

# CISO-LEVEL DEFENSE WITHOUT THE FULL-TIME COST

**Executive-grade cybersecurity leadership—risk strategy, compliance oversight, and governance without the cost and complexity of hiring a full-time CISO.**

Most organizations don't have a "tool problem." They have a leadership gap.

Regulators and boards now expect CISOs to own risk strategy, prove control effectiveness, and maintain a defensible governance record. But small and mid-sized organizations are still trying to stretch IT managers, MSSPs, or overworked security engineers into that role.

The result: security becomes reactive, documentation lags behind reality, and when an audit or incident review hits, leadership is left explaining gaps instead of showing evidence.

## The Cybersecurity Leadership Gap

Most small and mid-sized businesses:

- Can't absorb a six-figure CISO salary plus benefits
- Struggle to attract and retain experienced security leaders
- Rely on informal governance scattered across IT, vendors, and spreadsheets

Without dedicated strategic oversight:

- Security teams react to alerts instead of anticipating risk
- Compliance gaps widen across HIPAA, PCI DSS, NIST, GLBA, AWIA, and more
- Executive teams lack clear visibility into the organization's true risk posture

For many organizations, maintaining cyber insurance coverage now requires evidence of named security leadership, documented controls, and ongoing oversight—the exact gap a Virtual CISO is designed to close.

eSurelTy's vCISO program fills that gap with certified experts who design, own, and maintain your cybersecurity strategy—backed by policies, controls, and documentation that stand up to scrutiny.

## Why the Traditional CISO Model Breaks Down

Hiring a full-time CISO sounds like the answer—until reality hits:

- Cost spikes – Six-figure salary, bonuses, benefits, tools, and support staff
- Talent scarcity – Limited pool, long hiring cycles, high turnover
- Single point of failure – When one leader leaves, knowledge and momentum walk out the door

At the same time, "CISO-by-committee" approaches—splitting risk between IT, finance, and vendors—leave boards with no clear owner of security governance.

What stakeholders want is not another product. They want evidence that someone with CISO-level authority is accountable for:

- Setting a risk strategy
- Aligning controls to frameworks
- Maintaining continuous, audit-ready documentation

That is the gap a Virtual CISO is designed to close.

## Your Virtual CISO Embedded in Your Business

eSureTy's vCISO team integrates with your leadership, IT, and security stakeholders to deliver measurable cybersecurity and compliance maturity.

- **Strategic Roadmapping:**

- Define and prioritize security goals aligned to business, regulatory, and insurance requirements
- Define and prioritize security goals aligned to business and regulatory requirements
- Build multi-quarter roadmaps that sequence quick wins and long-term initiatives
- Tie initiatives directly to risk reduction and operational resilience

- **Governance, Risk and Compliance Oversight**

- Develop, refine, and maintain cybersecurity policies and standards
- Map controls to HIPAA, PCI DSS, NIST 800-53, ISO 27001, GLBA, AWIA, and similar frameworks
- Track control performance and prepare for audits, exams, and independent assessments

- **Incident Response Leadership**

- Establish incident response plans and playbooks
- Conduct tabletop exercises with executives and key stakeholders
- Lead real-world response efforts during events and coordinate with legal and communications teams

- **Executive and Board Reporting**

- Translate technical risk data into board-ready dashboards
- Provide clear metrics, trends, and governance evidence to support decision-making
- Tie investments directly to risk reduction and business outcomes

- **Vendor and Third-Party Oversight**

- Evaluate supply chain risk and third-party controls
- Formalize due diligence, contract language, and ongoing oversight
- Ensure vendors meet your security, compliance, and data-handling expectation

All vCISO activities are logged, tracked, and reportable, creating a defensible record that supports cyber insurance underwriting, renewal, and claims defense.

## vCISO Outcomes You Can Measure

Organizations that adopt eSureTy's vCISO model see tangible results:

- Faster incident response and containment
- Reduction in audit findings within the first year
- Continuous risk monitoring and governance reporting
- Quarterly strategic roadmaps with clear milestones

These outcomes reposition cybersecurity from a cost center to a strategic advantage that strengthens resilience, operational continuity, and stakeholder confidence.

## What You Gain with eSureTy's vCISO Program

### Fractional Leadership, Full-Time Coverage -

Fractional Leadership, Full-Time Coverage - Access certified security strategists at predictable monthly rates without adding headcount.

**Continuous Risk Oversight** - Ongoing visibility into vulnerabilities, exposures, and control performance that keeps pace with organizational change.

**Compliance by Design** - Controls and documentation mapped to HIPAA, PCI DSS, NIST, ISO 27001, and other leading frameworks—not bolted on at audit time.

**Insurance Alignment from Day One** - Governance, reporting, and evidence built with underwriting, renewals, and claims defense in mind.

**Board and Executive Advocacy** - Clear, concise communication that connects cyber risk to business impact, budgets, and priorities.

**Integrated Risk Platform** - Centralized policy tracking, audit logs, and remediation management to create a single source of truth.

## Why Organizations Choose eSureTy

- **U.S.-Based Certified Experts:** CISSP, CISA, CEH, OSCP, and CISM professionals engaged on every program.
- **Proven, Recognized Frameworks:** Programs built on NIST 800-53, ISO 27001, and CIS Critical Security Controls.
- **Flexible Engagement Models:** Monthly retainers, bridge CISO support, or project-based advisory aligned to where you are now.
- **Industry-Spanning Experience:** IT and OT expertise across healthcare, financial services, utilities, and other regulated sectors.

## Build Cyber Resilience That Supports Your Coverage

Strengthen governance, compliance, and decision-making with a Virtual CISO that operates at executive level—without the full-time cost.

Schedule a vCISO consultation.