

**PRODUCT STORY SERIES:**

**Rebuilding a College's  
Cybersecurity Program  
with Strategic Security  
Management & vCISO**

**This CIO didn't have the budget or background to DIY a comprehensive cybersecurity program, but she still managed to build one!**

Tightly-run organizations that are heavily focused on their core mission — educating students, delivering patient care, or otherwise making the world better — often find themselves without the budget or expertise to craft their own effective cybersecurity program. Executives may not see the value in infosec, or they may relegate it to an already-busy IT department. In these cases, outsourcing the management of your cybersecurity program to a trusted partner may be the most efficient solution for your team.



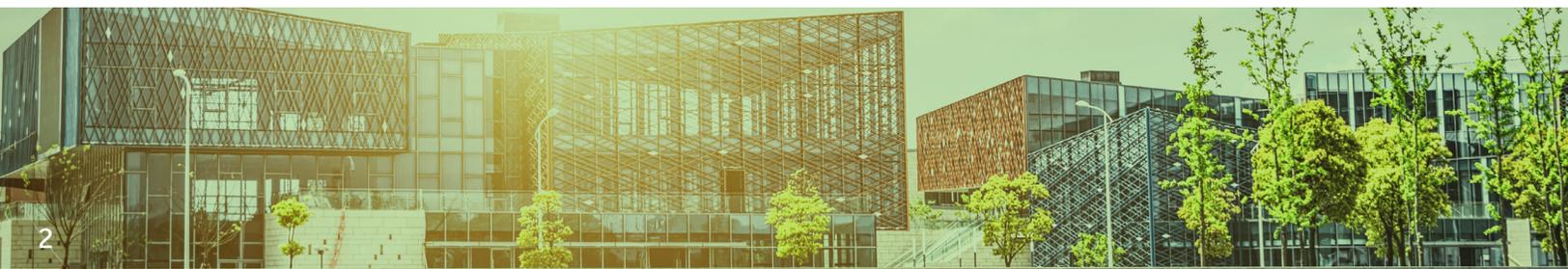
## Client At-A-Glance:

Industry: Higher Education  
Enrollment: 12,000+  
Employees: 425  
Endowment: \$15.4 million

Meet Caroline\*, the CIO of a large community college. The institution had been entrusting its cybersecurity to a faculty member whose priority was teaching and whose expertise was network security. The program was already in need of some touch-ups. But when this professor retired in 2018, Caroline was left without a Chief Information Security Officer (CISO), and she did not have the budget for a full-time CISO. Caroline is sharp enough to recognize that she's not a cybersecurity expert and cannot DIY an effective program, so she came to GreyCastle Security.

Caroline knew that information security threats and regulations are constantly evolving and that a one-time out-of-the-box purchase wouldn't keep her college secure in the long run. In addition to a risk assessment and data classification as a starting point, she enlisted GreyCastle Security for **Strategic Security Management (SSM)** and a **Virtual CISO (vCISO)** to run her institution's cybersecurity program.

\*Real names omitted



Enter Michael, their new vCISO. As part of their onboarding, Michael evaluated the college's existing cybersecurity program and found an 'aspirational' document of policies and procedures jumbled together, none of which were enforced or implemented with the faculty and staff. Nobody at the institution realized that, by having a formal policies and procedures document, they were legally bound to those procedures and would be responsible for any violations of those policies!

Michael guided the college in creating a governance committee, advising leadership that cybersecurity is a cross-departmental effort, and that ownership cannot lie solely with IT. He straightened out their governing documents into policies, procedures, and standards, focusing on pragmatic goals they can realistically implement across the institution.

**Policies** are high-level statements of management intent. **Standards** are specific goals and requirements. **Procedures** are step-by-step instructions of how to meet those standards.

**Interested in your own SSM or vCISO solution?**  
**Contact GreyCastle Security:**

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Following their formal risk assessment, Michael also guided Caroline through their risk management process and consulted throughout the course of treating their risks. GreyCastle Security and Michael function as an internal team member within the institution, managing projects like incident response drills, vendor risk management, and credit card and endpoint security evaluation.

Today, Caroline is confident in her cybersecurity program. She sees better awareness and security practices among staff, and she even managed to get difficult-to-pin-down faculty members to attend their required awareness training. Sharing security ownership with the governance committee has taken responsibility and stress off her plate, and she's better able to focus on the core functions of her CIO role. Now that Michael's contract is up for renewal, she's increased their level of engagement, and we're happy to be her trusted partner. 🏰