



13th Annual State of the CIO

Building the South Florida Tech Ecosystem

March 13th 2019

Gus Assis,
Regional Sales Manager

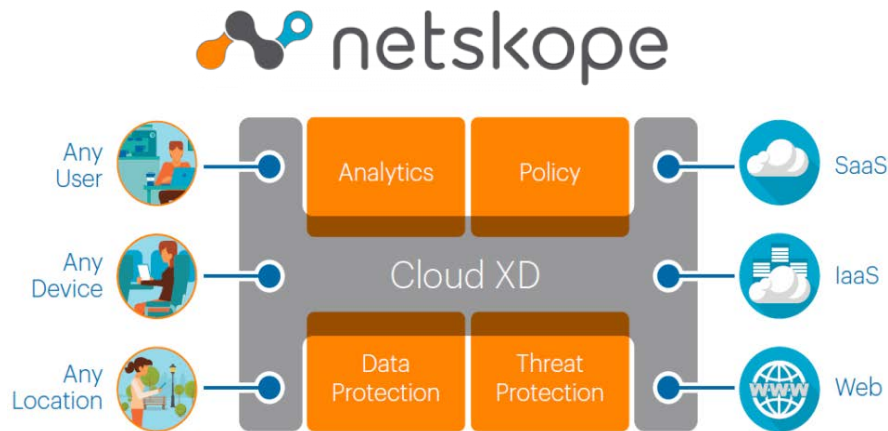


Laz Macias,
Regional SE Manager

Frank Plowright,
Channel Business
Development Manager

About Us

- Founded 2012, HQs in Santa Clara, CA
- Gartner Magic Quadrant Leader for Cloud Security
- Trusted by 25% of **FORTUNE 100**
- Top 3 fastest growing cybersecurity companies
- # 6 on Forbes top 100 Cloud Companies



Trusted by industry-leading organizations, we work to protect your data, stop threats and respond to incidents

Trusted by several organizations across the globe

FINANCIAL



RETAIL/HOSPITALITY



HEALTHCARE/LIFE SCIENCES



HIGH TECH



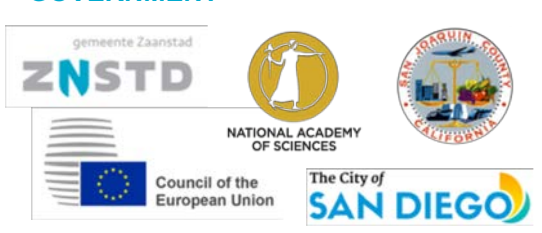
MANUFACTURING



OIL & GAS



GOVERNMENT



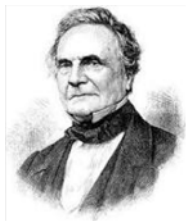
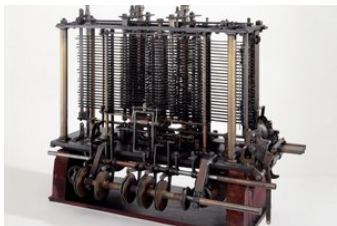
UTILITY



OTHER



My experience in my Daughter's Middle School Career Day...



Have you heard about Charles Babbage?

1822: English mathematician conceives of a steam-driven calculating machine. The project is a **failure**. Today, the Science community recognizes Babbage as the "Father of the computer"

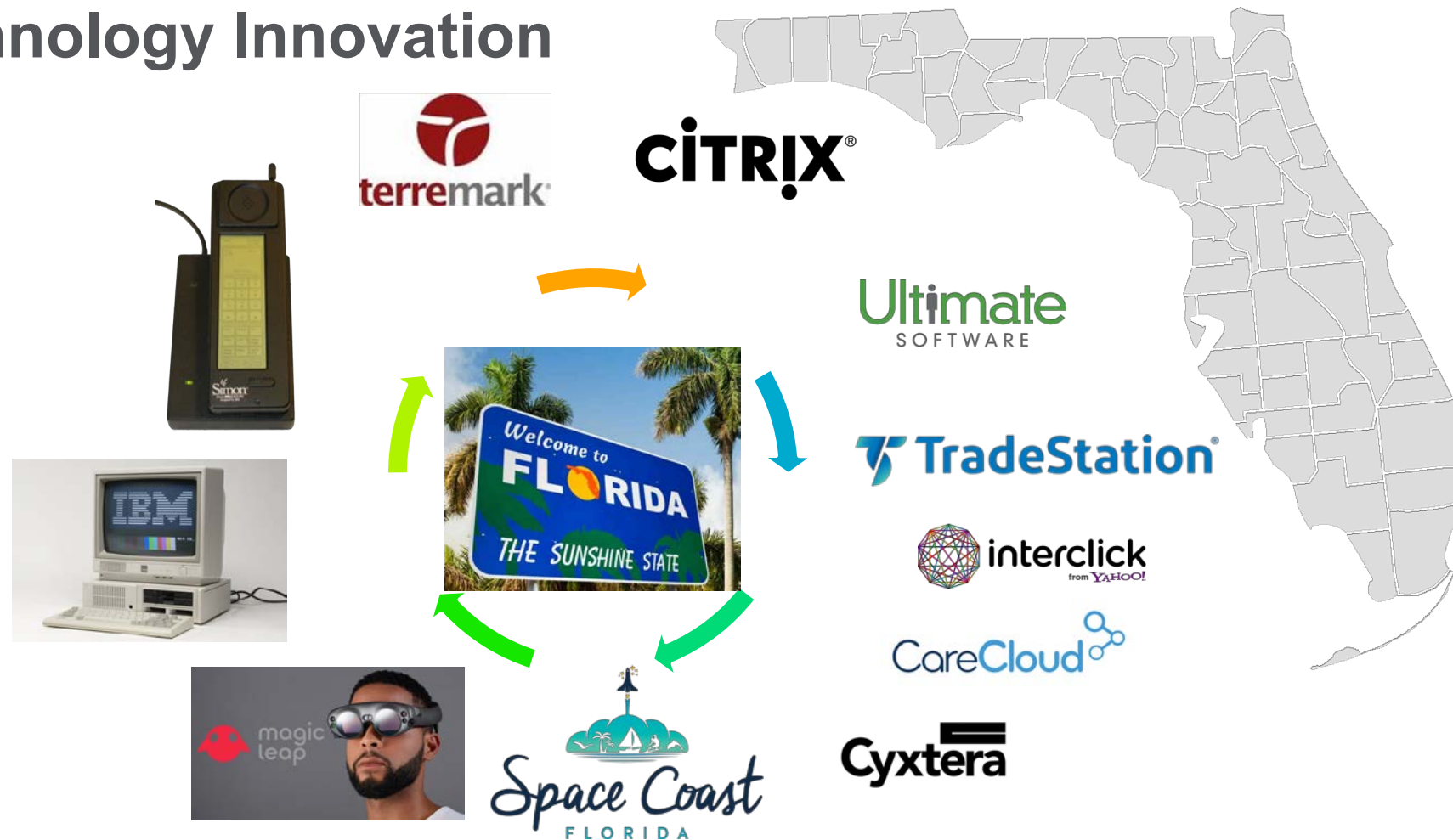


Have you heard about Steve Jobs?

Founded Apple in 1976. In 1985, Jobs is fired for **failing** performance. Returned to Apple in 1997, created the iPod and iTunes Store in 2005 and the iPhone in 2007

THERE IS NO SUCH THING AS A FAILED
EXPERIMENT, ONLY THOSE WITH
UNEXPECTED OUTCOMES

Technology Innovation



Technology as business enabler

Customer Experience

Innovation

Digital Transformation

Faster Time-to-Market

Economies of Scale

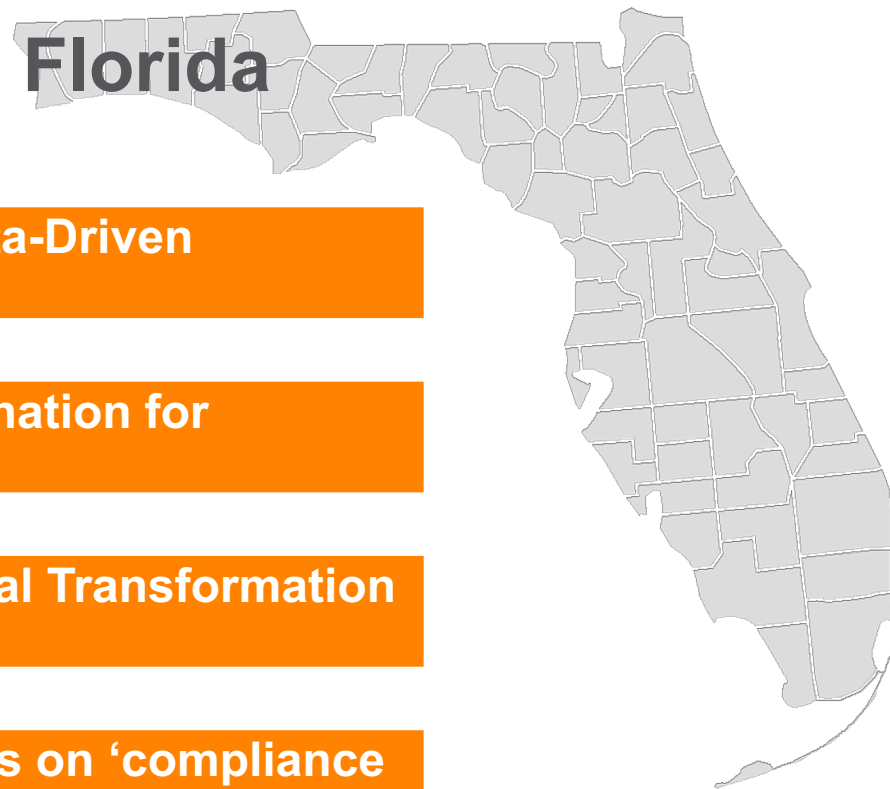


Florida Industries:
Tourism & Hospitality
Cruise Lines
Retail
Education
Government
Financial Services
Agriculture
Aerospace
Healthcare

4th largest State Economy ~\$1 Trillion GDP

17th largest economy globally if FL was its own country

Cyber Security Impact in Florida



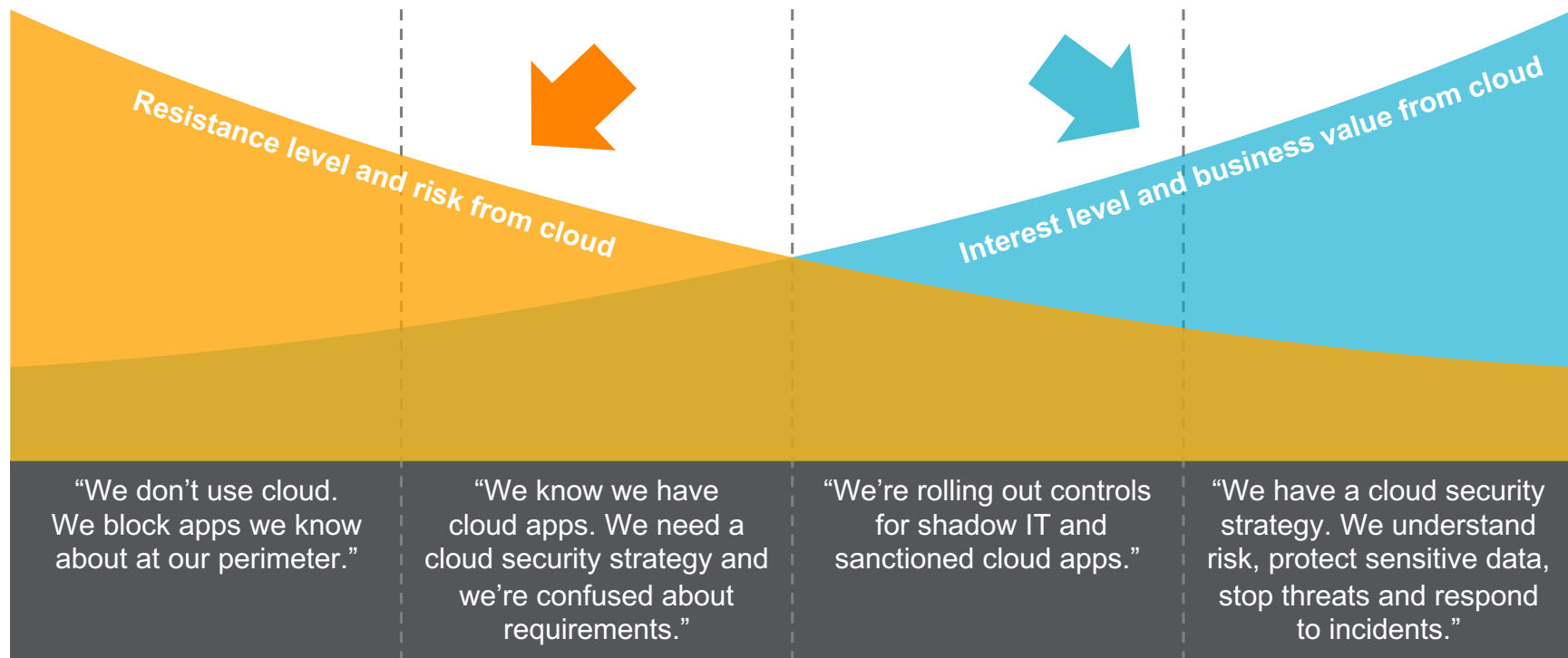
1 Positive Economic Outlook and Data-Driven industries attract Cyber criminals

2 FBI reports Florida as # 3 in the nation for cybercrime incidents and losses

3 Adoption of Cloud, IoT and Digital Transformation Technologies increase risks

4 Lack of Security Investments, Focus on 'compliance vs security', Scarcity of Cybersecurity Professionals

How are security strategies maturing in South Florida?



South Florida Tech Ecosystem



Public Sector

Private Sector

Education

CISO Advisory Group

- Security 2025 Research Project
 - Cloud Risk Assessment
- Cloud Security Report – 2019 Version available in April





Thank You!

