Economic, political and/or military advantage

impact: Loss of competitive advantage, operational disruption, brand and reputation damage





THE FUNDAMENTALS

Cybersecurity IS Risk Management

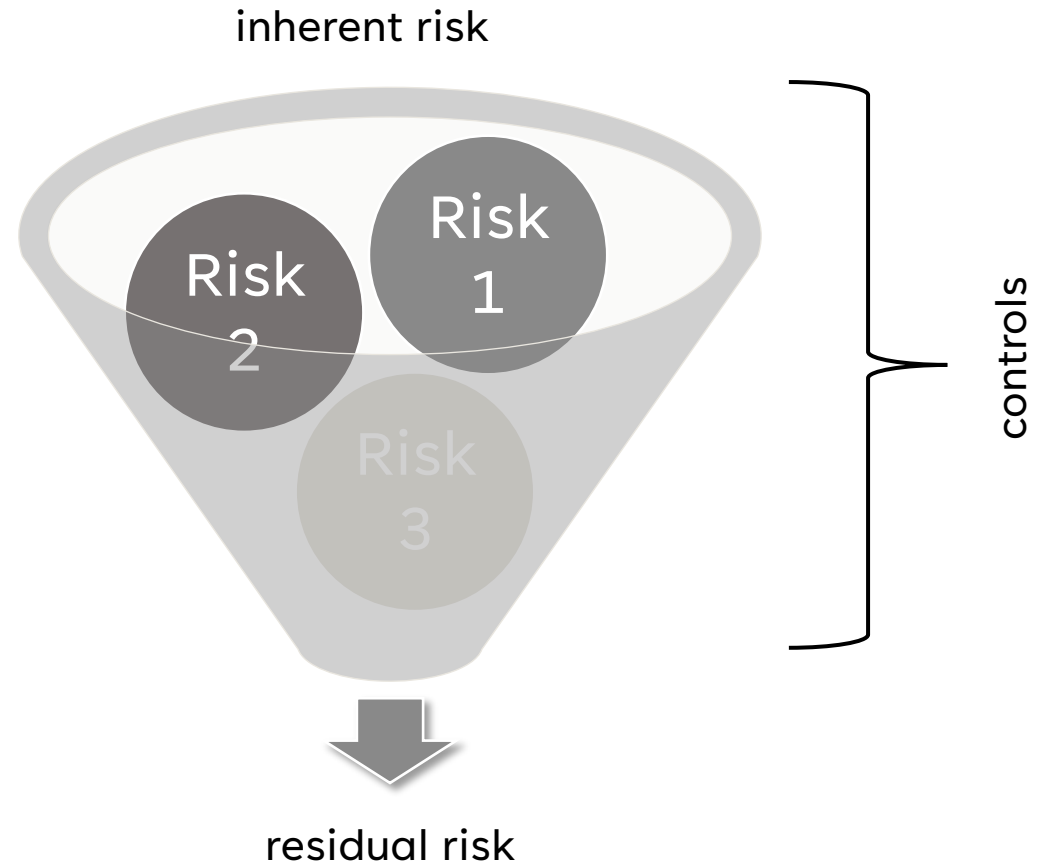


COMPLEXITY OF A MODERN ORGANIZATION

- email
- mobile devices
- website
- social media
- credit card transactions
- BYOD and office policy
- network management
- backup and remote access

MANAGING CYBER RISK

MITIGATION VS. ELIMINATION OF RISK



MAIN CYBER THREATS AFFECTING LOCAL GOVERNMENT

phishing	ransomware	hacking	environmental threats
<p>Social engineering attack involving trickery</p> <p>Designed to gain access to systems or steal data</p> <p>Targeted phishing is “spear phishing”</p> <p>Variants include “vishing” – attacks by telephone and “smishing” those using SMS or text</p>	<p>Type of software with malicious intent and a threat to harm your data</p> <p>The author or distributor requires a ransom to undo the damage</p> <p>No guarantee the ransom payment will work</p> <p>Ransom often needs to be paid in cryptocurrency</p>	<p>Unauthorized access to systems and information</p> <p>Website attack such as DDOS (distributed denial of service)</p> <p>Access denied to authorized users</p> <p>Stolen funds or intellectual property</p>	<p>Natural threats such as fire, earthquake, flood can cause harm to computers or disrupt business access</p> <p>Recovery efforts attract scams such as financial fraud</p> <p>Downtime can lose customers, clients who can't wait</p>

SMALL ORGANIZATION, BIG IMPACT

why put your already limited resources into preparing for and protecting against cybersecurity attacks?

vulnerability

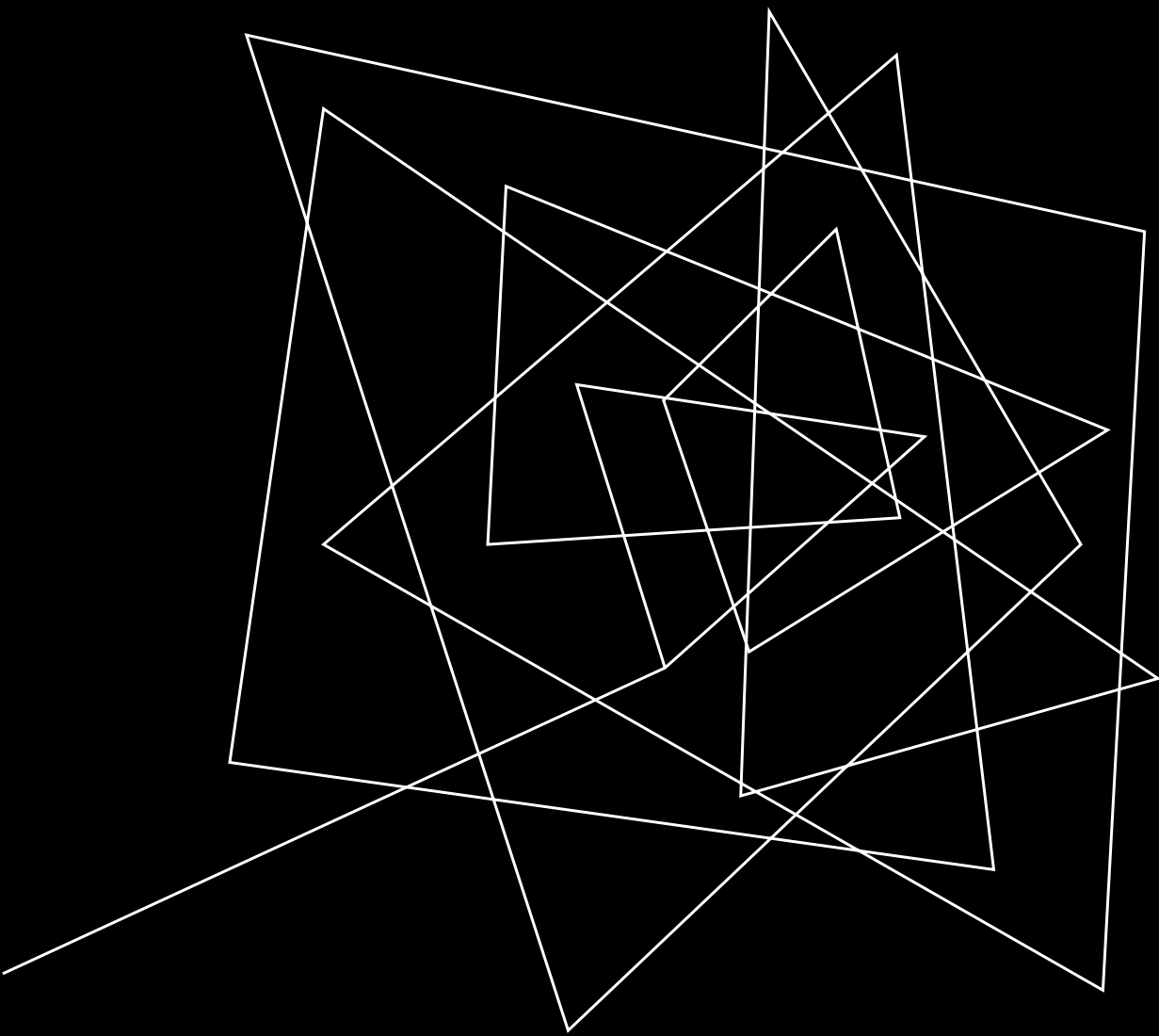
Attackers can see small organization as easy targets

business costs

Attacks can be extremely costly and threaten the viability of your organization

reputation

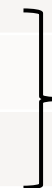
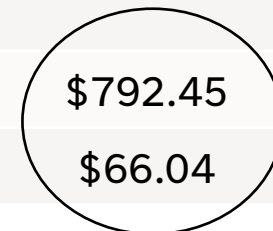
Residents and employees expect and trust you to keep their information secure



**WE UPPED OUR
SECURITY...UP YOURS!**

CYBER MEASURES TAKEN AND COST PER PERSON

description	annual cost per user – msrp	annual cost per user – negotiated
microsoft applications & security tools	\$538.46	\$538.46
email filter & security training	\$140.77	38.46
file/network scanning	\$190.00	\$61.54
firewall	\$86.67	\$45.38
anti-virus/policies	\$47.44	\$33.08
multifactor authentication	\$55.00	\$55.00
active directory auditing/management	\$2.49	\$2.07
network vulnerability scanning	\$62.05	\$18.46
annual cost per user	\$1,122.88	\$792.45
monthly cost per user	\$93.57	\$66.04



average discount = **29.4%**

ILLUSTRATION

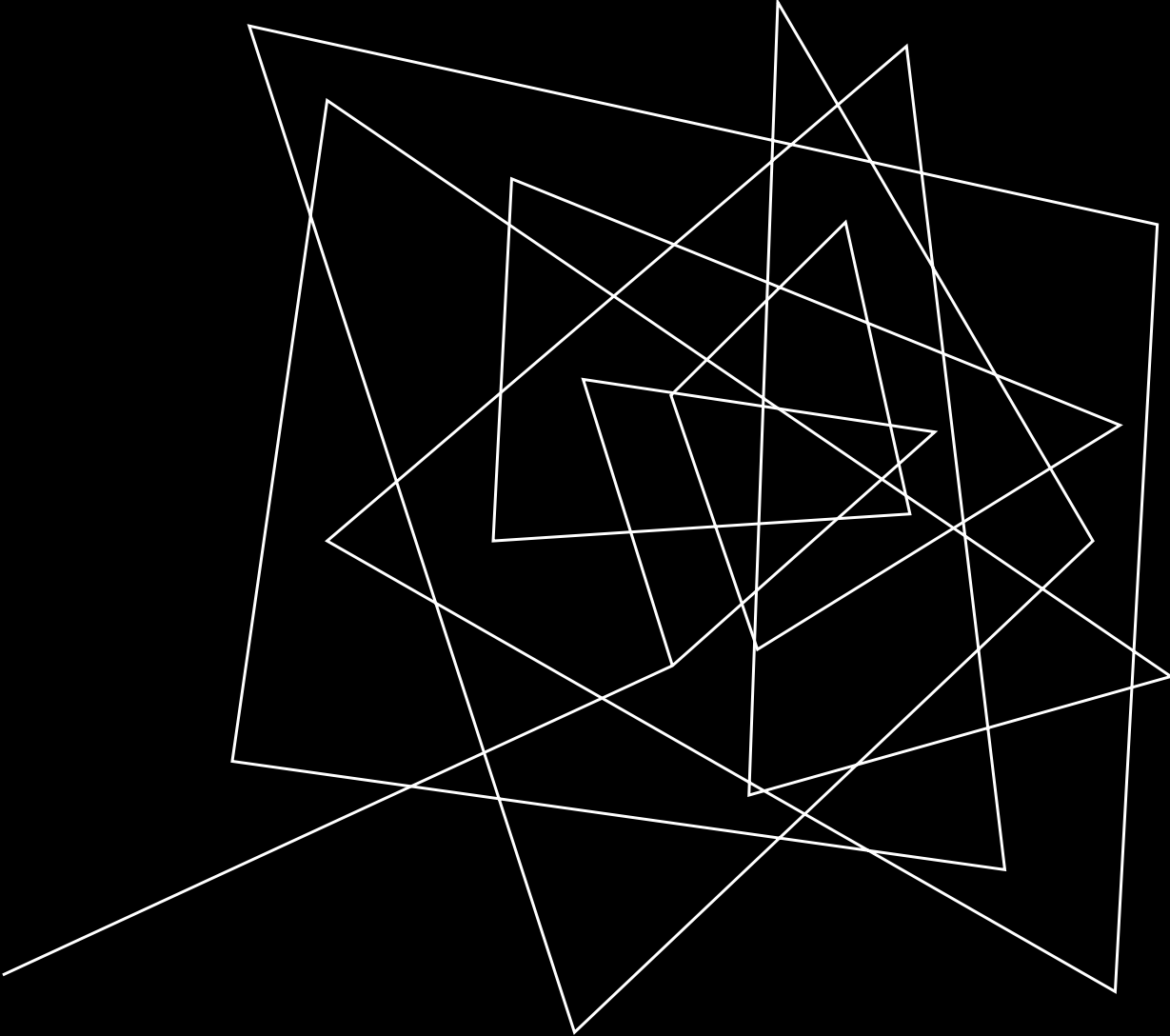
average cost of
data breach:
\$4.35 Million

annual cost
per user:
\$792.45

user count:
100

break even
(years):
55

Can your organization
go 55 years
without an incident?



INTERAGENCY
SECURITY MODEL |
CONSORTIUM

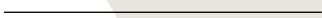
CHALLENGES AFFECTING LOCAL GOVERNMENTS

money

resources

**competing
priorities**

economies of
scale



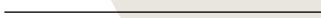
What if we could leverage existing tool sets used in local government (and/or the State) and make them available to our partners so that they could enable capabilities they did not previously have due to costs, limited resources, and other general challenges?

achieve
efficiencies

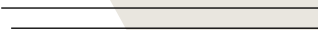


What if we could achieve economies of scale, reduce overall costs, maximize efficiencies, improve knowledge transfer, reduce duplication of work, and remove the haves and have-nots which has historically been one of the most significant challenges facing local governments.

enhance
cybersecurity for all



How can we bring local governments and organizations above the cyber poverty line, so it protects everyone in the ecosystem?



PROBLEM STATEMENTS

GOAL:

To seed the creation of this community, it is imperative that the effort has broad support from key industry partners who are interested in securing their products, services, and data. Service providers are an integral resource as well.

MISSION:

Build an active, trusted network of local governments and academia to enhance cybersecurity resilience and response, better protect digital and physical assets, create safer and stronger communities, and advance the technology leadership of southeastern Wisconsin and Wisconsin in general.

VISION:

- Reduction of overall costs through economies of scale
- Increase resilience and visibility
- Develop long-term strategy to prepare participating members for emerging and long-term cyber security challenges
- Maximized efficiencies and reduced duplication of work
- Increased knowledge sharing through engaging network of cybersecurity professionals
- Stimulate open innovation and impact throughout consortium

AVENUES

**collaborative
defense**

**workforce
development**

**community
outreach**

**interagency security
model | consortium**

COLLABORATIVE DEFENSE

Members share (in private community composed of vetted, trusted peers) practical cybersecurity defense information that can be put to immediate use. This includes best practices, proven methods and approaches, incident information, techniques/policies/procedures, indicators of compromise, etc. Due to diverse membership consisting of local government and academia, it will provide unique cross industry perspectives.

- Facilitate joint government contract pricing and/or grant applications among members on technology related to cyber defense
- Develop a secure web-based forum and resource library for members to collaborate on technologies, share best practices, and gather resources/information
- Host events focused on cybersecurity
- Develop and facilitate Executive Peer Forum for members

WORKFORCE DEVELOPMENT

Work across member organizations to build internal cybersecurity expertise and create local and regional employment opportunities. Due to academia being engaged with this effort, we will be able to create and support programs that expand the cybersecurity talent pool and help to create cyber-ready graduates to meet industry need.

- Establish and grow graduate level expertise in educational institutions within southeastern Wisconsin
- Facilitate a pipeline of adjunct instructors from industry to teach up-to-date technology/cybersecurity courses
- Recruit and/or establish private cyber training companies

COMMUNITY OUTREACH

Collaborate with a variety of partners to improve community and regional cybersecurity preparedness and response ensuring that cybersecurity is a business development priority within southeastern Wisconsin's economic growth strategy.

- Meet with state/federal representatives to educate them on our specific cyber challenges for our area
- Develop educational and best practices document for distribution to member's constituencies/customers
- Assist member executives in raising awareness of the realities and risks to their organizations regarding likely cyber-attacks

RETURN ON INVESTMENT

cybersecurity help now!

The near-term objective and work plan include immediate benefits in peer-to-peer communications and information sharing, workforce development, and education for the public and policymakers

- Increase visibility and access to more resources!

community investment

The cybersecurity challenge is a long-term war. Joining the consortium as a member strengthens the effort and strengthens your own individual efforts within your respective organizations

recruitment investment

A strong cyber ecosystem will consist of a strong pipeline of talented people. Developing the pipeline in your own backyard is a cost-effective recruitment strategy

HOW TO MEASURE SUCCESS

ESTABLISH FRAMEWORK

With establishing key principles, policies, tools it will result in better protection of digital assets and creation of stronger safer communities

ESTABLISH METRICS

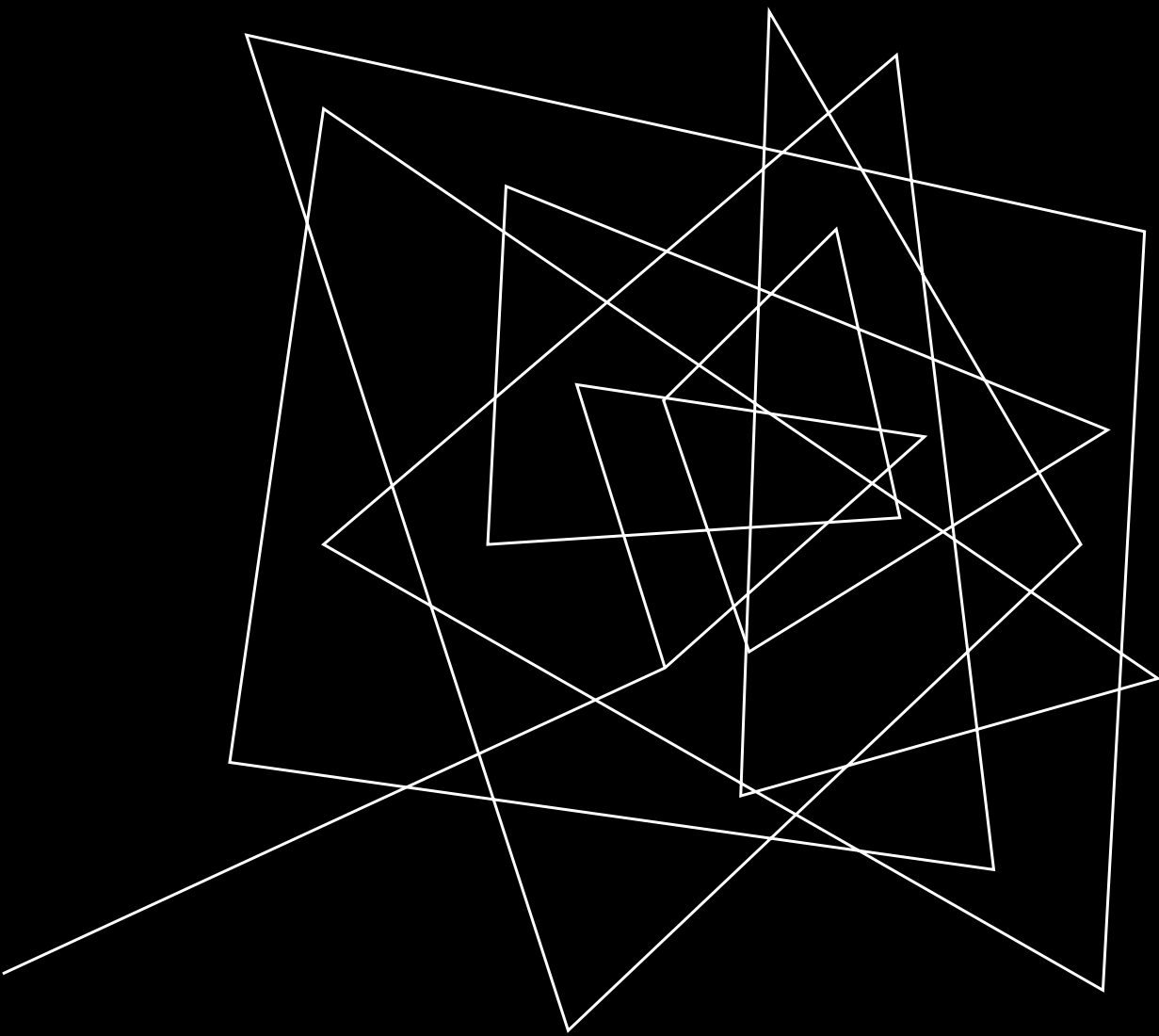
With establishing key metrics (uptime, time to remediate, number of incidents) it will establish baseline measures, identify areas for improvement and promote ongoing learning

INCREASED PARTICIPATION

As more regional partner participate the consortium becomes a powerful network leveraging a wide range of expertise, resources, and perspectives

ECONOMIES OF SCALE

Through leveraging economies of scale through shared resources, tools and technologies the consortium reduces overall costs and more efficiently allocates resources towards cybersecurity for each partner



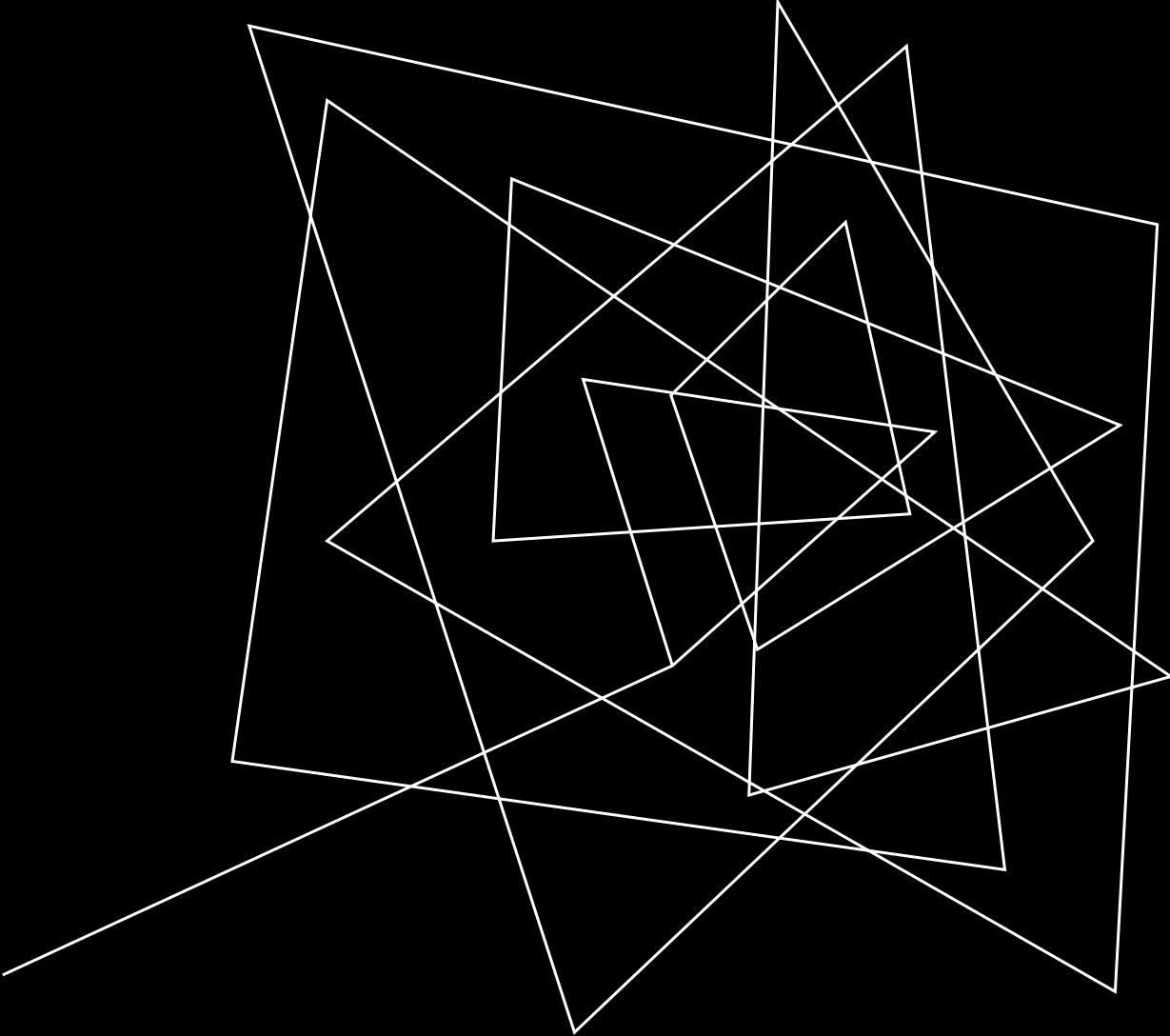
SUMMARY

KEY TAKE-AWAYS

Decreased costs due to economies of scale on complete services from **segment leaders deploying high-tier package**

Enhanced cybersecurity for all, due to our **duty** to protect our own

Investment in community by building relationships and fostering workforce development



CALL TO ACTION

ESSENTIAL ELEMENTS TO BUILD A “CULTURE OF CYBER READINESS” ...ACTION FOR LEADERS...

Yourself	Your Staff	Your Systems	Your Surroundings	Your Data	Your Crisis Response
<p>Lead Investment in basic cybersecurity</p> <p>Determine how much of your organization's ops are dependent on technology</p> <p>Build trusted network of relationships</p> <p>Approach cyber as a business risk</p>	<p>Develop a culture of awareness to encourage employees to make good choices online</p> <p>Learn about risks: phishing, business email compromise, etc</p> <p>Maintain awareness on current events</p>	<p>Learn what is on your network.</p> <p>Maintain inventories of hardware and software assets to know what is in play and at-risk from attack</p>	<p>Work in conjunction with your technology department to implement basic cyber measures (ie/MFA, policies and procedures, etc)</p>	<p>Learn how your data is protected</p>	<p>Lead development on:</p> <ul style="list-style-type: none"> - Incident response/DR planning - Prioritization of resources and identification of critical systems that must be recovered first - Internal reporting structure to detect, communicate, and contain attacks <p>Learn who to call for help (relationships matter!)</p>



THANK YOU

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