

# Winning the Battle of the Budget Overview

## IT SECURITY SPENDING

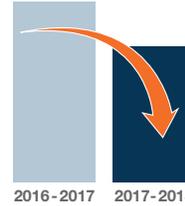
While IT security spending is up worldwide, budget growth is expected to slow.

# \$113 billion

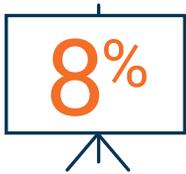
**WORLDWIDE IT SECURITY SPENDING** is forecast to climb above \$113b by 2020.



**2/3 OF CISOs** indicate both headcount (67%) and operating expenditures (66%) are areas of the budget in which the company is most sensitive.



The **GROWTH CURVE IS FLATTENING**: From 2016 to 2017, nearly 48 percent of respondents increased their budget by more than 5 percent. From 2017 to 2018, that number decreased to 36 percent.



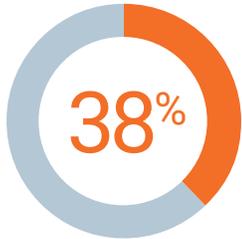
IT security spending worldwide jumped **NEARLY 8%** in the past year to top \$90 billion.

**79% OF IT BUDGETS** are allocated to fund people and technology, while the remaining 21% includes professional services, outsourcing and all other budget items.

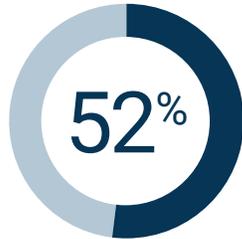


## UNDER-SUPPORTED CISOs

The Core Conflict: It's All About Support



**OVER A THIRD (38%)** of CISOs suffer from support that falls well short of expectations.



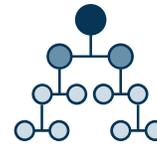
**ONLY HALF** of cybersecurity applicants have the ability to understand the business side.



**UNDER-SUPPORTED CISOs** rely more on technical explanations.



**UNDER-SUPPORTED CISOs** are forced to fit spending into larger budgets like IT.



Corporate reporting lines keep **UNDER-SUPPORTED CISOs** several steps removed from the organization's most influential leaders.

## BATTLE OF THE BUDGET

Key Takeaways

**1** Budget has little to do with **COMPANY SIZE** or industry, but more to do with history, regulatory overhang, company culture, and personal effectiveness of the CISO.

**2** A CISO's priority is to **OWN THE NARRATIVE** on how information security supports the business.

**3** **ALIGN** the information security team's priorities with the top three to five priorities of the CEO.

**4** Gaining support and garnering additional budgetary resources is **A SKILL THAT CAN BE LEARNED.**