

Identifying Impactful Metrics to Show Executive Stakeholders as a New-to-Role CISO

Organization: Aqua Finance
Industry: Financial Services
Employees: 201-500



Mission-critical priority

Mary Welker, Chief Information Security Officer at Aqua Finance, sought support from Gartner as she was getting up to speed in her new role at a rapidly growing organization. Mary was tasked with growing the overall maturity of the information security program and communicating the value of the program to executive leadership.



How Gartner helped

- As a new-in-role CISO, Gartner assisted the client in **defining impactful metrics** that aligned with stakeholders' critical business priorities.
- These metrics allowed the CISO to **build a story to articulate the value of security** to the board and executives.
- The **Gartner IT Score for Security and Risk Management** helped the client to baseline current program maturity and identify target capability maturity levels.



Outcome

With support from Gartner, the client was able to:

- **Have impactful conversations with the board**, ensuring overall support for the information security program at the enterprise level.
- **Accelerate decision making** and create program roadmaps.
- **Grow the maturity** of her team, along with the organization's tools and their response times.

"Whether you're building or maintaining a program, Gartner has insights that can help you understand your environment as compared to others within your vertical. This allows you to better focus your time and effort, while ensuring you are spending wisely."

— **Mary Welker, Chief Information Security Officer at Aqua Finance**