



Shared IT Services for Higher Education & Research

Conference 2018

The Sign of the Times: Redefining Cybersecurity in Managing IT Contracts

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Chief Privacy Officer
University of Victoria
- Dennis Silva
Chief Procurement Officer
BCNET

Cyber Security – “A new ball game”



Challenge facing Higher Education

What is happening in the threat landscape - The challenges of keeping up with a perpetually evolving cyber security environment.

61% 
of organizations say
data theft and cybercrime
are the greatest threats
to their reputation

2012 IBM Global Reputational Risk & IT Study


Average data
breach in the
US cost
\$6.5million

2015 Cost of Data Breach Study: Global Analysis
Ponemon Institute

 **70%**
of security execs
are concerned about **cloud
and mobile security**

2013 IBM CISO Survey

Mobile malware is affecting

11.6M 
mobile devices

IBM X-Force® Threat Intelligence Quarterly 1Q 2015

 **80%**
of enterprises
have difficulty finding the
security skills they need

2013 Forrester Consulting, "Surviving the
Technical Security Skills Crisis"



85 tools from

45 vendors

IBM client example

Source 2015 Cyber Intelligence
Index





...you can outsource services,
but you cannot outsource
accountability

Ann Cavoukian, Ontario Privacy Commissioner,
2012

KNOW YOUR

PROPOSAL

DATA

PROVIDER



WHAT RISKS?



MITIGATE YOUR RISKS



USE YOUR POLICIES



USE YOUR PROCESS

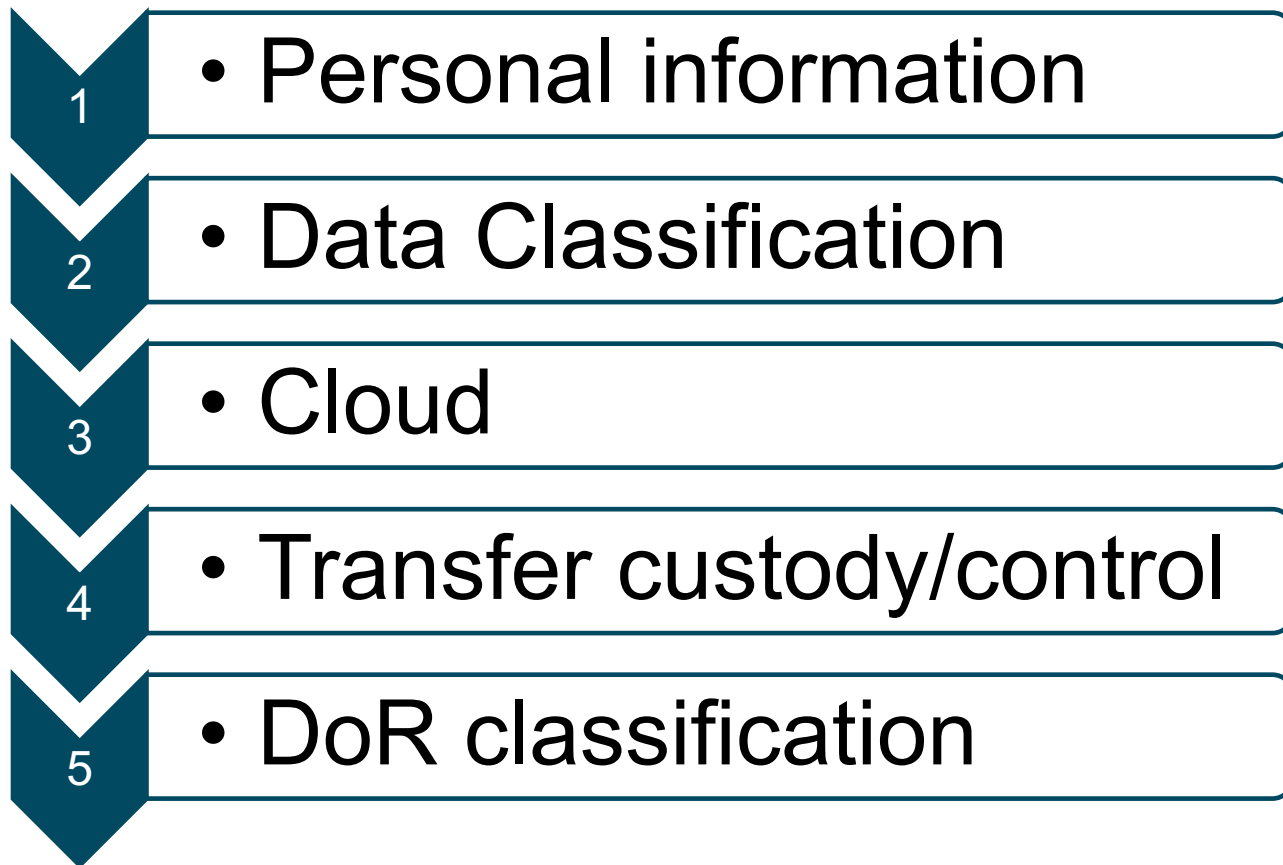


- Early involvement of security and privacy
- Determine risks
- Controls
- Who accepts risk

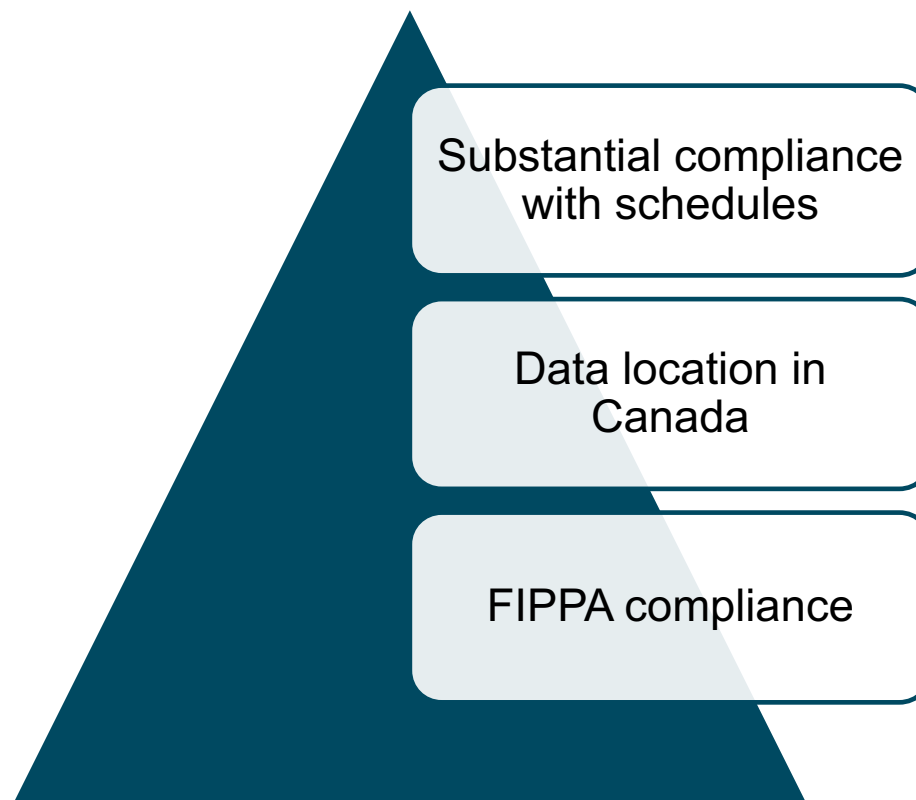
USE YOUR TOOLS



- PTA
- VENDOR QUESTIONNAIRE
- PIA
- STRA
- PPS
- SECURITY SCHEDULE

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- 1 • Personal information
 - 2 • Data Classification
 - 3 • Cloud
 - 4 • Transfer custody/control
 - 5 • DoR classification

MANDATORY REQUIREMENT



MANAGE CONTRACT NEGOTIATIONS



Roles and Responsibilities



Managing Contracts



Alignment



Procurement Approaches



Take advantage of negotiations



Minimize Mandatory Requirements



Demonstrations



Understand the market



Cooperative Procurement



