

# ISF 2020

## INFORMATION SECURITY FORUM FOR TEXAS GOVERNMENT

**Cybersecurity Workforce:  
The Current Landscape and What's on the Horizon**

# Speakers

---



**Meredith Ward**

Director, Policy & Research  
NASCIO



**Andy Hanks**

CISO  
State of Montana

# The National Picture

---



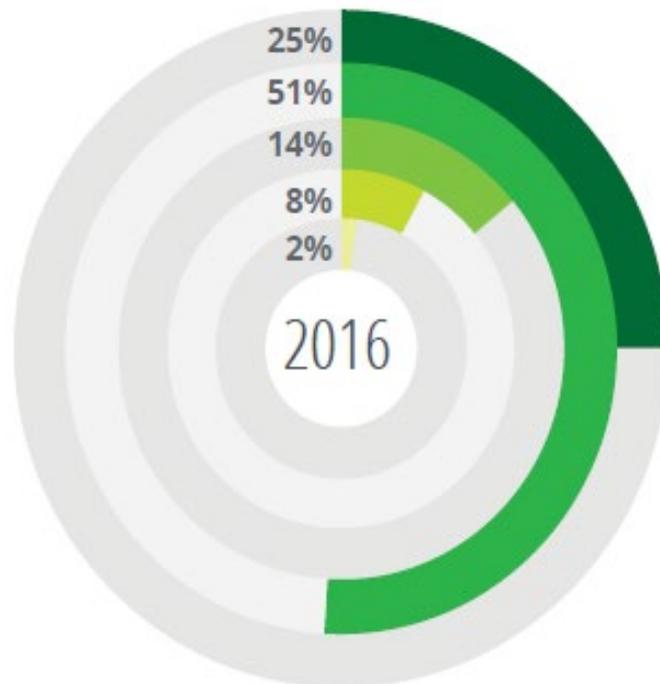
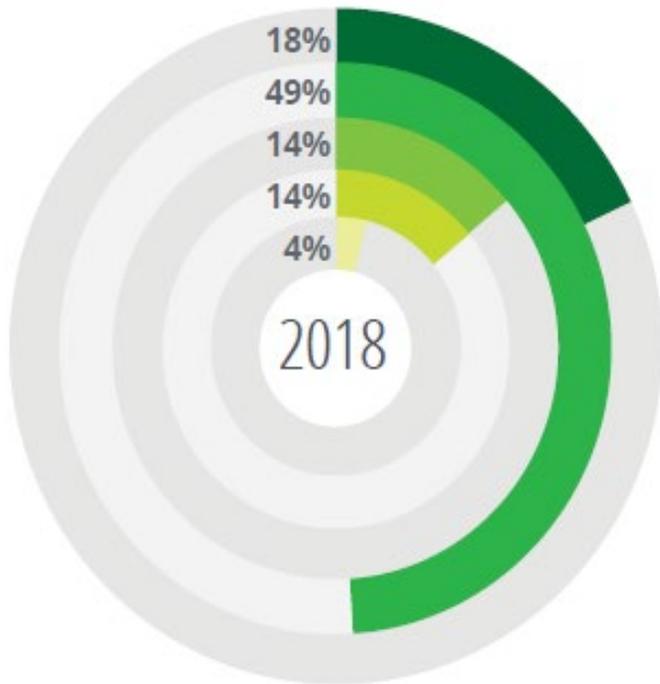
Representing Chief Information Officers of the States



# Talent crisis

Most enterprise cybersecurity team consists of only 6-15 FTEs

■ 1-5 full-time equivalents   
 ■ 6-15 full-time equivalents   
 ■ 16-25 full-time equivalents  
■ 26-50 full-time equivalents   
 ■ > 51 full-time equivalents



Compared to

**>100**  
FTE average  
2010 financial services\*  
cyber FTE professionals

Survey question: How many dedicated cybersecurity professionals does your enterprise security office employ? (49 respondents)

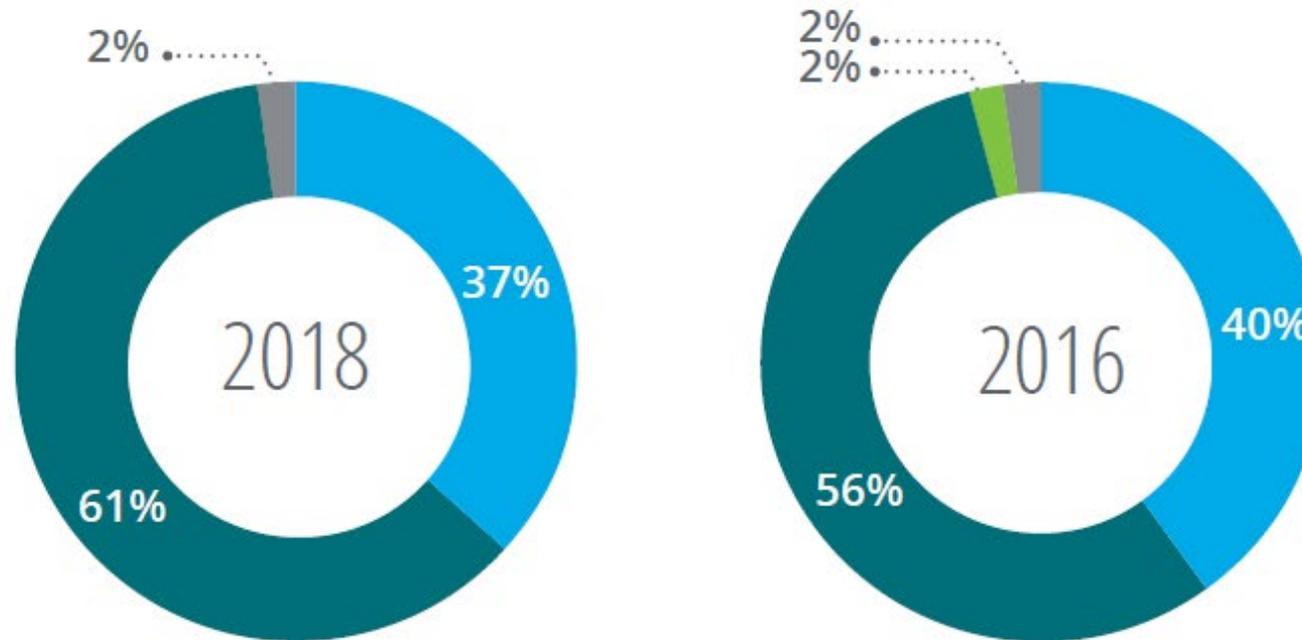
\* Financial services institutions similar in size to an average state.



# Talent crisis

Thirty state CISOs acknowledge they face a cyber competency gap

- Staff has the required competencies
- Staff has gap in competencies
- Not applicable/do not know
- Other



Survey question: Do your internal cybersecurity professionals have the required competencies (i.e., knowledge, skills, and behaviors) to handle existing and foreseeable cybersecurity requirements? (49 respondents)



# Talent crisis

Top barriers to hiring, developing and retaining cyber talent

- 94%** State's salary rates and paygrade structures
- 51%** Workforce leaving for private sector careers
- 47%** Lack of qualified candidates due to demand from federal agencies and private sector
- 24%** Work location—lack of qualified cyber workforce in the state capital
- 18%** Outdated classifications and job descriptions for cybersecurity positions
- 12%** Lack of a defined career path and opportunities in cybersecurity
- 12%** Lengthy hiring process

Survey question: What are the top three human resource factors that negatively impact your ability to develop, support, and maintain the cybersecurity workforce within your state? (49 respondents)



# Montana's Story

---

# The NICE Framework (NIST SP 800-181)

---

- Describes cybersecurity work and workers
- Establishes a common lexicon
- Sector and Industry agnostic
- Components:
  - Categories (7) – A high-level grouping of common cybersecurity functions.
  - Specialty Areas (33) – Distinct areas of cybersecurity work.
  - Work Roles (52) – The most detailed groupings cybersecurity work comprised of specific KSAs required to perform tasks in a work role.

# NICE Framework in the State of Montana

---

- The State of Montana uses the NICE Framework to:
  - Assess cybersecurity workforce
  - Assess cybersecurity program
  - Develop workforce (retention and) training plans
  - Develop workforce hiring plans



# How did Montana do it?

---

- Highlighted which functions in NICE appendix each existing staffer performs then did a SWOT and gap analysis to see what they were missing
- No in-state cyber pipeline, attracted out of state
- Compared national job descriptions and looked for unfilled jobs that matched
- Ranked positions on salary to see how to attract out of state employees
- Creating an apprentice program
- Creating an internship program



# How did Montana do it?

---

- Had off the record sessions with the legislative committee members, built relationships and established buy-in
- Received \$6.3 million, the money will be in the Montana cybersecurity budget permanently
- Showed the data, made it a process, and communicated the need
- Revised current team member salaries and used higher salaries for new positions
- Created flexible work schedules and encouraged training and certifications (and paid for them!)
- Emphasized state service and work life balance and provided relocation assistance



# Contact Information

---

## Meredith Ward

Director, Policy & Research  
NASCIO  
[mward@nascio.org](mailto:mward@nascio.org)



## Andy Hanks

CISO,  
State of Montana  
[andrew.hanks@mt.gov](mailto:andrew.hanks@mt.gov)

