



Today, many organizations are being asked by their customers, insurance carriers, regulatory bodies, auditors, and others if they have a chief information security officer (CISO), responsible for cybersecurity risk, on staff. However, many small and medium-sized businesses don't have the capacity to support this initiative internally or cannot financially justify a full-time resource to fill this need.

That's why Avalon offers virtual chief information security officer (vCISO) services. Unlike many providers who staff these engagements with generalist consultants, Avalon's vCISO team is made up of seasoned security leaders with real-world CISO experience, having held senior security leadership roles across a range of industries. They bring the strategic perspective, executive credibility, and program maturity that can only come from having sat in the chair.

This hybrid approach includes a block of hours every month in which our security management experts become an extension of your team, overseeing the design, development, and integration of your cybersecurity program. This allows you to benefit from the experience and qualifications of a CISO yet maintain a budget that works for your organization.

## The Process

1. **Risk assessment** – First, our security experts perform assessments to evaluate administrative, technical, and physical risks, so we can build a roadmap to improvement. We work with you and your management team, board, and additional stakeholders to learn your organization and business drivers, as well as the systems and data used.
2. **Roadmap** – Based on our findings, we determine which objectives are top priority. Then, our experts develop the strategic vision, resources, and protocols you require to maintain an appropriately sized, measured, and effective security program.
3. **vCISO engagement** – Our battle-tested team then guides your organization along the path to security success, assisting you through coaching, policy development, and whatever else you require to maintain – and mature – your security posture.

## The Cost

The average annual salary of a full-time CISO employee is over [\\$343,000](#). For a vCISO (a.k.a. fractional CISO), the cost of services is based on a variety of factors, including the size of your organization, how many devices reside in your network, and how many hours of assistance you require.

Avalon's fees start at around \$4,000 a month, where a vCISO will guide your business through risk assessments and prioritization, security priority planning, policy development, incident response



# Virtual Chief Information Security Officer (vCISO)



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planning, and many other consulting services. Over time, our monthly cost will go down as your company begins to mature its overall security program, and security accountabilities are distributed among your current employees.

**Our Virtual Chief Information Security Officer services include:**

- Gap assessments to evaluate security program effectiveness (onboarding)
- Technical overview and security assessment of organization and quantification of risk
- Risk and remediation prioritization
- Cybersecurity program road mapping and strategic planning
- Training and awareness
- Meeting cadence (weekly, monthly, quarterly) to review risks, milestones, controls, and resources to meet your organizations needs and capacity
- Policy review and updates to meet industry standards
- Many other areas custom to your organization's unique needs

## About Avalon

With decades of security leadership and strategy development experience in the public and private sectors, Avalon has the expertise to address your stakeholders' needs with absolute confidence. [Contact us today](#) to learn more about how our vCISO services can take your security posture to the next level.



## QUESTIONS?

To learn more about our vCISO service, contact:

**Rebecca Rudell**, Marketing Manager  
[rebecca.rudell@teamavalon.com](mailto:rebecca.rudell@teamavalon.com)