



10 Must Ask Cybersecurity & Information Security Questions

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Question One: How well do you know your IT environment?

- Accurate inventory of devices and software.
- Accurate inventory of Internet-facing systems.

Recommendation: Perform an asset inventory.



2

Question Two: What data do the hackers want and where does it live?

- Explore not only structured data, but unstructured as well (e.g., spreadsheets, user reports, Word documents, PDFs and email).

Recommendation: Perform a data discovery assessment.



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Question Three: If you have identified critical systems and data, how do you further protect access to it?

- Do you require complex passwords?
- Do you require two-factor authentication to critical systems and the network?
 - Email
 - VPN
 - CRM
 - ERP

Recommendation: Deploy logical access controls such as passphrases and two-factor authentication.



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Question Four: Are your employees susceptible to being phished?

- Statistics show the answer is likely “yes”
- Have you tested/trained them?
- What technical controls have you put in place to stop it?

Recommendation: Conduct regular phishing campaigns and security awareness training.



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Question Five: If phishing succeeds, do you have additional protection methods?

- Advanced endpoint protection complements traditional anti-virus;
- Encryption of data; and
- Whitelisting of allowed applications.

Recommendation: Deploy other security measures such as endpoint protection, data encryption, de-identification and application whitelisting.





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Question Six: Do you know where you are vulnerable?

- A large amount of breaches take advantage of unpatched operating systems and application software.
– e.g., Equifax breach leveraged vulnerability in Apache Struts software toolkit.

Recommendation: Conduct regular network vulnerability scans and patch applications, servers and mobile devices.



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Question Seven: Have you simulated an external attack to determine how secure/vulnerable you really are?

- Penetration tests or ethical hacking exercises are valuable because they help identify issues before the bad guys do.

Recommendation: Conduct external penetration tests and attempt to exploit detected vulnerabilities.



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Question Eight: How prepared are you for a breach?

- Its not a matter of “IF” but, “WHEN.”

Recommendation: Develop a cybersecurity incident response plan and test your data back up and recovery processes.



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Question Nine: Are you subject to compliance with any data protection or cybersecurity regulations such as GDPR or New York Cyber Rules?

- Protect your organization and sensitive customer data.
- Avoid fines, penalties or reputation damage.

Recommendation: Conduct a Readiness examination.



10

Question Ten: Do you know what vendors have access to, or store your data?

- You can outsource certain business operations, but you can't outsource the risk.

Recommendation: Obtain SOC report from service providers and implement a third party risk management program.



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