**CFO Forum Lehigh Valley April 2022 Minutes**

**Today’s session was a powerful session / update on cyber security with an emphasis on the practical implementation of best practices. If you do business with DOD or DOE right now, you are probably late and deficient now. If you plan to do business any federal agencies in the next few years, read this closely and view the slides and Zoom recording on the website. We had two SME partners as presenters-Scott Gingold of Lehigh Valley Technology Company and Dr. Bob Jamieson of CSM-Intl. Inc.**

**Key takeaways** included:

Don’t ever say we had a breach. Legal implications. Use the word incident. Then contact your carrier. Sure hope you have good cyber coverage in place.

**Every company, non profit, academic and government agency is at risk. They want your bank info, your password files, your information or “merely” to use your computer system as a proxy to launch attacks from (and hide their identity)**

**Over half the cyber bad guys are foreign state. At least 100 million in the world are in the cyber industy and it is estimated there are fewer than 500,000 Cybersecurity professionals are focused on protecting us from them. Badly outnumbered and bad guys have a lot of tricks and don’t play fair!**

**25% of organizations attacked do not survive within 18 months. Reputation, loss of customers, huge financial costs/ settlements, loss of employees due to publicity and frustration.**

**Corporate audit committees should be renamed Corporate Audit and Risk Committees and focus on cyber as well as on the traditional financial audit reports, etc.**

**Cyber protection cannot be delegated to the current IT staff. You need specialists, the right tools, changes in human behavior and culture, risk management and risk analysis-the realm of CFOs.**

The cloud does not protect you. It’s just another set of problems and more people have access to your data. \

NEVER ever use public wifi. Best practice is Jetpacks for every remote / traveling employee. 25 dollars per month per user well spent. AND enforce the use. You can monitor it. Use of alternative, unprotected network-shutdown their access. Even for the CEO!

Sometimes bad guys just want to monitor your emails and steal certain documents and sometimes they want to shut you down and demand ransomware. Stealing certain documents might be more expensive. OR they want to send false emails to your customers, suppliers and employees to kill your company.

Cyber theft is a 6 trillion-dollar industry growing logarithmically. Hard to explain and hard to imagine. Don’t be part of the growth curve.

Three vectors of attack-via email phishing (educate, monitor, manage, train and repeat the above); patch your systems-it’s like maintaining the brakes on your company trucks-can’t be delayed, can’t be ignored-put the controls in place for employees. 2% of incidents are by former or disgruntled employees-for a variety of reasons. It is a cottage industry and there and dark spots on the internet that train employees how to sabotage their employer. Another reason to read the glass door comments and treat cancer inside your company.

New rules (protocols) and controls (like ISO on steroids) are underway. Learn when these are required-CMMC- is the key acronym along with NIST 800-171. If you don’t know what these are, and your IT person doesn’t know, you better get in touch with our speakers.

This is RISK Management and RISK management is owned by the CFO. You may have a great VP or CTO/ CIO but they manage data and systems. They do not manage Risk. The CFO manages Risk. If you don’t think so, your successor will take it seriously. The consequences are too real to ignore.

This week SEC announcement/ WSJ article talked about the CISO reporting to the Board. Most of us don’t know what a CISO is, don’t have one and need some understanding of the gravity and consequences.

Consider developing a System Security Plan-your insurance carrier is going to demand one. Cyber insurance is a lot more expensive, a lot of restrictions and now has deductibles. Timely update-any cyber related to military or similar action is not covered. What do you think Russia is up to-it won’t be covered by your policy! If you are remotely concerned about your business in Europe, your business in certain international markets, your cash in offshore banks, your cargo on the water or in a warehouse overseas-start thinking about risk mitigation and risk transfer. If you can’t mitigate it and can’t transfer it, then you own it and may not be covered by your insurance. That is real risk!

My takeaways do not do justice to the two hours of jammed packed info. The embedded video is worth your time.

Serious stuff, great presentations and great partners to contact. Their contact info is on the slides and I am glad to make the introduction.

**Next sessions: WednesdayMay 18th 8 30 to 10 30 Topic to be announced. Invitation to be sent by Nicole. Hoping to organize a happy hour. I think we actually enjoyed seeing each other again-I know I did.**

**Housekeeping:** Minutes, slides, the recording and CPE letters are available at [www.thecfosolution.org](http://www.thecfosolution.org) under the events tab for April but only for participants. IF you were a guest, contact me if you want a copy. Website has added a Table of Contents to find your way around the 75 topics in the website.

CPE letters usually take about a week or two to get posted. If you are missing one from last year, let me know and I will provide it. IF you need CPE credit and don’t know how to get the letter for a specific session, contact me.

**Othe**r:

We have added some SME partners who can help you in:

The website has a prescription drug best practices summary. Uip to 75% reductions are very possible. It’s your fiduciary responsibility to understand this stuff and seriously consider it. DON”T expect your broker to tell you to reduce your costs and reduce his compensation!

Energy use reduction and impact / evaluation of solar was a hot topic in March. We have the models and the introductions to roofing partner (for a free assessment), the solar firm (lots of technology to understand) and financing partner.

Looking for people, connect with LVProfessionals. If you need an introduction, contact me. They have over 150 experienced, degreed people looking for a position. I sent the list out separately-if you missed it, contact me and I will send you a copy.

Suggestion/ warning-we all get calls from R&D tax credit, ERC credit, savings promoters working for a % of your credit or savings so they are incented to maximize their commission and may put you in jeopardy. Especially true on the R&D credit since AICPA just issued a warning regarding conflicts of interest and warning CFOs to be careful to use a quality advisor. Our partners are vetted and their goals are aligned with your goals and many provide a special discounted rate and or special payment terms to align with your success.

If you buy a lot from Home Depot, we have a savings program. Also with UPS, FED Ex as well as power providers, telecom providers. Free assessments-not sure why everyone thinks your purchasing departments are smarter than the experts.

Glad to provide an introduction when you are ready. We never share your contact information with our partners although they may have your email address if you attended one of their presentation sessions.