



## Security Frameworks 101: FAQ What You Need to Know to Stay Secure

Cybersecurity frameworks were the focus of Datto's webinar, [Security Frameworks 101: What You Need to Know to Stay Secure](#). A lively Q&A followed the panel, read on to see the top questions from our audience of managed service providers (MSPs) and the answers from our panelists.

### **Q. What are some recommended sites to read up on Center for Internet Security (CIS) Framework and others?**

- A. CIS - [www.cisecurity.org](http://www.cisecurity.org)
- COBIT - [www.isaca.org](http://www.isaca.org)
- Essential 8 - [www.cyber.gov.au](http://www.cyber.gov.au)
- NIST - [www.nist.gov](http://www.nist.gov)
- ISO 27001 - [www.iso.org](http://www.iso.org)

### **Q. What are your thoughts on obtaining COBIT/ISACA certifications vs CompTIA certifications?**

- A. Industry certifications are highly valuable as they demonstrate proof of an acquired skill and requisite knowledge necessary for a particular IT function. Customers value certifications because they reduce risk and increase trust. For example, you could take your car to be serviced by any mechanic, or you may prefer to only use ASE (Automotive Service Excellence) certified mechanics. The question comes down to risk and trust.

The same holds true for IT and cybersecurity certs. Do I trust a 17-year old script kiddie to manage my security, or someone with a CISSP (Certified Information Systems Security Professional) certification?

As for ISACA vs. CompTIA (Computing Technology Industry Association) vs. ISC<sup>2</sup> (International Information System Security Certification Consortium)...the list goes on. There are lots of industry bodies that provide IT and cybersecurity certifications. Some are more intense and in-depth than others.

Ask yourself: "What is the security maturity of my clients? Do they value an ISACA or ISC<sup>2</sup> certification? Which is much more aligned to an enterprise? Is a CompTIA certification sufficient?"

Regardless of the organization that backs a certification, having one helps set you apart from those who do not. You can't go wrong with CompTIA, and you can always build up to more advanced certifications as your business grows.

## Q. What are the key issues when choosing a framework from an MSP/MSSPs perspective? For their customers? Should it be the one and the same framework?

- A. From the perspective of an MSP, the key issues when choosing a cybersecurity framework (CSF) come down to the following:
- Know your security maturity. Do you have adequately trained and skilled staff? What resources can be allocated to cybersecurity? What are your current and future security-related services and offerings?
  - Know your customers. What size are your clients, and what industries are they from? Are they subject to any particular regulatory requirements, such as those found in healthcare or retail? Do they understand the value of certifications and/or cybersecurity frameworks?

- Know your limits. Pursuing adherence to a CSF can be time consuming as they constantly change and require continuous follow-up. Some frameworks are extremely extensive and broad, such as COBIT or ISO, whereas others may be easier to start with, such as CIS or NIST.

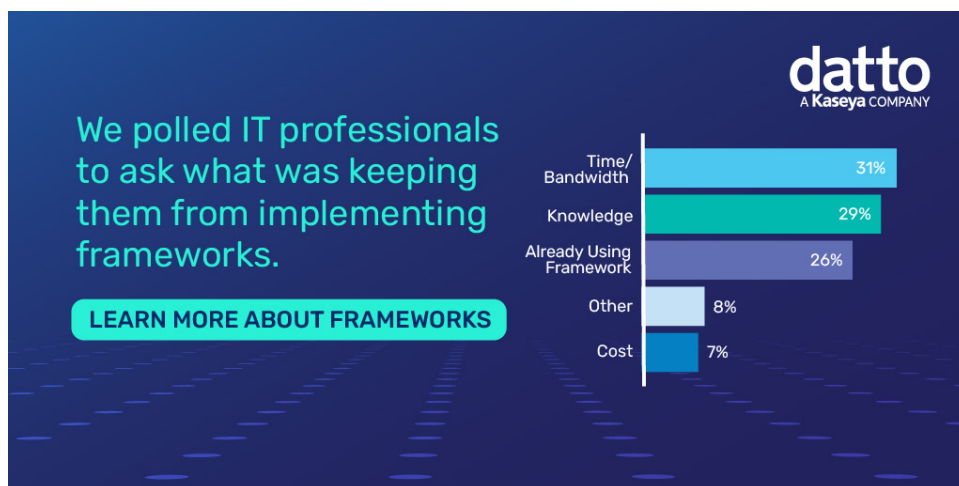
There is no best CSF to choose from, as they all have their strengths and weaknesses. The best CSF for you will be the one that you can adequately devote time and effort into understanding and following. As your business grows and cybersecurity programs mature, it becomes easier to expand or even utilize more than one CSF for your needs, as well as your clients.

## Q. How does the MSP/MSSP productize and monetize one or more of the frameworks?

- A. Selling security services is all about building trust. Unlike other IT offerings, mistakes in selling security services and solutions can be disastrous, making the need for assurance more important than ever.

As an MSP, your challenge is going to be demonstrating your cybersecurity knowledge and capabilities to your clients and prospects. One way this stands out is by educating your customers about the CSF that you use for yourself, as well as why you recommend it for your clients.

Security is a holistic endeavor, and the benefit of most CSFs is that they walk you through a complete and comprehensive security journey. By following a CSF, you will see where gaps are or where you may have over-rotated on spend or outdated solutions. In turn, this gives you an easy-to-follow roadmap that positions you as the security expert, and assures your customers that you've got a logical, thoughtful and proven security approach to keep them safe and protected.



\*Results collected from webinar poll.

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