

The Post-CISO Life

The CISO to VC Transition



Andy Ellis

Partner, YL Ventures

How To
CISO

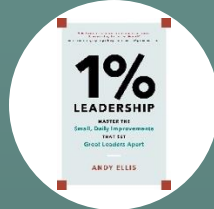


Andy Ellis

www.csoandy.com
@csoandy



Partner
YL Ventures



Author
1% Leadership



2021 inductee
CSO Hall of Fame



Podcast Co-host
CISO Series



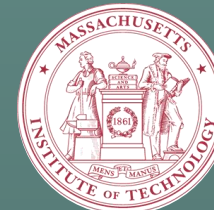
CEO/Principal
Duha



Former CSO
Akamai



Former Officer
US Air Force



Graduate – CS/Math
MIT



Spirit of Disneyland
Disneyland



Award of Excellence
Wine Spectator



The CISO Recap

(or, completing all the CISO Side-Quests)

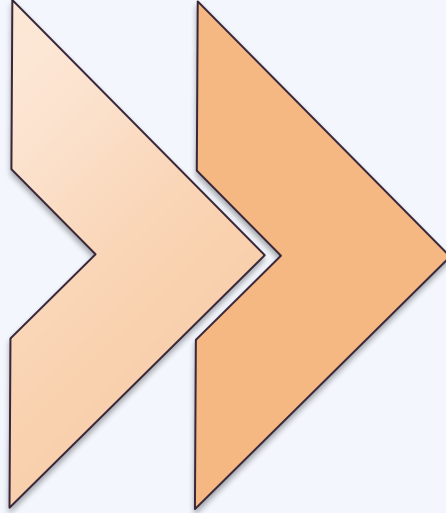
How To
CISO

CISO



How did we get here?

Expert at hard skills



Added soft skills

Expert at hard skills

Tech Skill (Depth)



Systems (Breadth)



Added soft skills

Project Management



Business Perspective



Human Interaction



Narrative Shaping



Expert at hard skills

Tech Skill (Depth)
Systems (Breadth)



Technical skills

Added soft skills

Project Management



Business Perspective



Human Interaction



Narrative Shaping



Process skills

People skills

Process skills

Project Management



Business Perspective



Technical skills

Tech Skill (Depth)



Systems (Breadth)



People skills

Human Interaction



Narrative Shaping



CISO

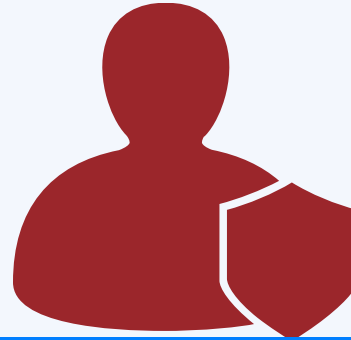


Technical skills

Process skills

People skills

CISO



Run the
Organization

Present



Continue
Operations

Technical skills

Process skills

People skills

Future



Choose Wiser
Risk

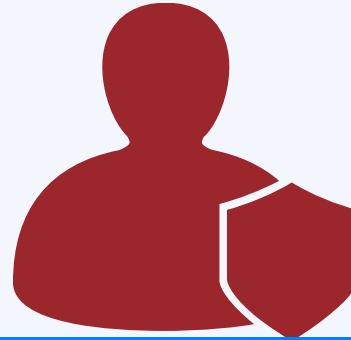
Past



Protect the
Truth

How To
CISO

CISO



Manager

Present



Operations

Technical skills

Process skills

People skills

Future



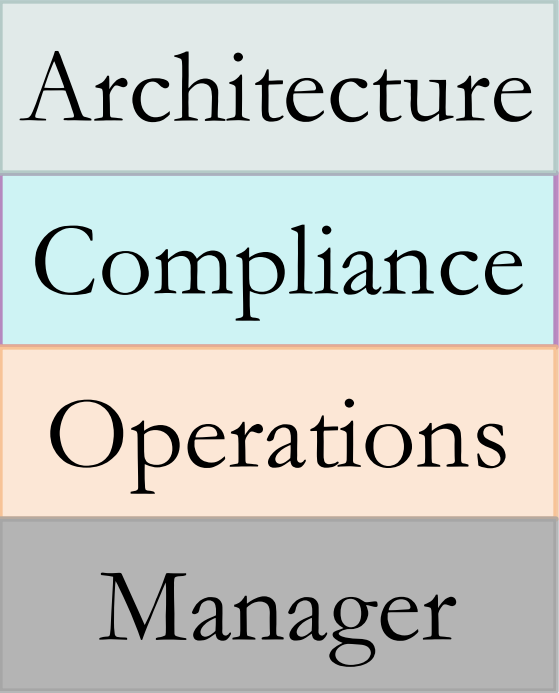
Architecture

Past










Compliance












How To
CISO









Manager

Manager	 
Authority	 
Influencer	  







Architecture

Architecture	 
Product Sec	   
Threat Intel	    







Compliance

Compliance	
Governance	 
Evangelism	  

Operations

Operations	
Incident Response	 
Customer Success	  

Software

Software Engineer	
Software Architect	 
Product Manager	  

Choices, Choices

What else could you do?

How To
CISO

CISO

*What will I do
next?*



CISO

*CISO
VP of Security*

...

Do you still want to be a CISO?



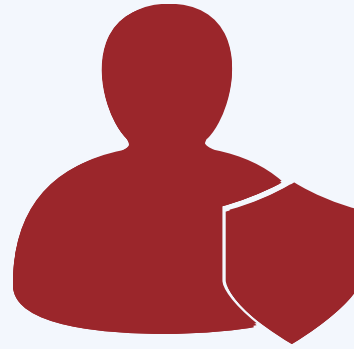
Maybe the grass
isn't greener on the
other side?

- Up or out
- SEC stress
- Board Reporting
- Manage a Team
- Lateral Influence

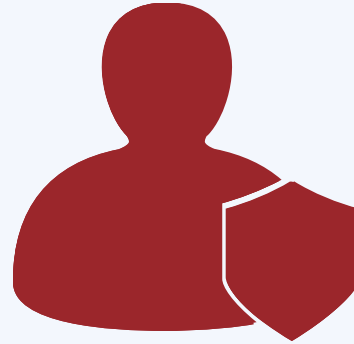
CISO



CISO



CISO



Pundit



CISO



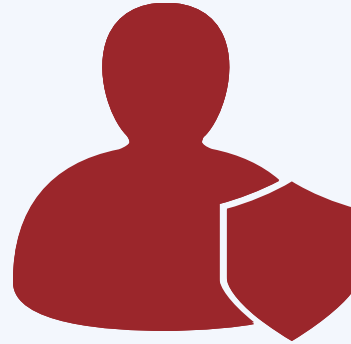
mCISO



Pundit



CISO



mCISO



vCISO



Pundit



CISO



mCISO



Director



vCISO



Pundit



CISO



mCISO



Director



VC



vCISO



Pundit



CISO



mCISO



Director



VC



CTO

vCISO



CIO

Pundit



CISO



mCISO



Director



VC



vCISO



Pundit



Founder

CTO

CIO

CISO



mCISO



Director



VC



vCISO



Pundit



Founder

CTO

CIO

Farmer

Director

Shareholder Rep
Independent Director

- Do you have the gravitas to shift a company?
- Can you *quickly* communicate with executives?

I want to establish
governance!



- Fiduciary
- Finance
- Sales
- Marketing
- Products
- HR
- M&A
- Fundraising

vCISO

Consultant
Expert

- Can you constantly sell?
- Can you drive change?



I want to help other
security professional on
short term engagements!



- Product Security
- Corporate Security
- Writing
- Technology
- People
- Process



mCISO

Advisory CISO
Security Evangelist
Security Advisor
Security Strategist

- Do you like to shmooze?
- Can you articulate a message?
- Are you a content machine?



I want all of the fame and
none of the accountability!



- Marketing
- More Marketing
- Even More Marketing
- Presentations
- Webinars
- eBooks
- Sales Pitches



Pundit

Thought Leader
Author
Columnist
Futurist

- Do you like having no income?

I want all of the fame and
none of the responsibility!



- Writing
- Hot Takes
- Speaking
- Travel

VC

Partner
Operating Partner
CISO Partner
CISO-in-Residence

- Do you have income/wealth to bridge uncertainty?
- Can you convincingly communicate with founders?



I want to help other people
make a difference!



- Ideation
- Messaging
- Product/Market Fit
- Warm Intros
- Evangelism
- Governance



VC



CISO



VC



Software

Software Engineer



Software Architect



Product Manager



CISO



VC



CISO



Product Manager



How To
CISO

VC

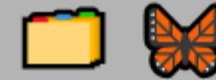


Product Manager



Manager

Manager



Authority



Influencer



CISO



VC



Product Manager



Influencer



CISO



How To
CISO

VC



Product Manager



Influencer



How To
CISO

Architecture

Architecture



Product Sec



Threat Intel



CISO



VC



Product Manager



Influencer



CISO



How To
CISO

Operations



VC



Product Manager



Influencer



CISO



How To
CISO

Operations



VC



Product Manager



Influencer



Compliance

Compliance



Governance



Evangelism



CISO



How To
CISO

Evangelism



Operations



VC



Product Manager



Influencer



How To
CISO

CISO



VC



Evangelism



Operations



Product Manager



Influencer



CISO



How To
CISO

VC



Marketing



BizDev



Product Mktg



Sales



CISO



CISO



mCISO



Director



VC



vCISO



Pundit



Founder

CTO

CIO

Farmer

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