



SECURITY EXECUTIVE COUNCIL

A research and advisory firm

Clients Find Success with the SEC

The SEC examines each client's risks, culture, leadership, strategies, risk appetite, security philosophy, and resources to find solutions that truly fit, with outstanding results. Here are just a few ways we've helped security leaders achieve excellence.

Streamlined Compliance Process

Many companies struggle with the time-consuming task of identifying and compiling all security-related regulations and standards relevant to their business. One such client engaged the SEC for its Security Regulation and Compliance Management Baseline process, through which SEC subject matter experts searched for and analyzed regulations and standards for the industry.

The process allowed staff to easily prioritize requirements and conduct an improvements gap analysis, which helped the client plan for the roll-out of additional corporate security-related standards. Staff were able to document the elements necessary to drive Security into the organization, giving senior management a better understanding of security-related regulatory and compliance needs.

New Staff, Executive-Level Reporting Driven by Alignment Review

When a \$6 billion corporation re-levelled security to a lower-grade position, it lost global Unified Risk Oversight™ of threats and vulnerabilities. The SEC conducted an Enterprise/Security Risk Alignment™ (E/SRA) review, partnering with the Executive Committee and Finance teams to survey global business comptrollers. The team then used SEC faculty expertise and Security Leadership Research Institute (SLRI) research to develop a persuasive business case for incremental re-investment in ROI-capable, global security services.

As a result, Global Security was re-leveled three reporting tiers up and now directly reports to an Executive Leadership Committee member. SEC-advised changes resulted in brand defensibility, compliance, and net revenue protection, and leadership's risk mitigation confidence improved by 60%.

Metrics Development Engages Executives, Quantifies ROI

The head of the security group wanted to improve its ability to measure and communicate how the group was providing value to the organization and to show what further services and enhanced business value the group could offer, given greater resources. SEC subject matter experts worked with leaders to identify where



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data management resources could be more efficiently allocated and where data collection could provide more actionable information. They also helped develop a series of new metrics that tell a story.

The group can now quickly and effectively communicate the value, quality, cycle time, and cost avoidance returned for the company's investment.

Security Program Blueprint Generates Investment, Support

The client company had no comprehensive security program to manage and respond to real threats. The SEC conducted field assessments and stakeholder interviews to assess security needs, gaps, and executive-level confidence. The SEC then delivered a detailed, multi-phased roadmap with cost-effective and state-of-the-art security solutions for executive sponsors to execute.

As a result, stakeholders and executive sponsors united to make significant financial investments to design and build a security program. The client was convinced to hire an experienced security professional leveled high in the organization. U.S. security plans/programs were aligned with overseas HQ security culture, operations, and resources.

Additional Positive Outcomes

Through engagement with the SEC, other security leader clients:

- Avoided downsizing
- Protected and expanded the security budget
- Secured additional funding for security services
- Created new security positions
- Increased executive confidence and business interest
- Received authorization for new programs
- Secured raises and promotions
- Increased responsibility and internal clout
- Cost effectively increased internal expertise

[Contact us today to discuss how we can help achieve the results you want to see.](#)