

8 REASONS SMBs NEED A FRACTIONAL CISO

In the dynamic landscape of today's digital era, Small and Medium-sized Businesses (SMBs) and organizations are facing constantly increasing cybersecurity challenges.

Garner reports that [88% of Boards of Directors](#) recognize that cybersecurity risk is business risk.

With the [average worldwide total cost of a data breach at a staggering \\$4.35 million USD](#), the financial and reputational damage from a breach can devastate your organization.

The rise of cyber threats and the potential consequences of data breaches have many SMBs wondering how they can find and afford strategic cybersecurity guidance.

Combine this with the sharp increase in cybersecurity regulatory requirements, as well as contractual requirements for minimum cybersecurity standards from clients, partners, and cyber insurers, and most organizations are overwhelmed. The best way to solve these challenges is with skilled cybersecurity leadership.

However, limited resources and budgets may be standing in the way of your organization's ability to invest in a full-time Chief Information Security Officer (CISO) to provide the necessary strategic guidance to tackle these issues. This is where the role of a [Fractional CISO aka Virtual CISO \(vCISO\)](#) becomes crucial.

In this blog, we will explore why a Fractional CISO is essential for SMBs and the benefits they provide for your organization.



8 Reasons SMBs Need a Fractional CISO

1. **Affordable expertise for only the hours you need.** SMBs usually lack the budget to afford an in-house CISO. CISOs are difficult to find (demand far exceeds supply!) and expensive to hire (the [average salary is \\$236k!](#)). A cost-effective alternative is a Fractional CISO or vCISO. Your organization still gets access to top-tier cybersecurity expertise without the burden of a hefty salary and benefits package. You can also engage this fractional resource for just the hours you need, so you can maximize your cybersecurity budget.
2. **Strategic cybersecurity guidance.** Developing a robust cybersecurity strategy tailored to the specific needs of your business and technology stack is critical for its protection. A Fractional CISO possesses extensive knowledge of the latest cybersecurity trends, technologies, and best practices. They can use this experience to create and implement an effective security framework that aligns with your business objectives, incorporates the latest best practices, and keeps you ahead of evolving threats and regulatory changes.

Finally, working with a Fractional CISO will enhance your cybersecurity posture. This can lead to improved customer trust and better opportunities to partner with larger organizations that demand stringent security standards.

3. **Risk assessment and mitigation.** Most organizations have limited budgets and have to prioritize their cybersecurity investments over multiple years. A Fractional CISO can help you proactively identify and address potential risks before they turn into major security breaches. This preventive stance saves SMBs from potential financial losses and reputational damage.

Furthermore, they have the experience to help you understand and prioritize your risks to ensure you mitigate the biggest threats first to deliver the maximum risk reduction for your dollar.

4. **Compliance and regulations.** Staying compliant with industry regulations and data protection laws is a significant challenge for SMBs. Both the [SEC](#) and [FTC](#) are requiring financial organizations and non-banking organizations that deal with finance, such as accountants, colleges, financial planners, car dealerships, and others to have “skilled cybersecurity leadership,” such as a CISO or Fractional CISO services. This strategic guidance ensures your organization adheres to relevant regulations, avoiding potential legal and financial ramifications.
5. **Incident response and management.** In the unfortunate event of a cyber incident, a Fractional CISO is prepared to respond promptly and efficiently. They can help your organization implement robust backup and recovery plans to ensure business continuity even in the face of a cyber incident. Their experience allows them to handle breaches, minimize damage, and put in place a plan for recovery. A quick, skilled response to an incident can save you time, money and reduce your reputation damage!
6. **Vendor management.** Many SMBs rely on third-party vendors for various services, making it essential to vet these suppliers and assess their security posture. A Fractional CISO can help you add minimum contractual security requirements for vendors, manage vendor relationships, and review vendor reports for compliance.
7. **Scalability and flexibility.** As your organization grows, its cybersecurity needs will evolve. A Fractional CISO can help you adapt to these changes, ensuring that security measures are scalable and aligned with the company’s expansion.
8. **An objective perspective.** An external CISO brings an unbiased view of your organization’s security vulnerabilities and can address weaknesses without any internal conflicts of interest. They enable you to focus on your core business activities and growth, knowing that you have an expert overseeing your cybersecurity.

Hiring a Fractional CISO is a smart choice to provide the critical cybersecurity guidance that small and medium organizations need. The expertise, guidance, and proactive risk management can make a significant difference in safeguarding your digital assets. Moreover, the cost-effectiveness and scalability of this arrangement make it an ideal choice for many organizations.

Read more about our [Fractional CISO services](#) and [contact us](#) for a customized cybersecurity guidance package that fits your needs and budget. We can also add Fractional CISO services to our [Managed IT Services](#) packages!