

# RELIAQUEST GREYMATTER:

Bridging the communications gap between security and the business.

Every security leader prioritizes maturing their security programs and practices to keep up with a changing threat landscape and dynamic IT environment. But they struggle with what metrics will help them gauge where they stand and what they need to do to maintain an acceptable security posture, especially those that the business and Board understand. Most metrics tracked today are not actionable and fail to connect to business outcomes or demonstrate the value that security provides. At best, they provide technical indicators around operational performance that assist with tactical actions.

In many cases, security leaders have adopted known frameworks – such as the NIST Cybersecurity Framework (CSF) or CIS controls – to map against. While a worthy endeavor, most frameworks are not prescriptive, and leave implementation to the practitioner and their expertise. Additionally, they require extensive aggregation and correlation of data, which, in a dynamic IT environment, opens up the possibility of missing critical information.

In today’s environment, security leaders need actionable metrics that help them understand where they stand, what they should do to progress their posture, and how to communicate with business leaders.

## Metrics That Matter

ReliaQuest, drawing from extensive experience working with security leaders at global organizations for over a decade, has identified key metrics to help security leaders understand their posture and work to improve it.

Through the **Security Model Index**, GreyMatter delivers key, business-ready metrics, giving leaders real-time views into critical areas of security operations and practices. With that greater visibility, they can understand the impact of processes, team efficiencies, and coverage gaps and prioritize actions and responses to reduce risk.

All of these metrics are benchmarked against previous quarters and industry peers, giving insights into how the program is performing comparatively and maturing over time.



By partnering with our customers, we’ve created transparent, easy to understand metrics to drive continuous improvement and deliver ROI across their security programs. We set and monitor a security program roadmap based on each unique environment, technology, and business risk to ensure we are securing what matters most to the business. At the same time, individual measures are benchmarked against aggregated results from across industry and peer sets.

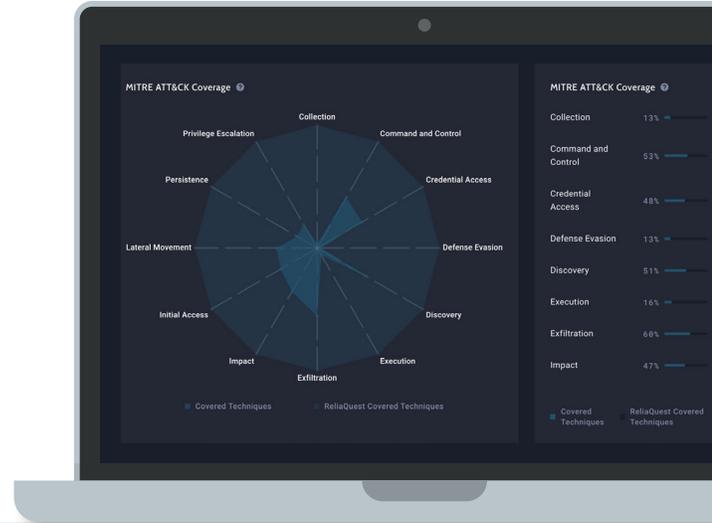


GreyMatter gives us confidence to know we are effectively reporting on our posture in real time and setting appropriate goals to mature our security program in line with objective benchmarks.

– CISO, Leading Research Hospital

## How can you deliver on your vision for a best-in-class security program?

- Real-time visibility across all attack vectors mapped to standard frameworks like MITRE ATT&CK®
- Measure and report on the health and performance of your security tools to achieve ROI faster
- Track coverage visibility across tools deployed and close gaps based on your risk strategy
- Ensure optimal performance of and right focus for team members
- Prioritize actions and improvements based on recommendations curated for your environment
- Predict the impact that future investments in technology, processes, or people can unlock



## Metrics That Matter

TYPE	METRICS	BENEFIT
Visibility	Log source coverage and diversity	Shows current level of visibility and integrated tools across your entire organization so you know what's missing and what to prioritize next.
	Detection coverage	Maps threat detection coverage across all phases of the Kill Chain® and MITRE ATT&CK® identifying risk areas to the business.
Team Performance	Mean time to resolve (MTTR)	Reduces the amount of time an attacker can pivot throughout the environment.
	False positive rate	Identifies the need for tuning so the security team can move from being reactive to proactive.
	Anomalous safe rate	Highlights activity that is deemed safe through investigation, but sometimes can be malicious.
	No response rate	Identifies threats still present in the environment.
MITRE ATT&CK Mapping	Detection rules coverage	Shows current coverage across each stage based on detection rules implement vs eligible implementations.

We are your partners to deliver on your vision for a best-in-class security program and transparency is critical to our joint success. Metrics in GreyMatter keeps us committed to maturing your security program and getting the most ROI for your existing security investments.

To learn more about ReliaQuest GreyMatter, please visit us at <https://www.reliaquest.com>