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Eight Essential Defenses (Plus Ai)

ALIV CYBERSECURITY SUMMIT 2026

Presented by: Michelle Drolet

CEO

Towerwall, Inc.

Agenda

- The State of Cybersecurity I 2026
- The Eight Essential Defenses
  - Plus Ai
- Q&A

Michelle Drolet

Founder & CEO, Towerwall

Michelle has more than 25 years of network and cybersecurity experience and has leveraged that knowledge to make Towerwall a leading cybersecurity service and solution provider.

In 2024, Michelle was recognized by Forbes as a member its 50 Over 50 List in Innovation.

We are proud to be a Certified Woman-Owned Enterprise (WBE).

And she has been doing business on the island since 1994 and travelling to Nassau since 1999. HOME!

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The State of Cybersecurity in 2026

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Cybersecurity Threats in 2026

Cybercrime Costs: For 2026, the global cost of cybercrime is projected to reach **$10.5 trillion** annually, maintaining the upward trend seen in previous years. This increase continues to be fueled by more frequent and sophisticated cyberattacks, as well as the proliferation of ransomware and large-scale data breaches.

Impact on Businesses: The threat to small and medium businesses remains severe in 2026. Current estimates indicate that approximately **60%** of these businesses that fall victim to a major cyberattack or data breach will close their doors within six months, underscoring the persistent financial and reputational risks associated with cybercrime.

2026-2027 Information Security Considerations

1	Threats	Ultimately, it may prove impossible to prevent a ransomware attack; cybercriminals will always pick the path of least resistance.
2	Target	If you can make your organization a harder target you can drastically reduce the risk of falling victim.
3	Vendor Risk	Know who your vendors are and what data they may have access too, this include Ai Tools (ChatGPT, CoPilot, etc.)
4	Phishing, Smishing, Vishing	Be wary of to good to be true or urgent calls, or free pizza.

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The 8 Essential Defenses plus Ai

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Defenses – Solving the impossible puzzle

With decades of security expertise, Towerwall recognizes that no single technology or system can fully safeguard an organization.

To address this challenge, Towerwall's security specialists have developed a distinctive methodology that is consistent, repeatable, measurable, and adaptable to the evolving threat landscape. This comprehensive approach—referred to as the “8 Essential Cyber Defenses + AI”—is recommended for all organizations, regardless of industry, size, or security maturity, to achieve robust, multi-layered, proactive protection.

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8 Essential Cyber Security Defenses + Ai

1	Risk and Regulatory Compliance
2	Program and Policy Development
3	Vendor Risk Management
4	Secure Development Lifecycle

5	User Awareness
6	Technology Deployment
7	Penetration Testing and Vulnerability Management
8	Cyber Insurance

Risk and Regulatory Compliance Readiness. What you need to know:

Regulatory Requirements

- Data Protection (Privacy of Personal Information) Act, 2003,
- Draft Data Protection Bill, 2025 GDPR-style
- GLBA (Graham Leach Bliley Act) (Financial Services)
- PCI (Credit Card)
- HIPAA (Health Care

Compliance Standards

- SOC2 Type 1 and 2
- ISO 27001/2

Different types of security frameworks

- National Institute Standards and Technology (NIST)
  - NIST CSF (Cyber Security Frameworks) 2.0
  - NIST 800-50
  - NIST 800-30
  - *CIS*
  - *HIPAA*

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Building an Information Security Management Program Based on “Risk”

Program based on risk (CIA)

- Confidentiality
- Integrity
- Accessibility

People

- User Awareness

Process

- Build the right policies and procedures for your organization

Partners

- Know who you are doing business with both upstream and down

Products

- Implement a defense in depth technology stack
  - Firewall
  - Endpoint protection
  - Ai DLP (Data Leakage Prevention)

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Partners, Risks and Protection

Understand your responsibility

- You need to have a vendor risk management program that assess both upstream and downstream vendors
- Make sure the vendors you are working with are more secure than you

Building out a solid repeatable program

- Questionnaires
- Policy and program management technology
  - GRC tools

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Repeatable and Measurable DevSecOps

Secure Development Lifecyle Program

- Include developer training
- Documented program
- Technology (dynamic scanning, static scanning)
- Application risk assessment
- Review Annually
- Application Penetration Testing (unauthenticated and authenticated)

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Training Your People and You

What does your user awareness program look like? Do you have one?

Awareness training for your executives

- Deep Fakes are real

What do include:

- Phishing simulation
- Vishing
- Deep Fake simulations
- Newsletters
- Training Videos
- Lunch and Learns
- Physical Assessments

Make it monthly

- Think like marketing it takes 7x's to remember

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Technology Deployment: What you need to know.

Manage Evaluations, Selection, Deployment and Health Checks

- EDR, endpoint protect again ransomware and virus'
- Managed Detection and Response (MDR) 24x7 monitoring and more
- Firewalls
- Threat Detection
- Zero-Trust Model
- Multi-Factor Authentication (MFA) A Cyber Insurance Requirement
- Intrusion Detection/Prevention – help understand who is using Ai for what
- Encryption – date at rest and data in motion
- Mobile Device Management (MDM)
- SIEM (Log Management)
- Browser Security (Zero Trust)
- User Awareness
- Global Access
- Data Classification
- GRC Tools

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Penetration Testing and Vulnerability Protection: What you need to know.

Finding the Company's Strengths and Weaknesses Through Annual and/or ongoing Penetration Testing

- External Penetration Test
- Internal Vulnerability Assessment
- Internal Penetration Test
- Red Team
- Purple Team
- Application Penetration Test
- Application Scan
- Firewall Rule Review
- WiFi Configuration Review
- AWS Architecture Review
- Office 365 Penetration Test
- CRM Testing
- Build a solid vulnerability program
- Look into automated testing too

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Cyber Insurance: What you need to know.

How to get it and how to keep it

- The cost of cyber security insurance (going up 50-70%)
- Companies are getting less for more money
- Technology requirements (MFA, Endpoint, Firewall, Encryption)
- Are your executives covered
- Determine your cyber risk
- Examine the policy terms carefully
- Be certain it's right for your needs
- Ensure you're clear about exactly what comes with your policy
- Know what your responsibilities are
- People, process, partners & products are key

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Trends we are seeing right now.

- 2026-27 Penetration Test Program Plans
- User Awareness Program Development
- Annual Risk Assessments (GLBA, PCI, NIST, ISO etc.)
- Compliance Readiness (Local/State Compliance Requirements, SOC 2 Type 1 & 2, PCI, HIPAA)
- Vendor Risk Management Program Planning
- IR Program Planning /Disaster Recovery/Tabletop Exercises
- Annual Review and Policy Updates (AI Policy Creation)
- Cybersecurity Insurance Review
- Risk Register Build & Mapping
- Privacy Policies / Statements
- Dark Web Scans for Audits (GLBA example)
- Data Management Program Build & Data Reviews
- Virtual Data Privacy Officers Privacy (MIPSA, GDPR, CCPA)
- Secure SDLC
- Migrations to Office 365 & Public Cloud
- Well Architected Reviews
- Technology & Resource Reviews
- Sr. Cybersecurity Consulting Hours for Expert Project Help

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Technologies we are seeing right now.

- MDR Services & Managed SIEM (Alert Logic,
- Arctic Wolf, Rapid 7)
- ZeroTrust
- CSPM (Cloud Security Posture Management)
- Data Discovery/Data Management (Varonis)
- Managed Endpoint (Crowdstrike, SentinelOne, Trend)
- Endpoint Security Upgrades / EDR/XDR
  - Adding Ransomware Security To The Endpoints (Crowdstrike, SentinelOne, Trend)
- Privileged Access Management & Identity Access Management
- Managed WAF
- Utilization of AI
- MFA (Duo, Okta etc.)
- CASB
- Web Security (Cloudflare, ZScaler)
- Vulnerability Management (Tenable,
- Rapid7, Qualys, MDR Built in tools)
- Automated Security Validation
- (PenTera, Randori)
- IDS/IPS
- IoT / Asset Inventory (Axonius,
- Armis)
- Mobile Security Planning
- Email Security Upgrades (Proofpoint, Mimecast)
- DLP
- User Awareness Training (KnowBe4, Proofpoint)
- Refreshing Firewall Hardware
  - Updating Legacy Hardware And Software

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The Towerwall PROCESS

Penetration Test

We identify vulnerabilities through real-world attack simulations, strengthening defenses across networks, applications, cloud, and human security.

Risk Assessment

Strengthen security governance, compliance, incident response, and risk management to enhance cyber resilience and business continuity.

Actionable Remediation Plan

Customized and specific plans for that will serve as a guide for your team to resolve any gaps found.

Compliance Guidance & Program Development

Towerwall's experts serve as strategic partners allowing your executives the opportunity to cross-check ideas and get advice from industry leaders.
Stay vigilant about incoming threats –now and in the future.

Technology Selection & Deployment

We partner with over 90 different cybersecurity vendors. Our team specializes in understanding your requirements and recommending best of breed solutions.

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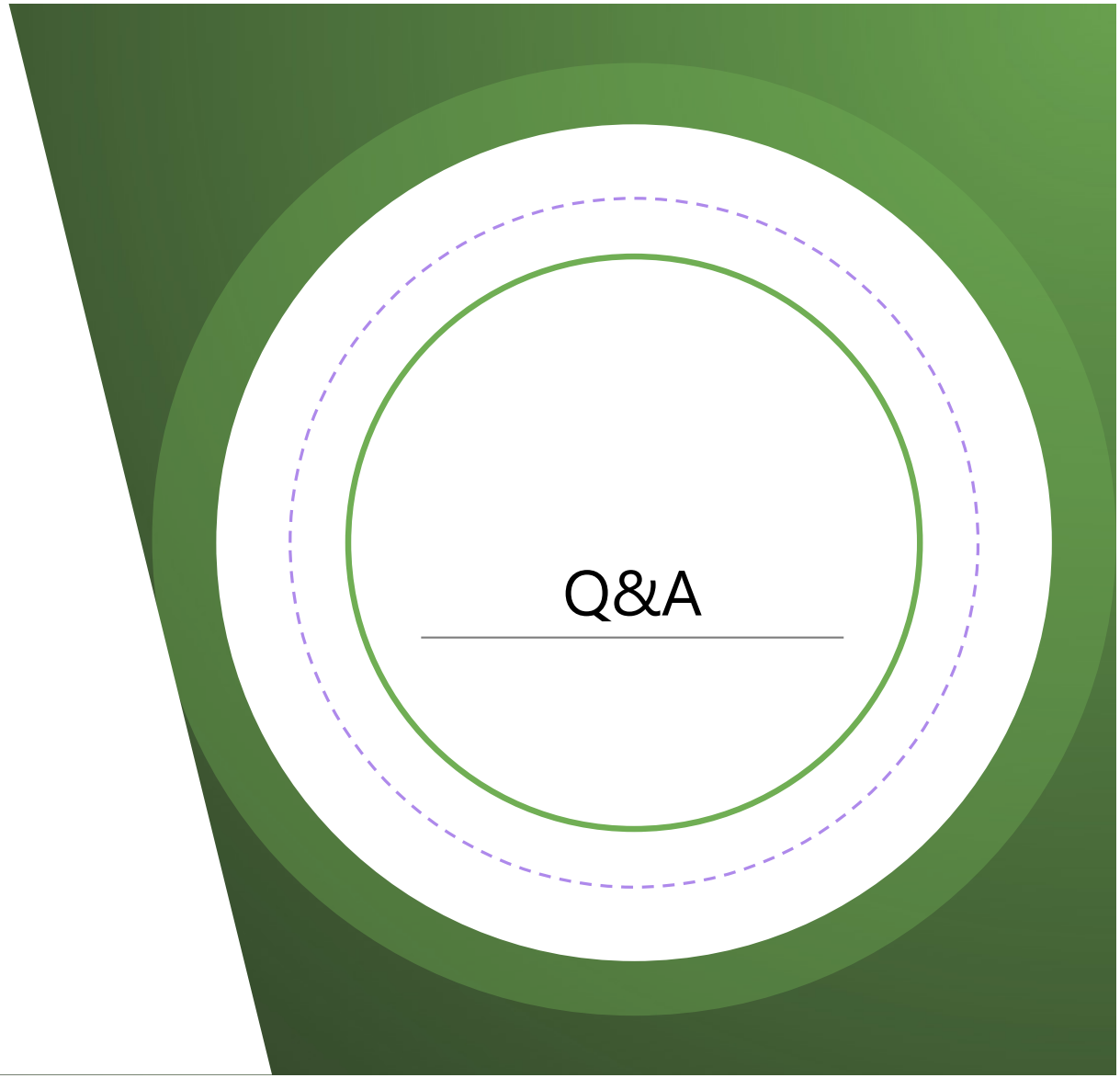

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Thank You

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