TAG

The 2027 CISO Reality

Told (Mostly) in Metaphors

Forgepoint Fall 2026 Advisory Council Meeting
November 2026

Ed Amoroso

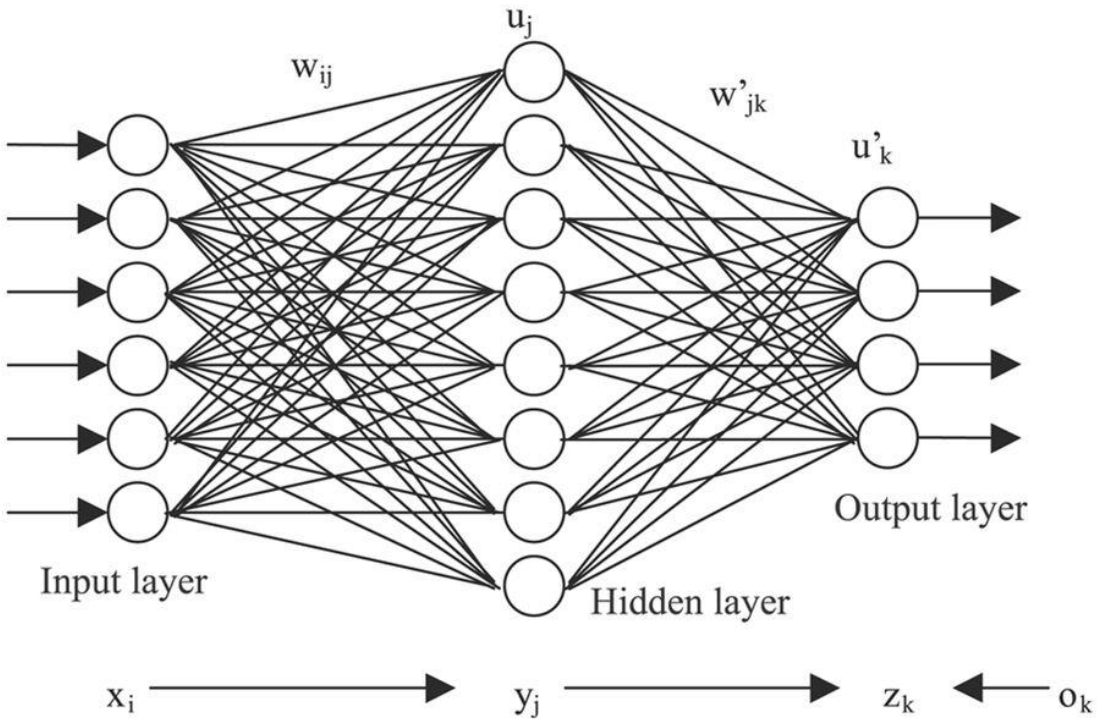
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WARNING:

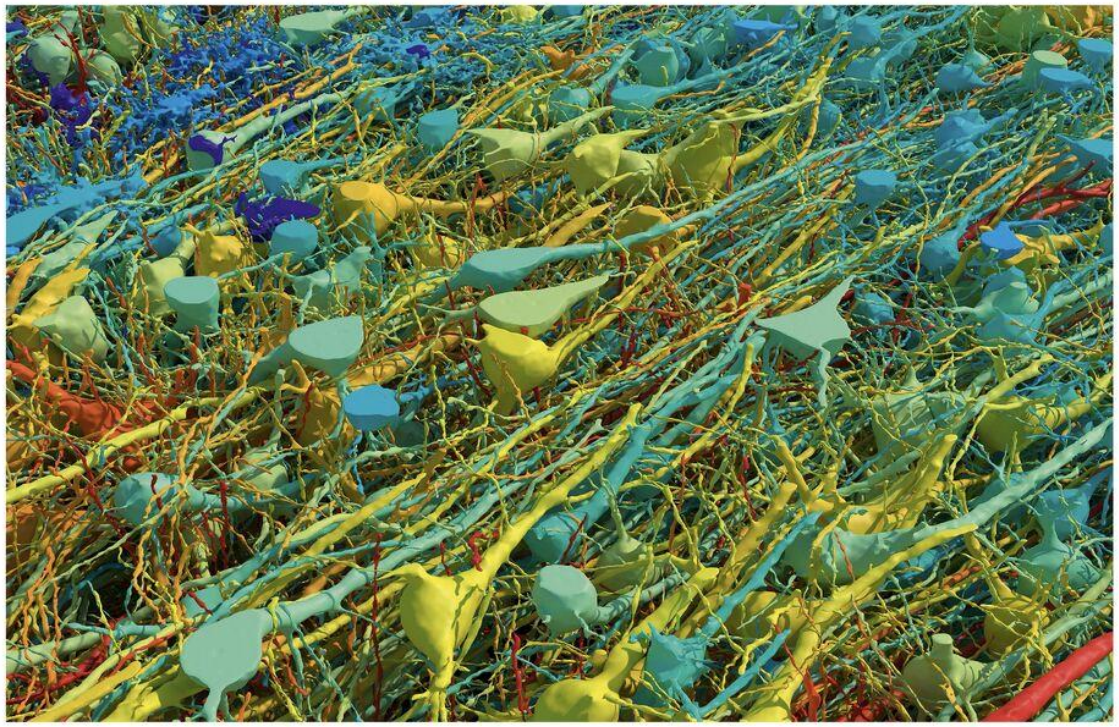
THIS PRESENTATION DOES NOT FOCUS ON AI SECURITY



TAG



Neurons Arranged in an AI



Neurons Arranged in Your Brain

TAG

Sampling of TAG's CISO Research Sources



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Here is a metaphor representing your enterprise security customer.



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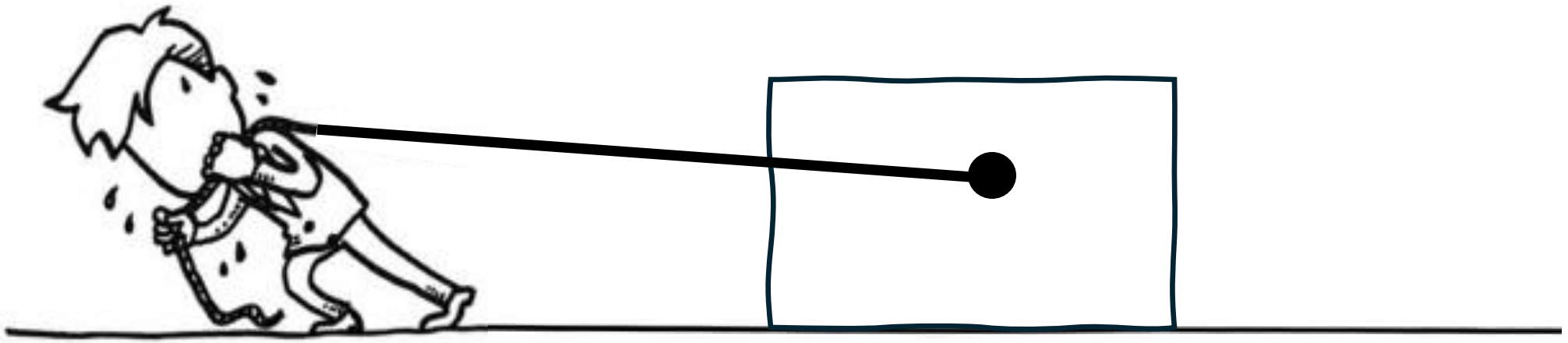
Here is a metaphor representing your enterprise security customer’s adversary.


7
RED SOX

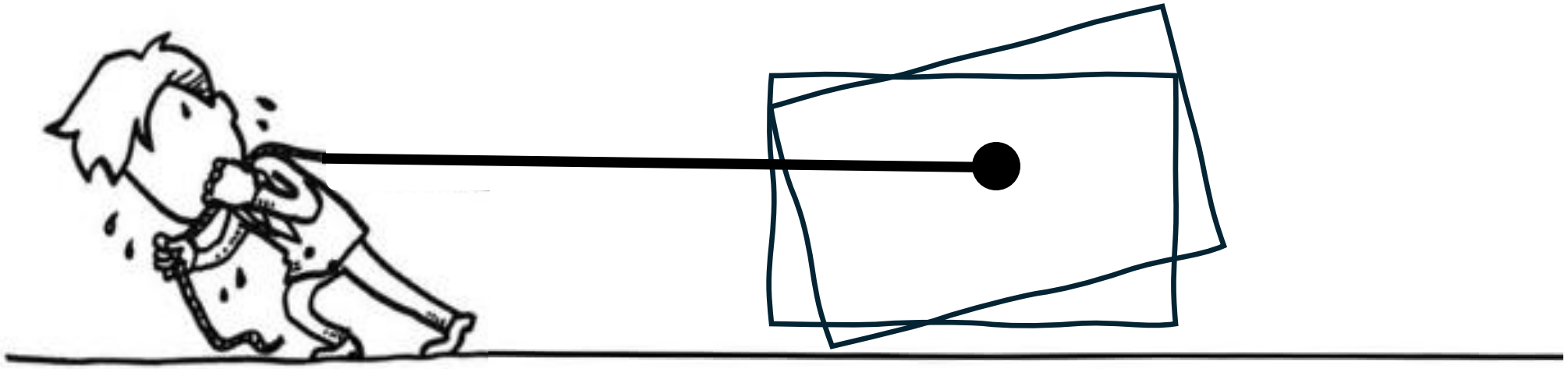
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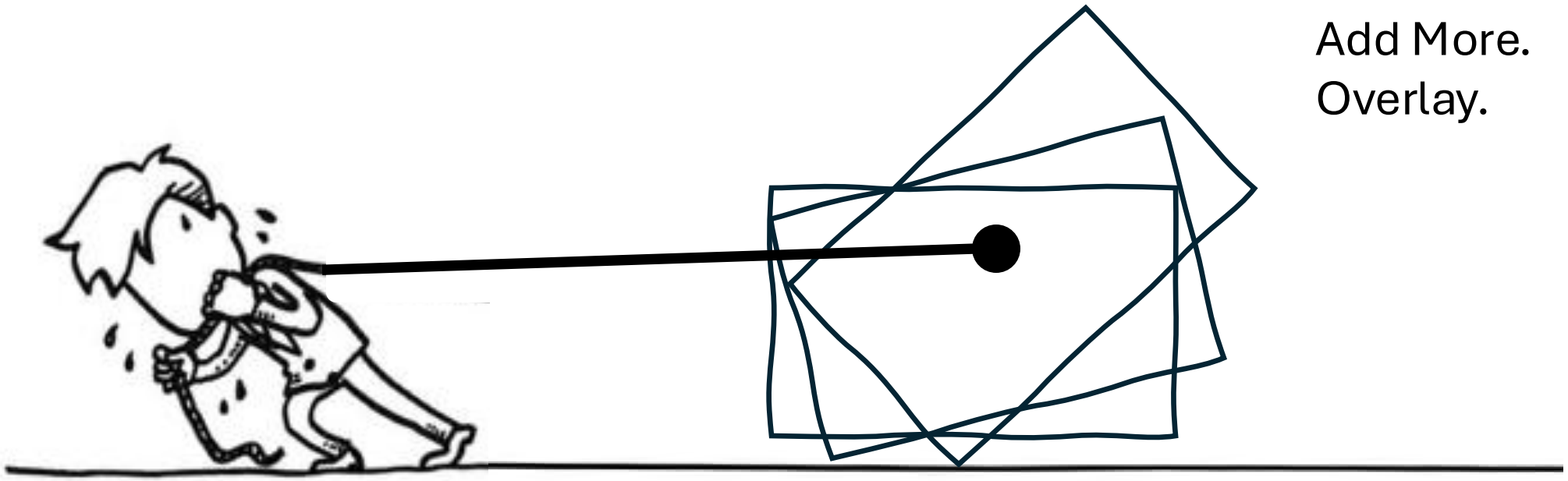
Here is a metaphor representing your enterprise security customer's cyber vendor-related challenge.

Problem.

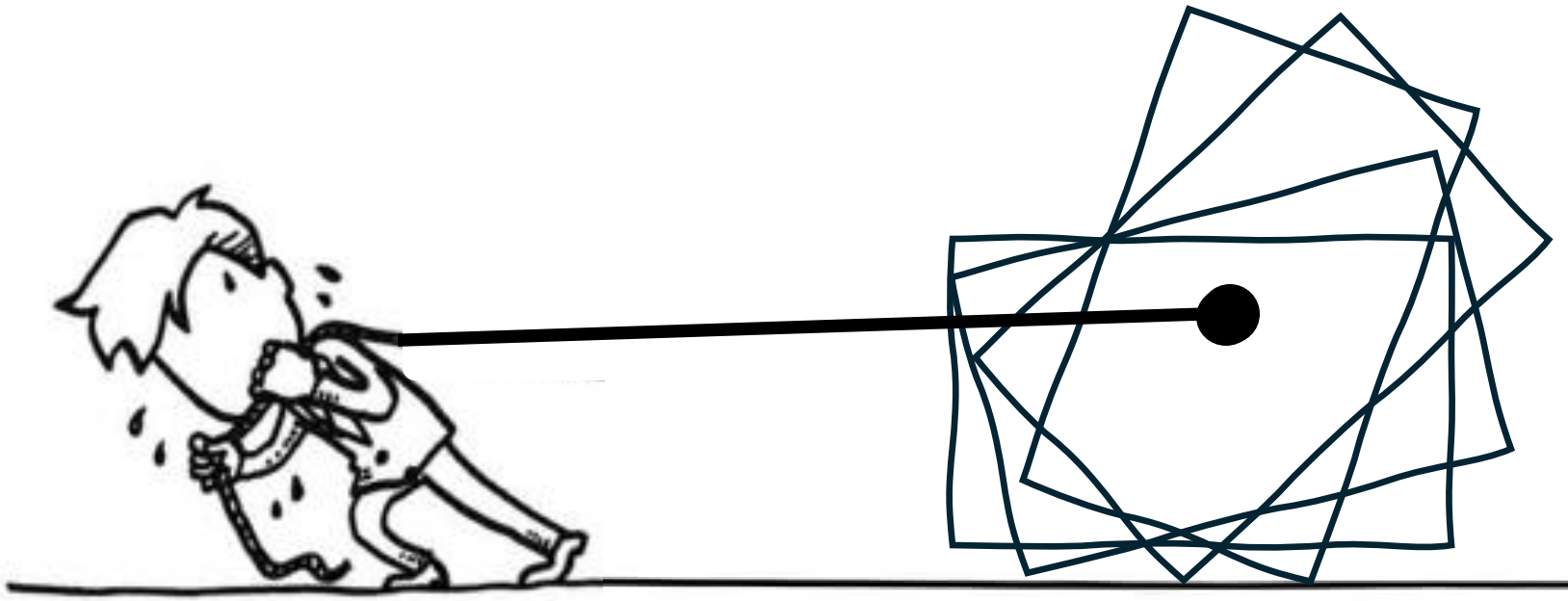


Add.

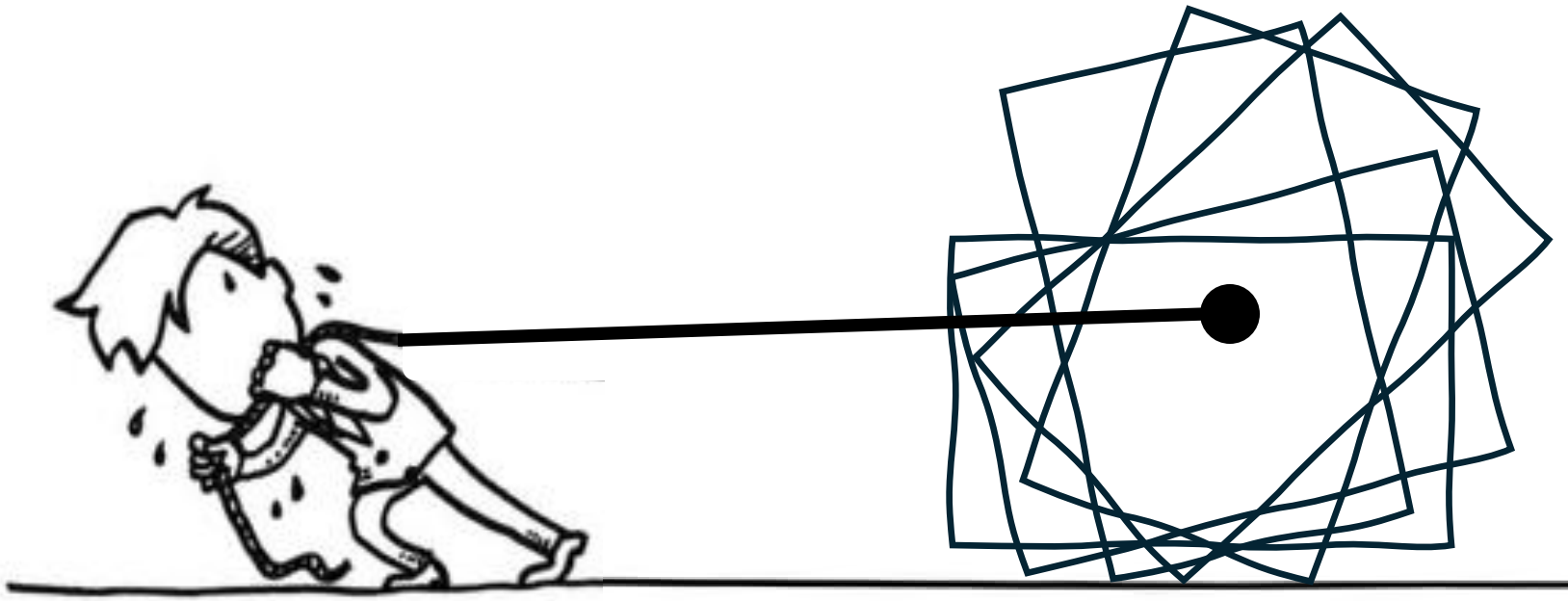




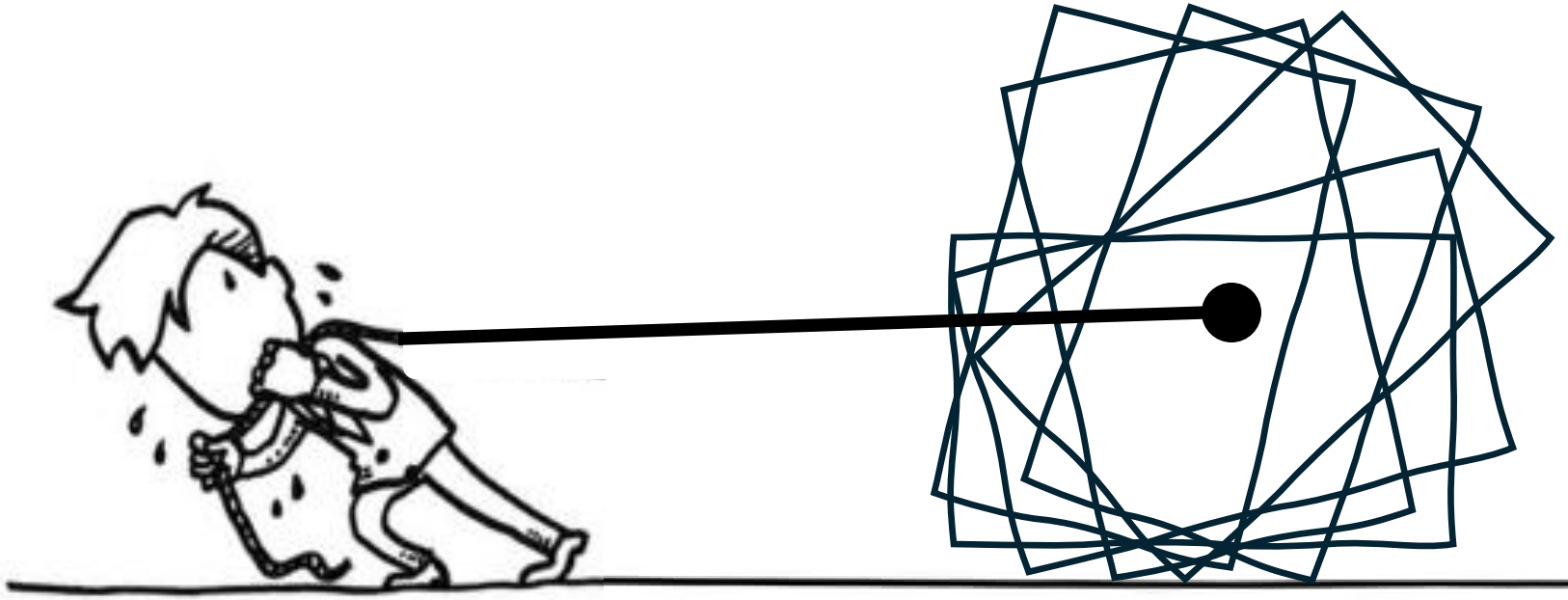
Add More.
Overlay.



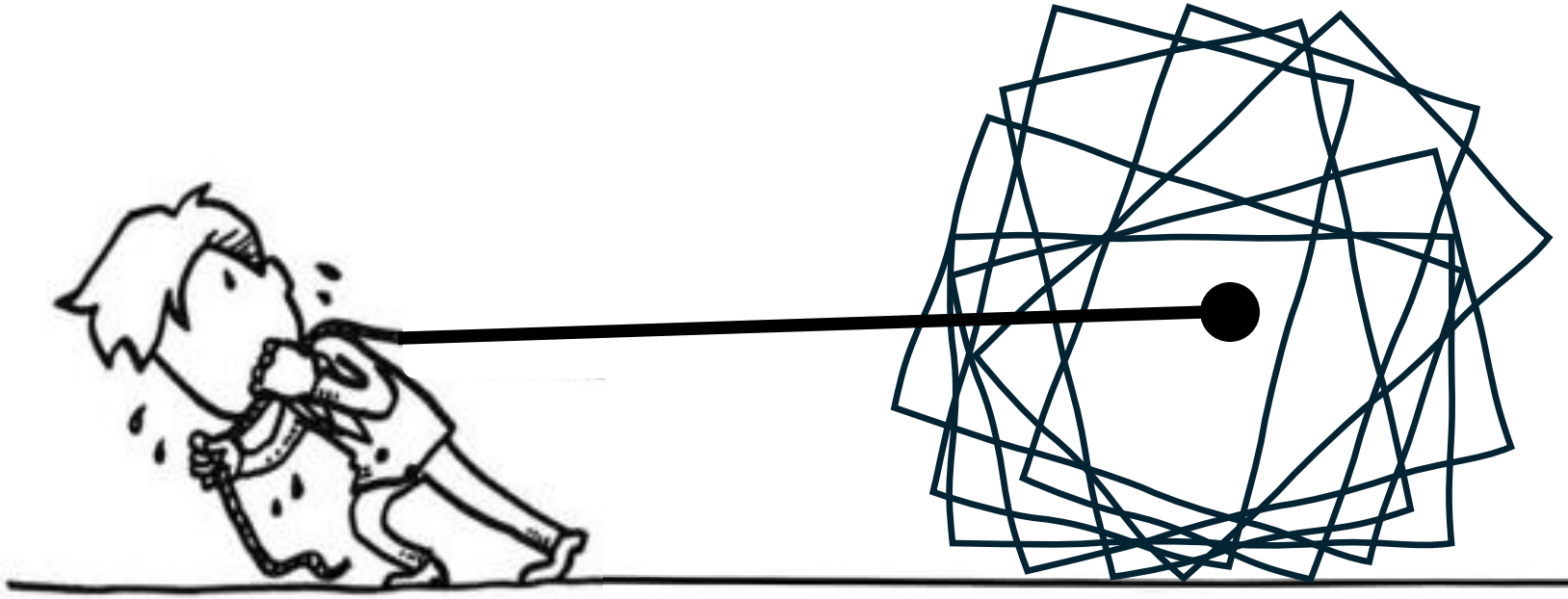
Add More.
Overlay More.



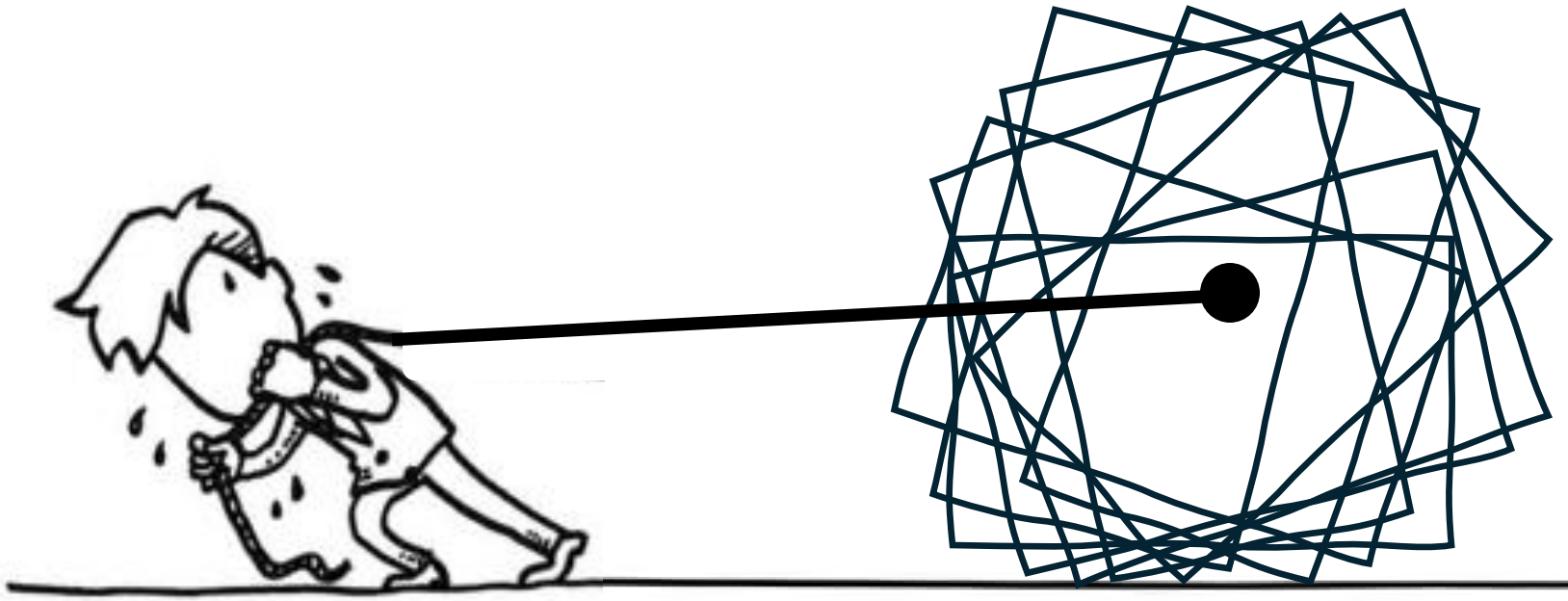
Add More.
Overlay More.
Overlay Again.



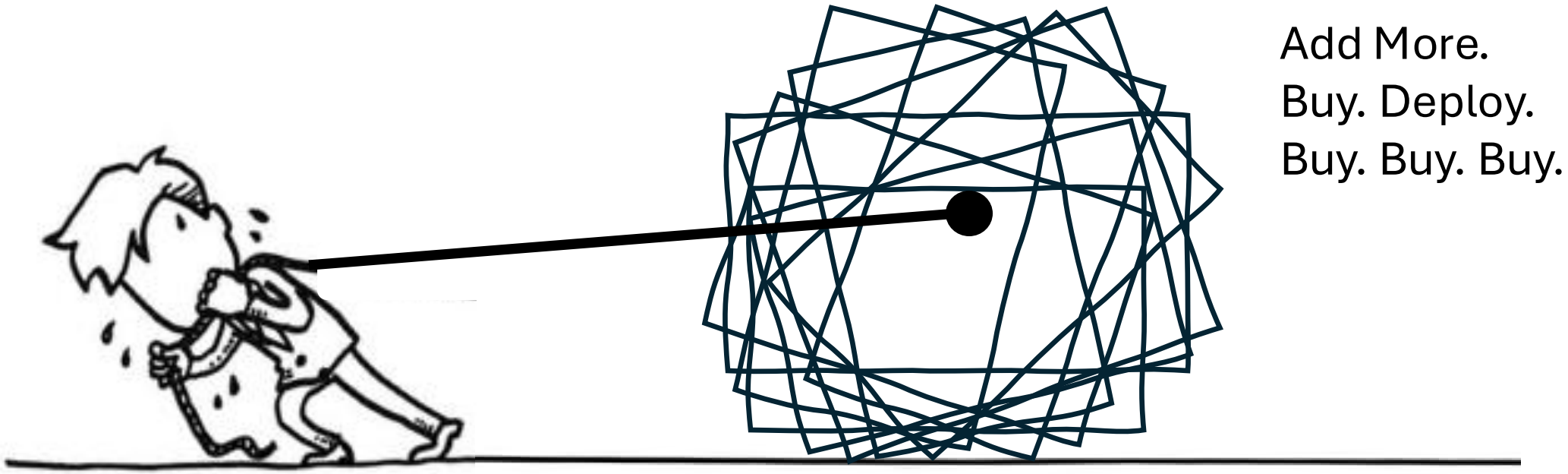
Add More.
Keep Going.



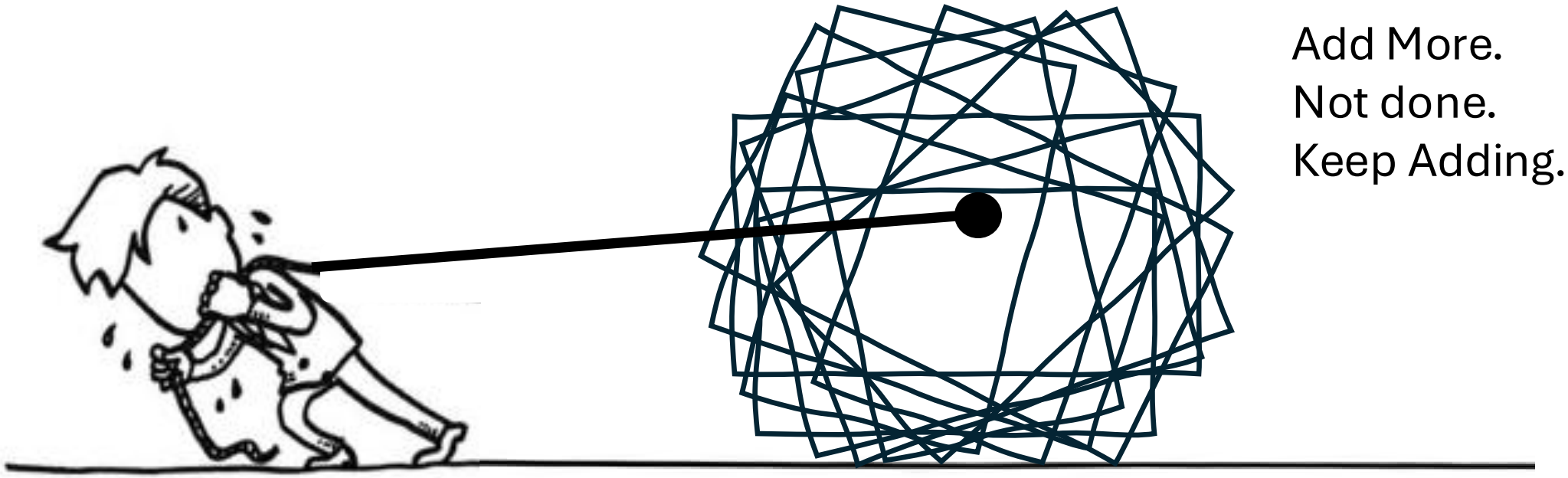
Add More.
Keep Going.
Deploy faster.



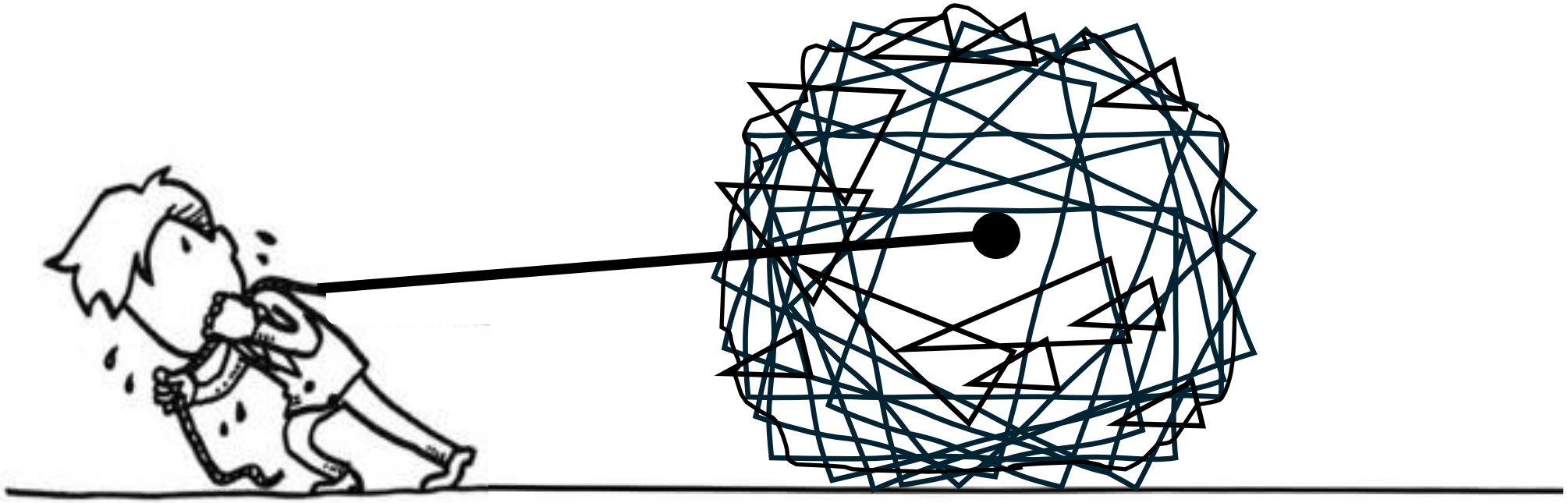
Add More.
Just keep adding.
Get more budget.



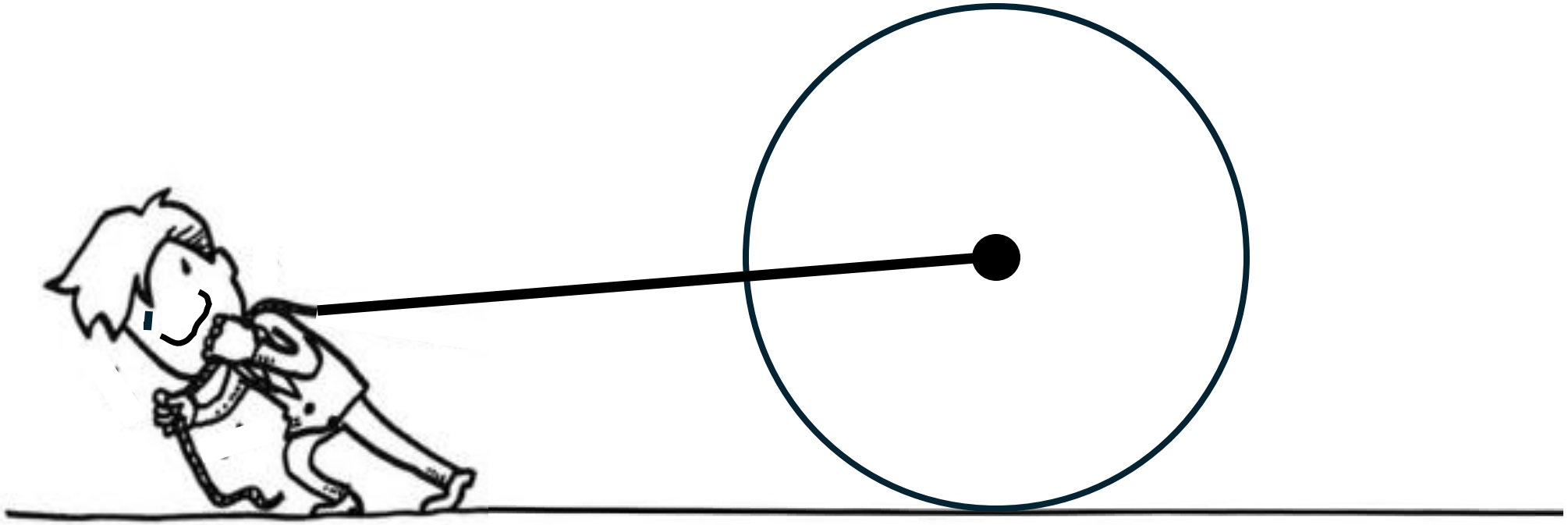
Add More.
Buy. Deploy.
Buy. Buy. Buy.



Add More.
Not done.
Keep Adding.



This is where the discipline of cybersecurity is today.



This is where the discipline of cybersecurity must go.

TAG

PREMIUM
TAGINFOSPHERE



Edward Amoroso

Founder and CEO of TAG Infosphere

Andover, New Jersey

TAG Infosphere

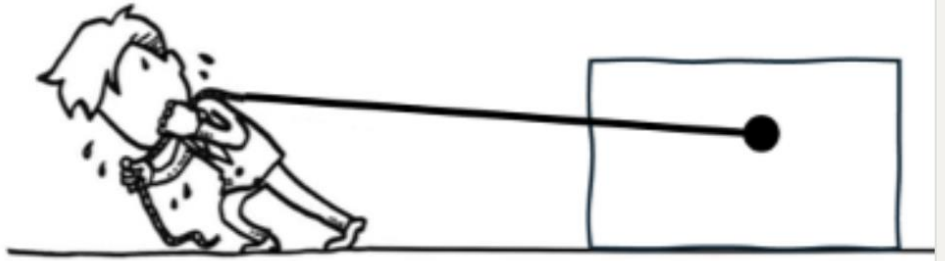
Profile viewers	1,362
Post impressions	10,836

Your Premium features



Edward Amoroso · You
Founder and CEO of TAG Infosphere
2d ·

It's not every day that you get to read an actual parable on #cybersecurity. Here's your opportunity. I hope you enjoy. TAG Infosphere



Parable of the Cyber Industrial Complex

Edward Amoroso

PreambleIn 1961, Eisenhower gave a famous speech that warned of the dangers of the so-c...

You and 73 others

27 comments · 5 reposts

Reactions



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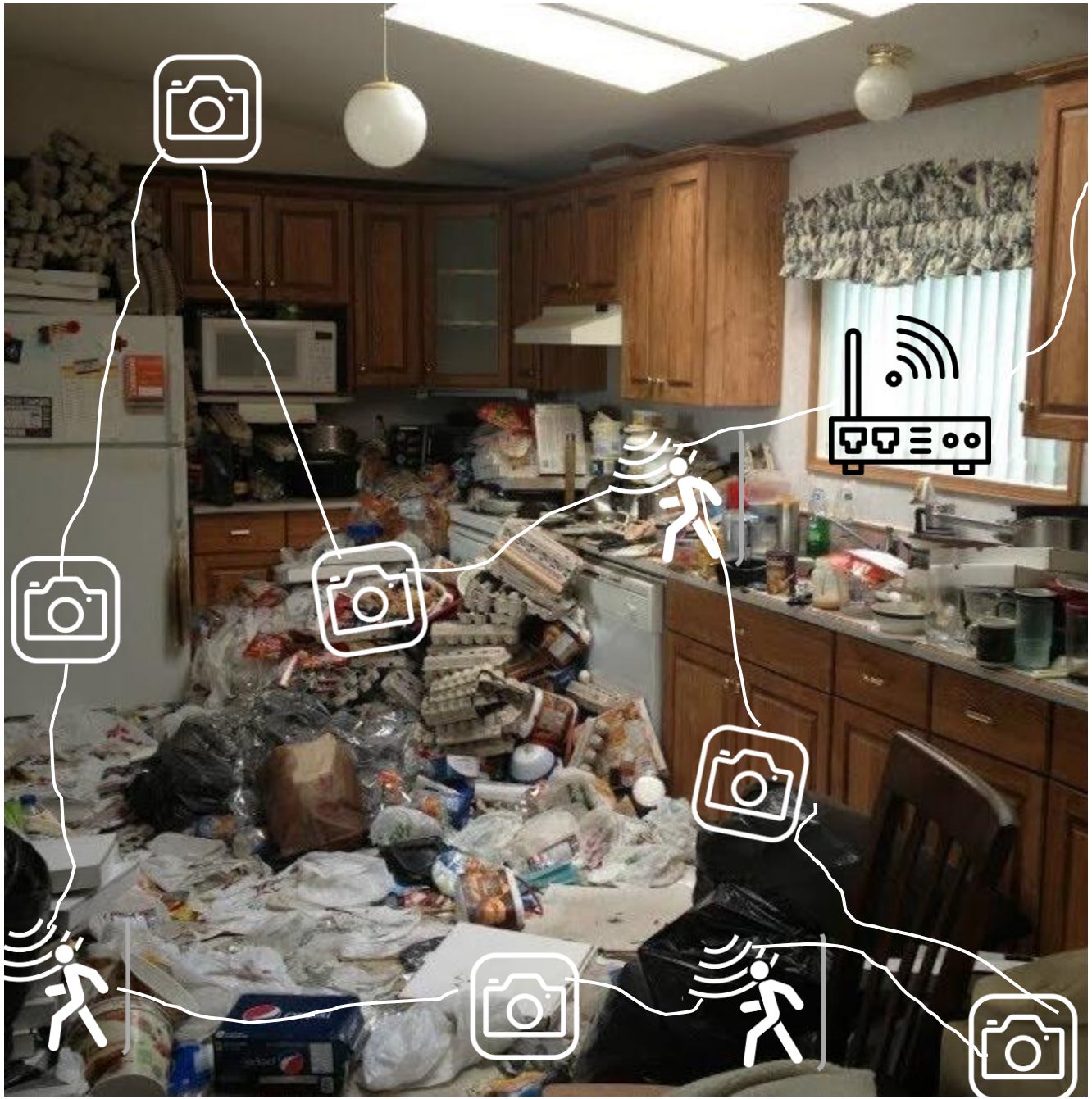
Here is a metaphor
representing your enterprise security
customer's IT-related challenge.

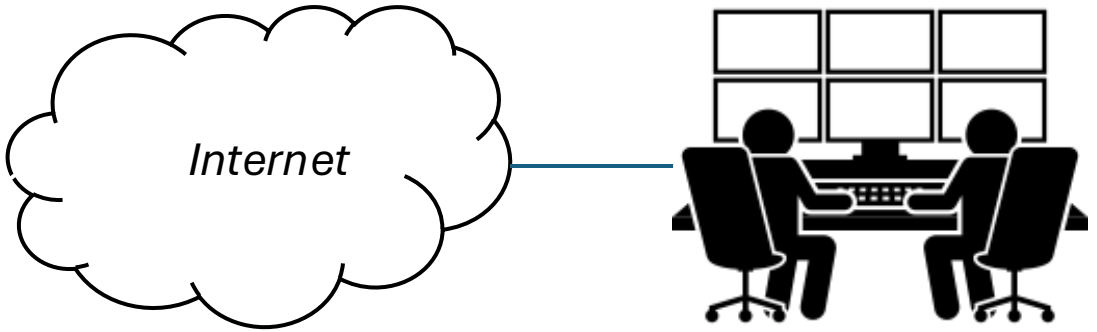


Problem:
There might be mice in the kitchen.



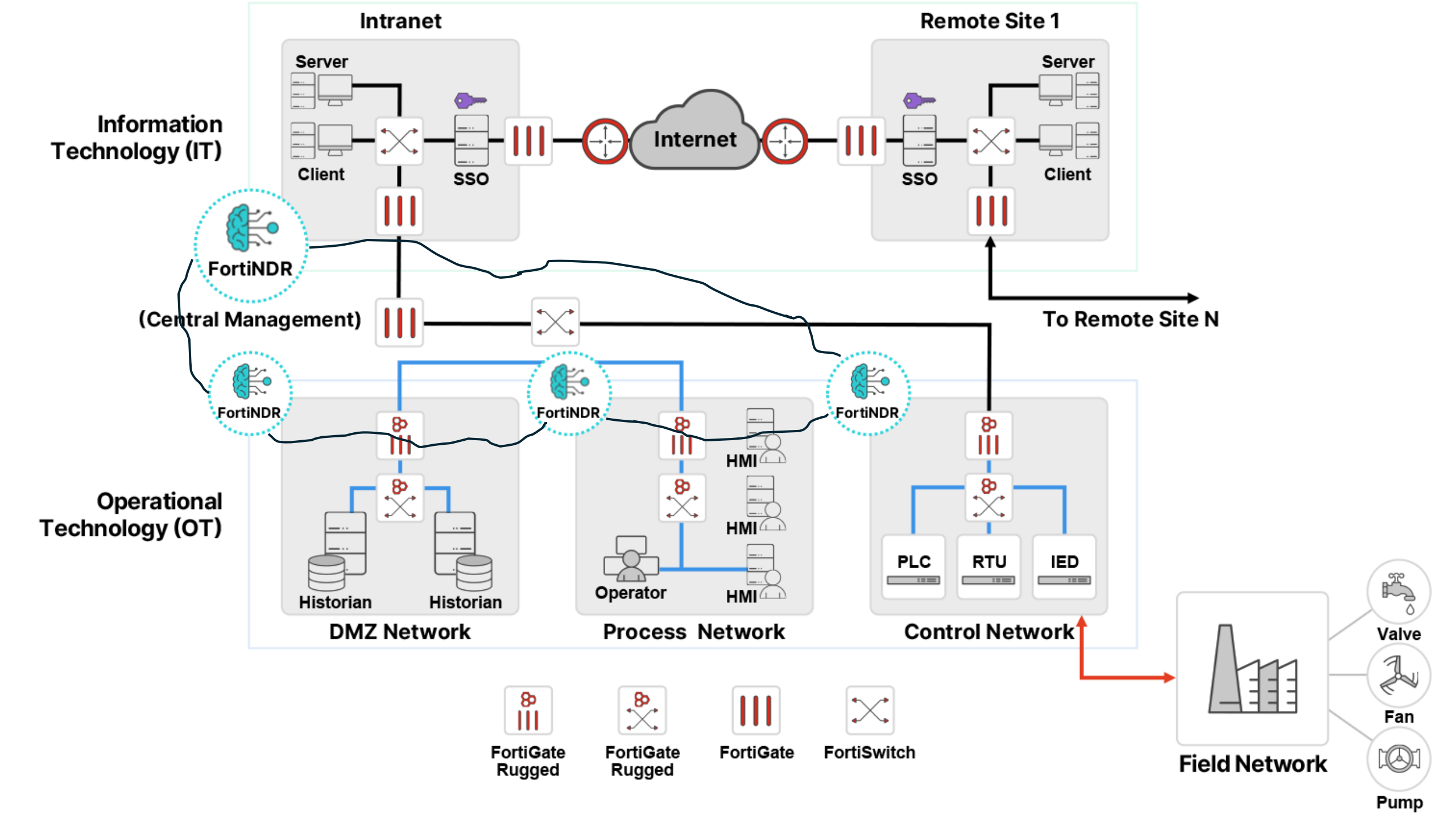
Security Threat Analogy:
There might be active mouse networks (MouseBots) with long dwell times lurking undetected in the kitchen.





Mouse Security Service Provider (MSSP)

Security Solution Analogy: Deploy a network of sensors and cameras into the mess to detect and respond to any mouse actions (MouseDR).


Intranet
Remote Site 1
Information Technology (IT)
Server
Client
SSO
Internet
SSO
Server
Client
FortiNDR
(Central Management)
To Remote Site N
FortiNDR
FortiNDR
FortiNDR
Operational Technology (OT)
HMI
HMI
HMI
Operator
PLC
RTU
IED
Historian
Historian
DMZ Network
Process Network
Control Network
Valve
Fan
Pump
Field Network
FortiGate Rugged
FortiGate Rugged
FortiGate
FortiSwitch



Correct Solution:
Clean the kitchen.

TAG

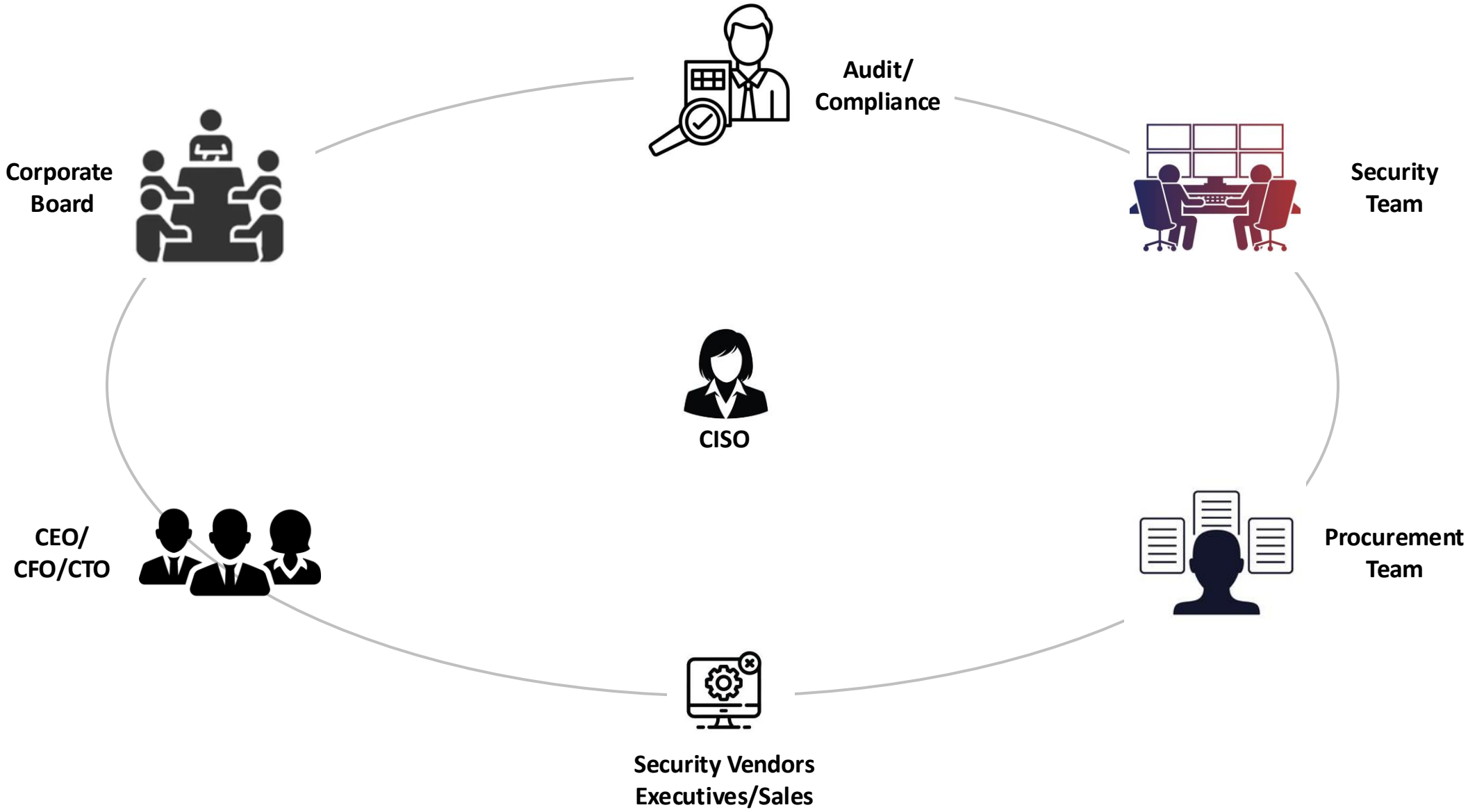
Here is a metaphor
for where the AI security market
will commoditize.


MAX 4.0L
3.0L
2.0L
MIN 1.0L
HUMIDIFIER
MIST: MAX
TARGET 80%
CAUTION
RH
50%
BALANCED
DRY: TURBO
TARGET 30%
DEHUMIDIFIER

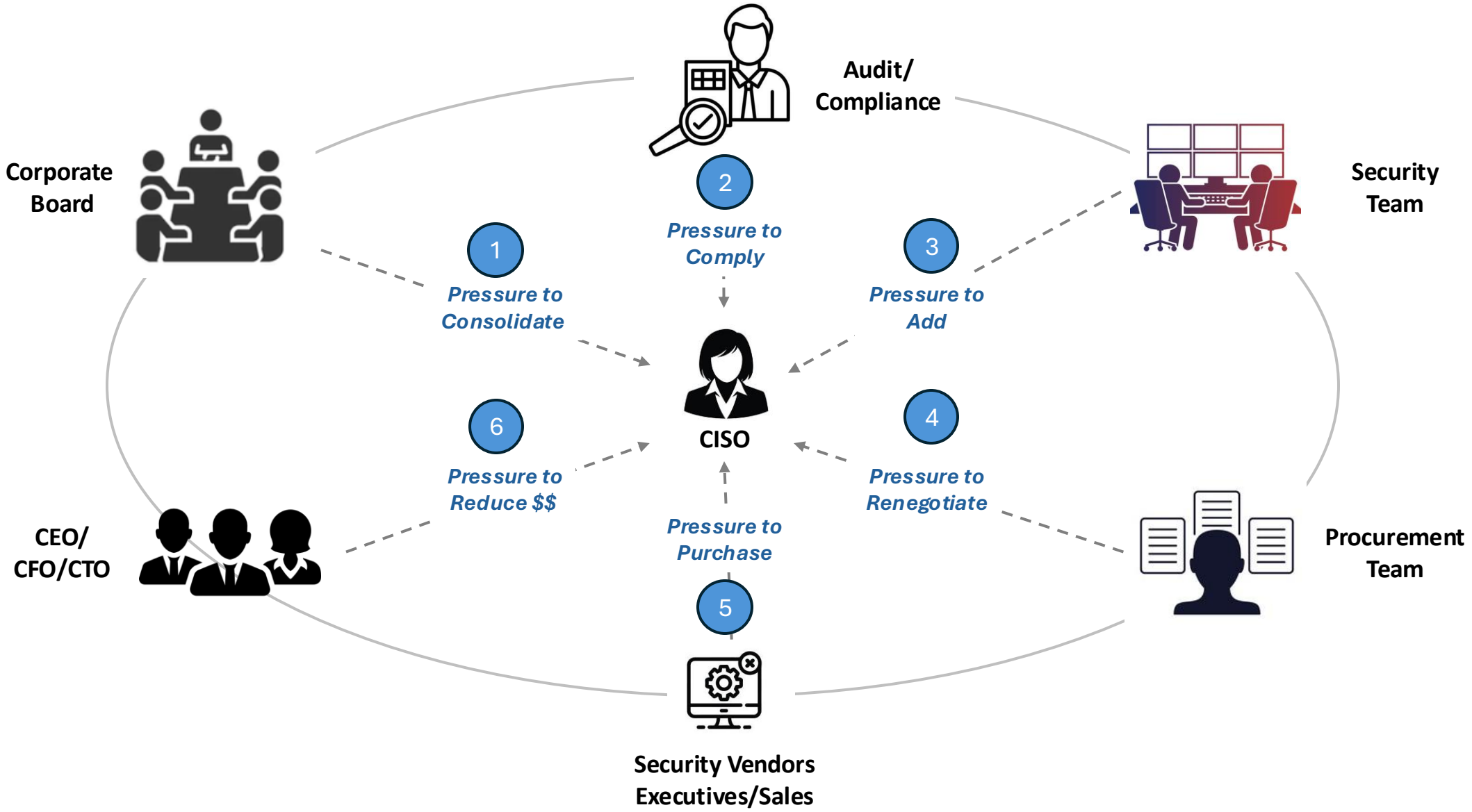
TAG

Enough metaphors: Here is how your enterprise security customer manages *you*.

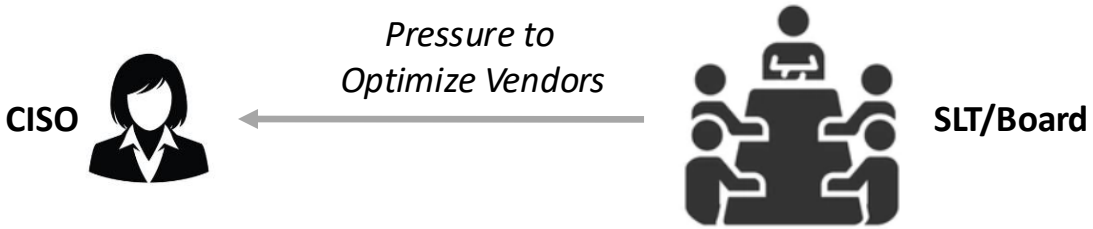
Pressures on CISO Regarding Cyber Vendors



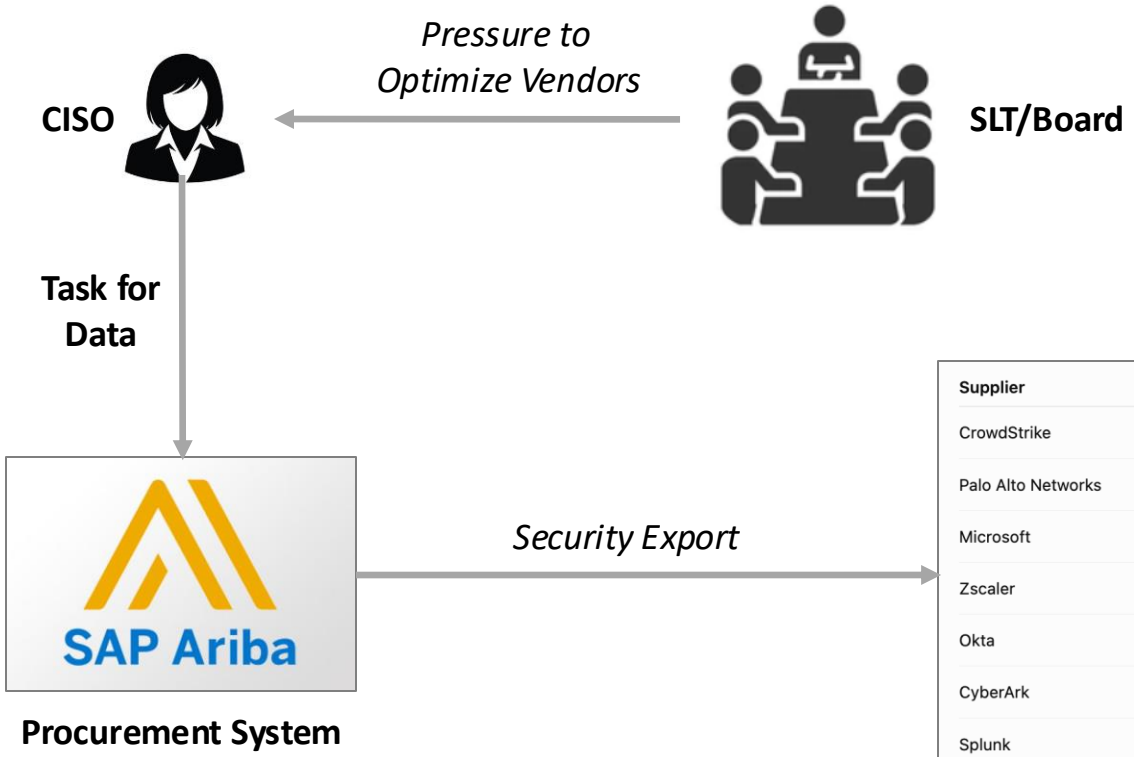
Pressures on CISO Regarding Cyber Vendors



Process for Managing Security Vendors



Process for Managing Security Vendors



Supplier	Category	Status	Spend	Contract End
CrowdStrike	Endpoint Security	Preferred	$14.2M	12/31/2028
Palo Alto Networks	Network Security	Preferred	$22.7M	6/30/2027
Microsoft	Security Software	Strategic	$48.5M	Enterprise Agreement
Zscaler	SSE/SASE	Approved	$8.9M	9/30/2027
Okta	Identity	Approved	$6.1M	4/30/2028
CyberArk	PAM	Approved	$3.8M	2/28/2027
Splunk	SIEM	Preferred	$11.4M	11/30/2027

Process for Managing Security Vendors



CISO

Pressure to Optimize Vendors



SLT/Board

Task for Data

SAP Ariba

Procurement System

Security Export

Supplier	Category	Status	Spend	Contract End
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Budget Review (Annual)



Security Budget Team

Process for Managing Security Vendors

CISO

Pressure to Optimize Vendors



SLT/Board

Vendor Review (Ad Hoc)



Security Architecture Team

Task for Data

SAP Ariba

Procurement System

Security Export

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Budget Review (Annual)



Security Budget Team

Process for Managing Security Vendors

Vendor-Related Recommendations

CISO

Pressure to Optimize Vendors



SLT/Board

Vendor Review (Ad Hoc)



Security Architecture Team

Task for Data

SAP Ariba

Procurement System

Security Export

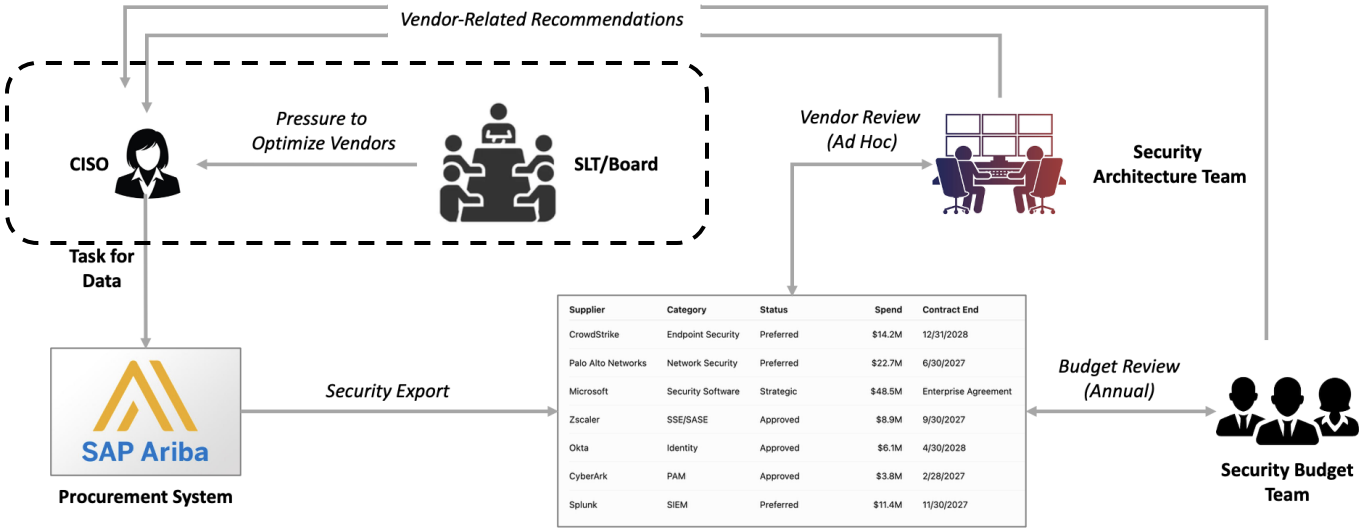
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Budget Review (Annual)



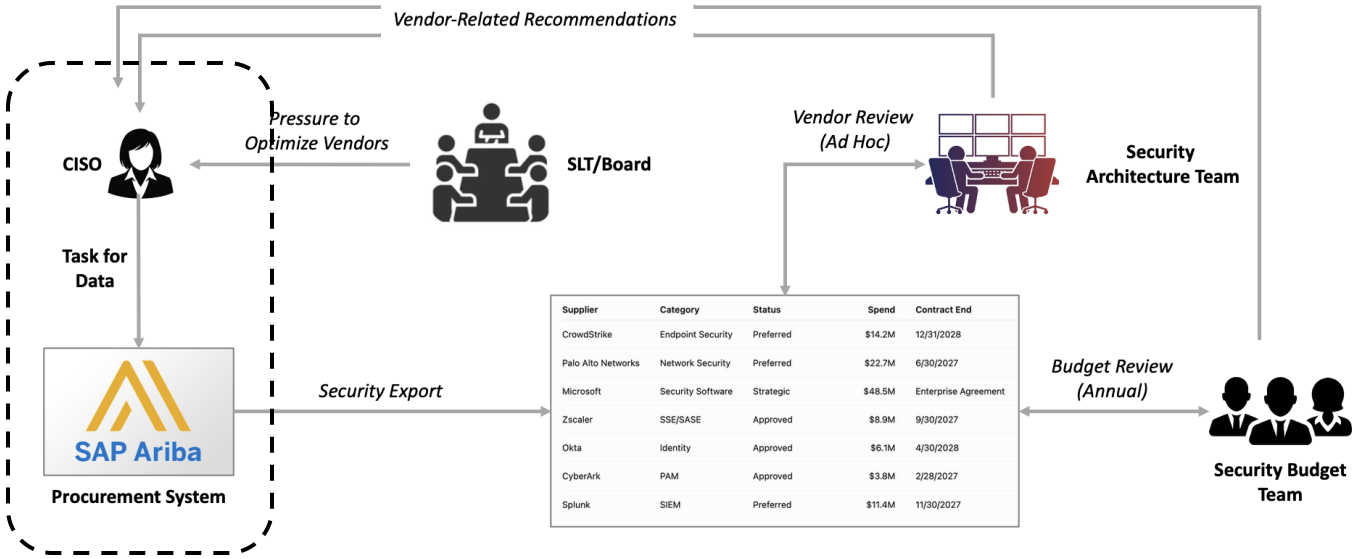
Security Budget Team

Challenge 1: Leadership Context



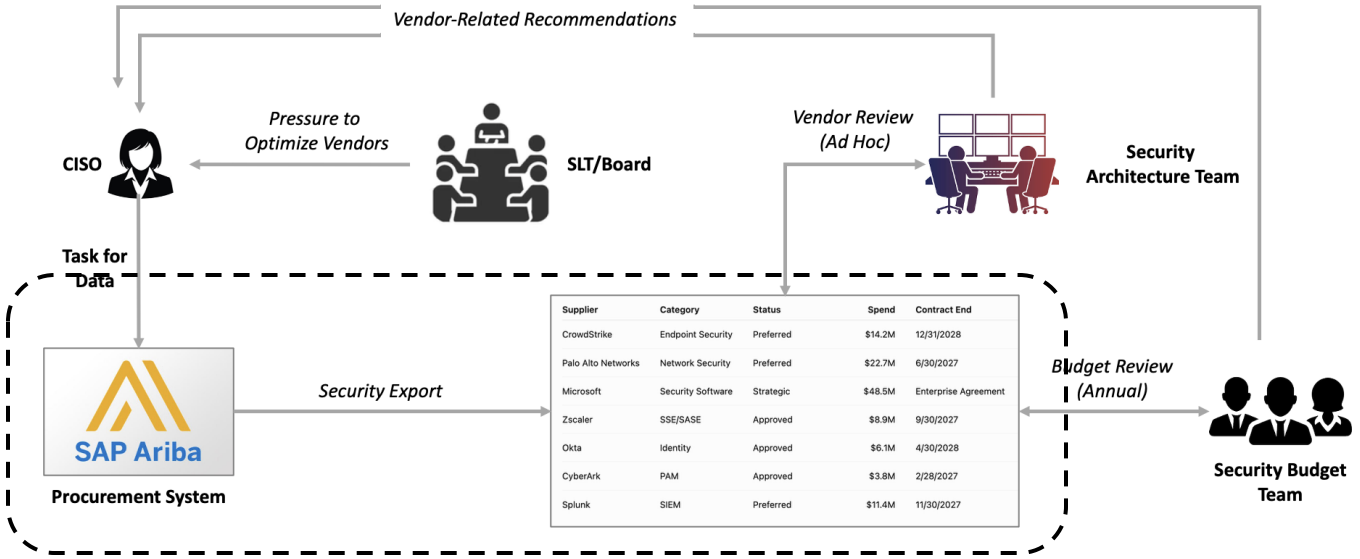
- Neither CISO nor SLT/Board have accurate context for optimizing security vendors
- Requests to optimize are generally ad hoc and driven without benchmarks
- Example: “We seem to have *way too many* security vendors”

Challenge 2: Separately Managed Data



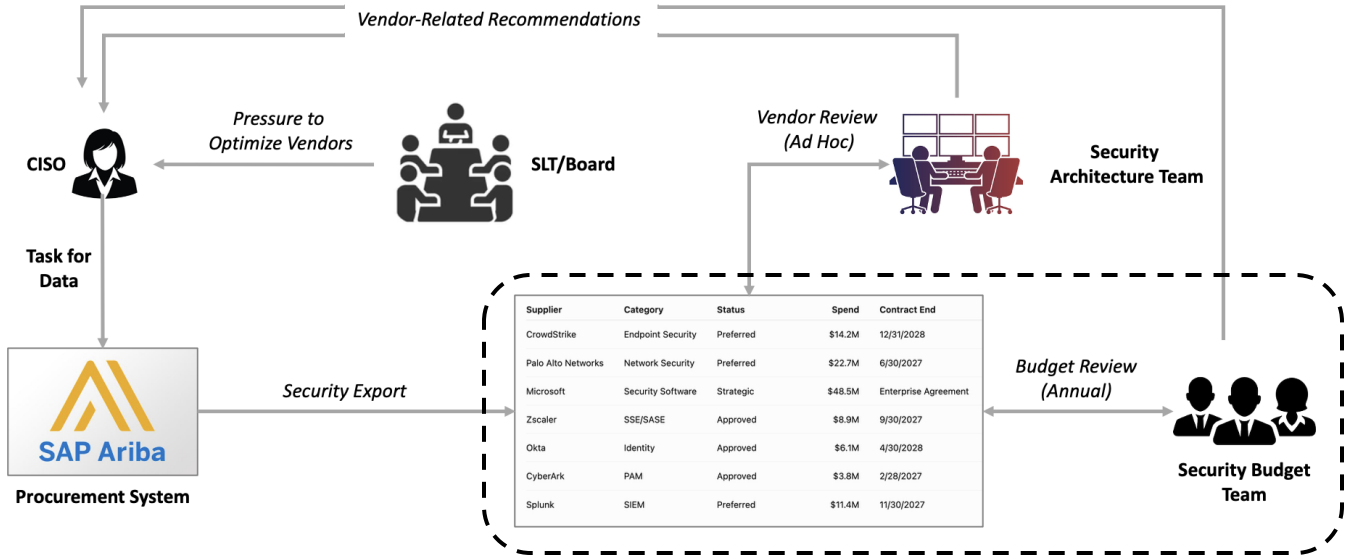
- Procurement generally "owns" the data relevant to a CISO's budget
- This data is managed by systems (e.g., SAP Ariba) optimized for general purpose
- Example CISO tasking: "I need an accurate list of what I'm *actually* being charged for."

Challenge 3: Inadequacy of Spreadsheets



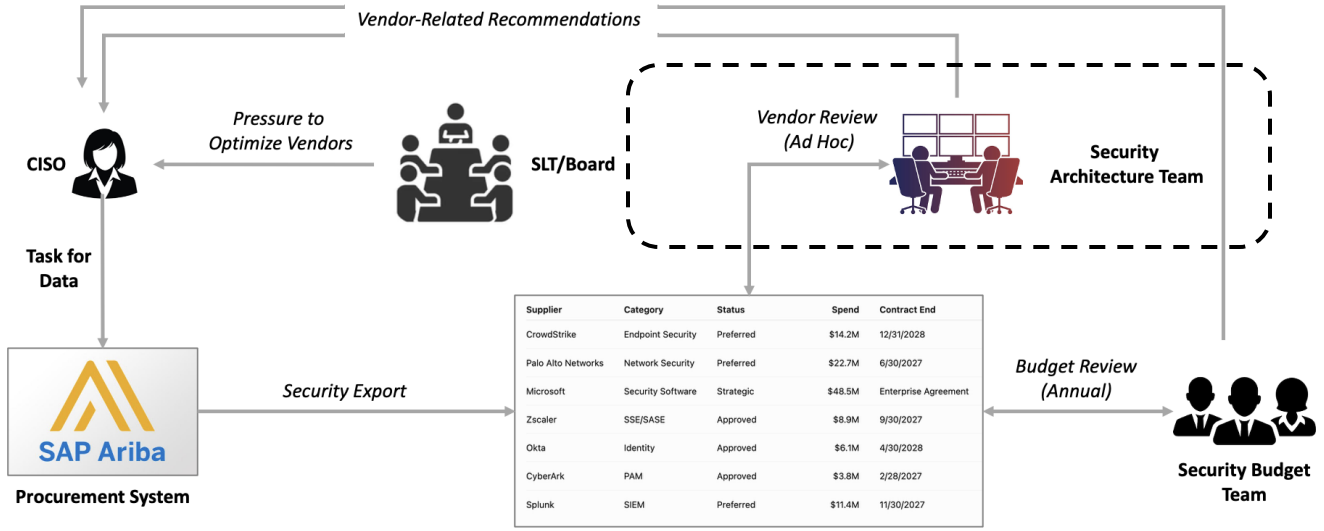
- Spreadsheets are arranged in ad hoc manner (sort on alphabetical, etc.)
- Information (often incorrect) is insufficient to make meaningful decisions
- Example issue: “Why are there vendors on my list I do not recognize?”

Challenge 4: Budget Analysis Limited



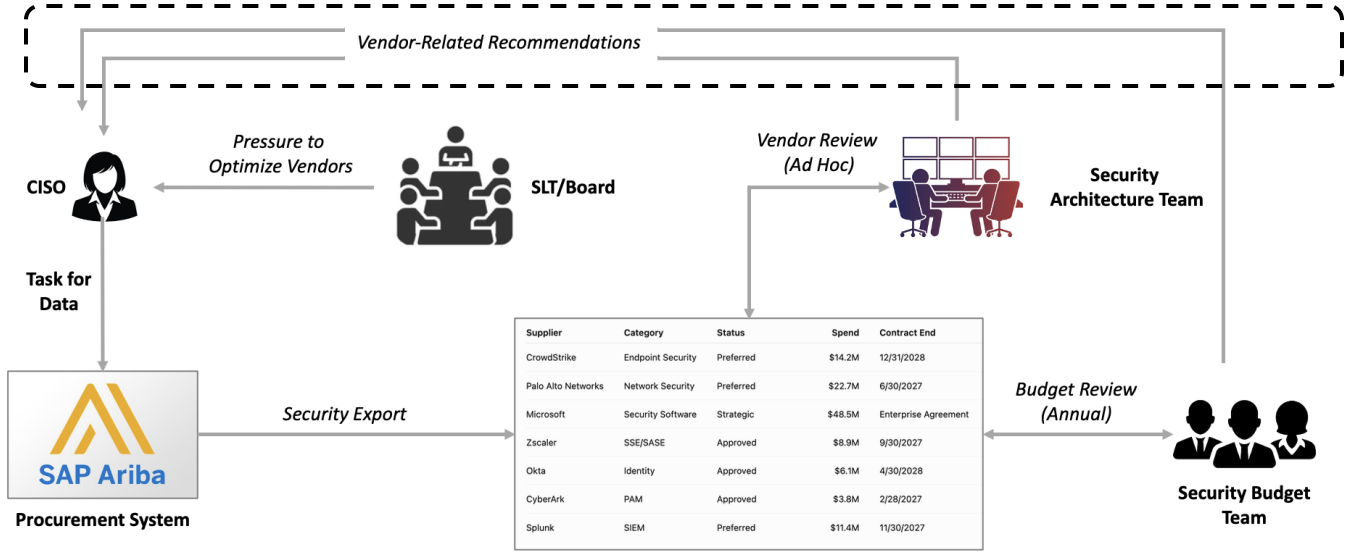
- Budget analysis (usually for reduction) is ad hoc and driven by pure numbers
- Impact of changes not evident from the spreadsheet
- Example issue: ”Why are we spending so much money on IGA from SailPoint?”

Challenge 5: Security Analysis Complex



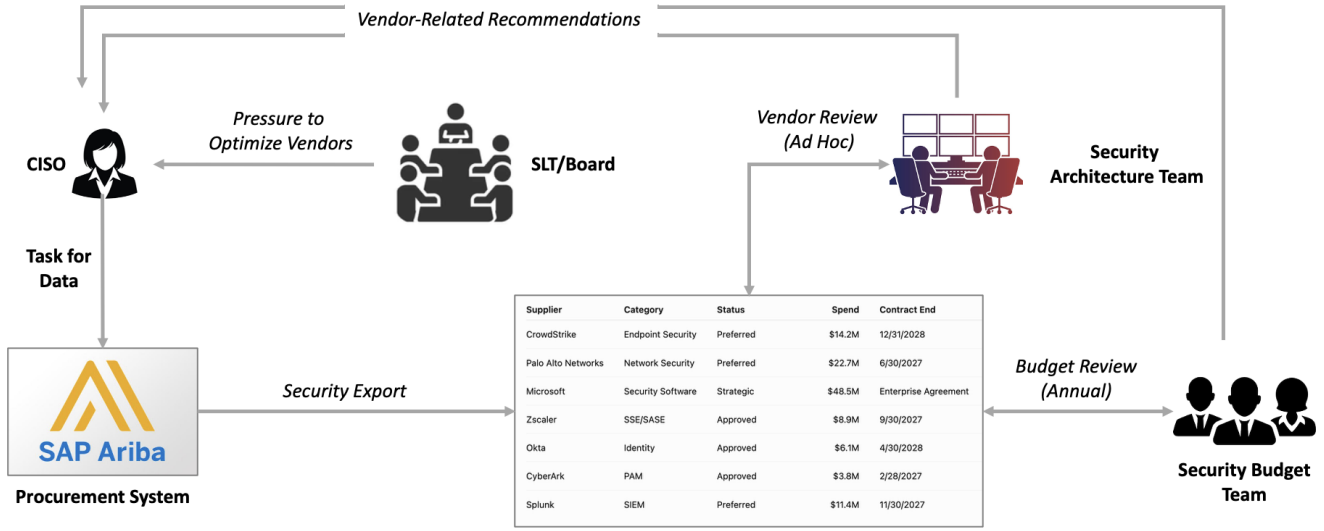
- Thousands of vendors to choose from and no time to meet with them
- Bias from local team, inherited vendors, complex balance of trade, etc. etc.
- Example issue: “What would happen if we get rid of Splunk?”

Challenge 5: Uneven Recommendations



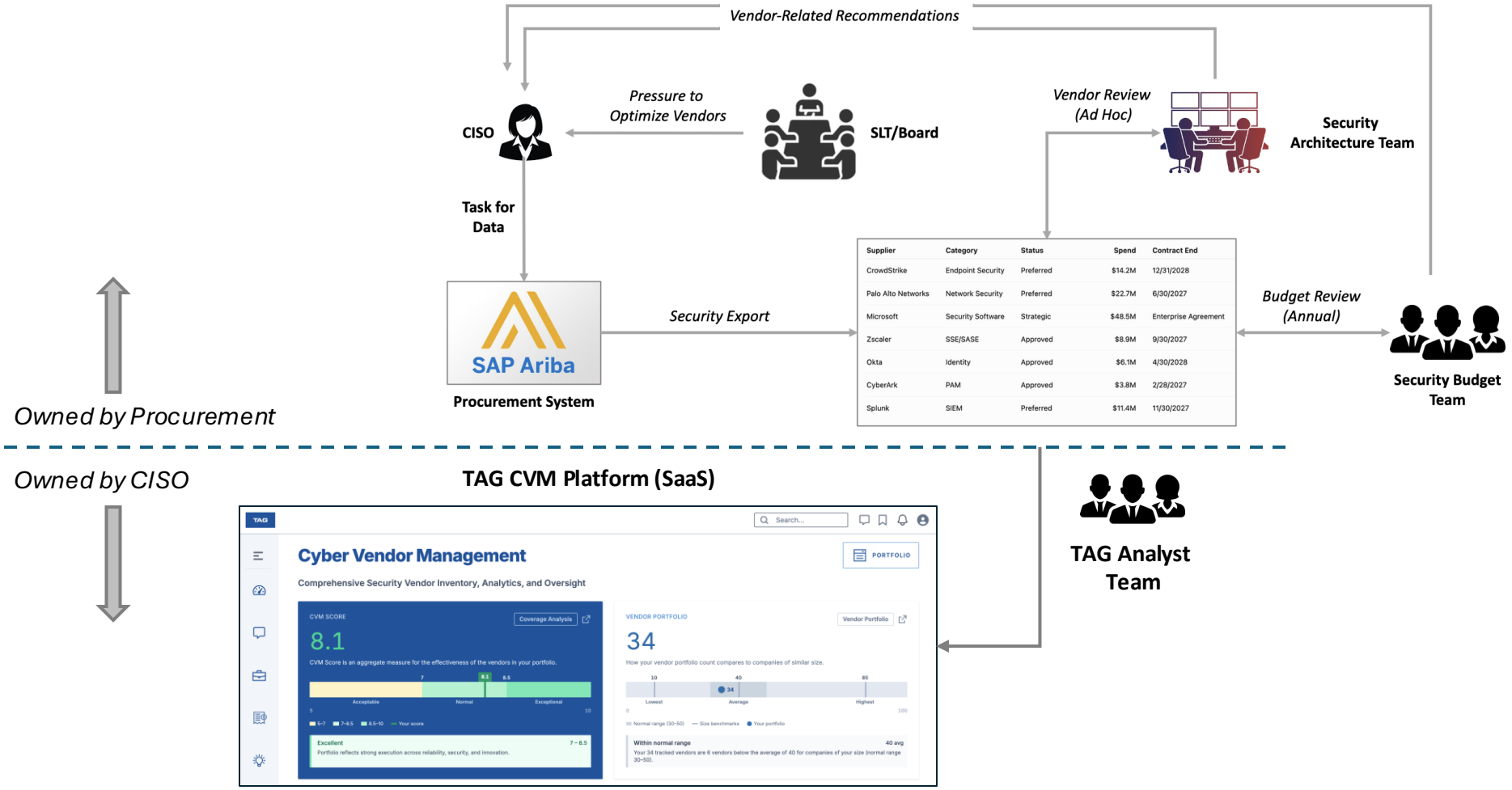
- Tough to make definitive recommendations, especially for complex vendors
- Most vendor recommendations are driven today (2026+) by budget pressure
- Example: “If we replace CrowdStrike with Defender, we *might* save money”

Cyber Vendor Management (CVM) Platform

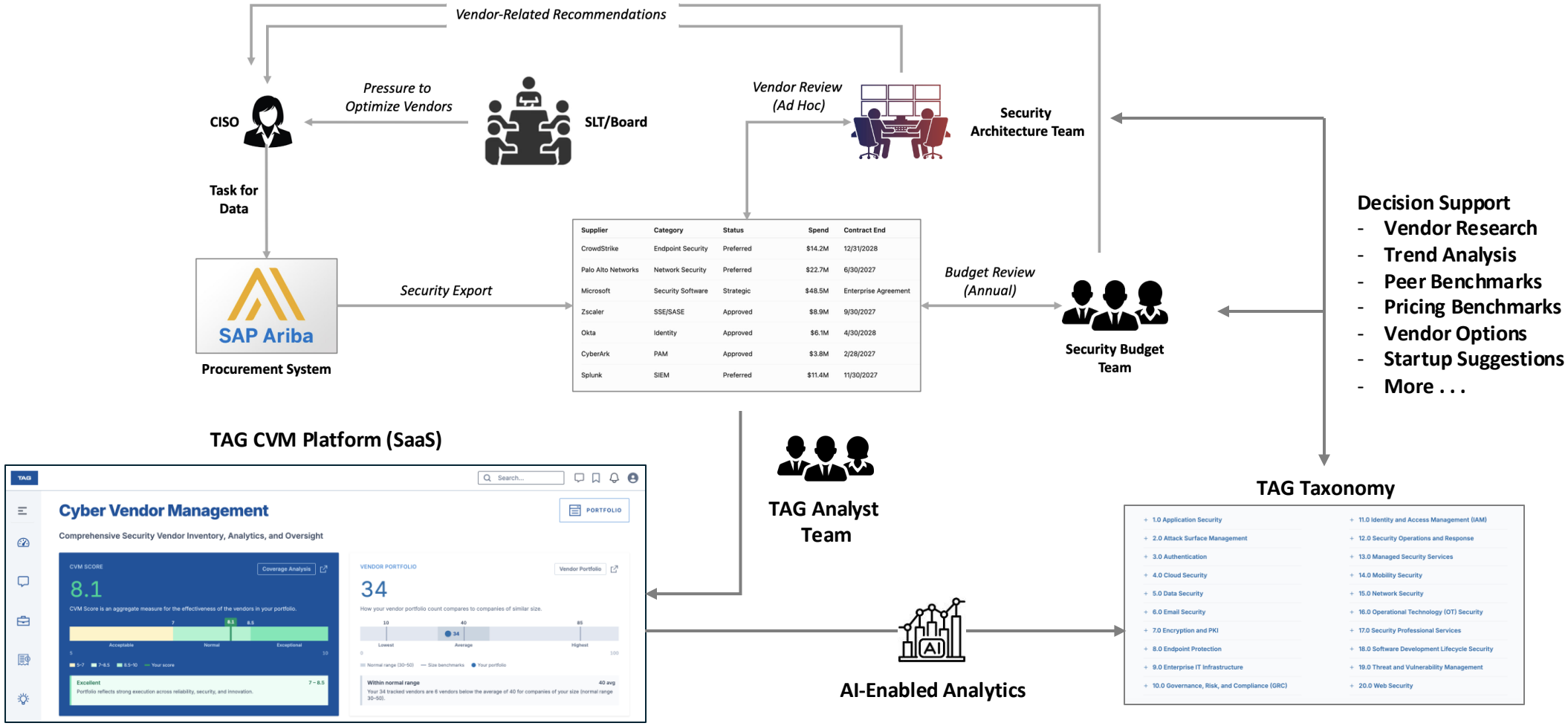


Research as a Service (RaaS) Engagement (Annual Fee)

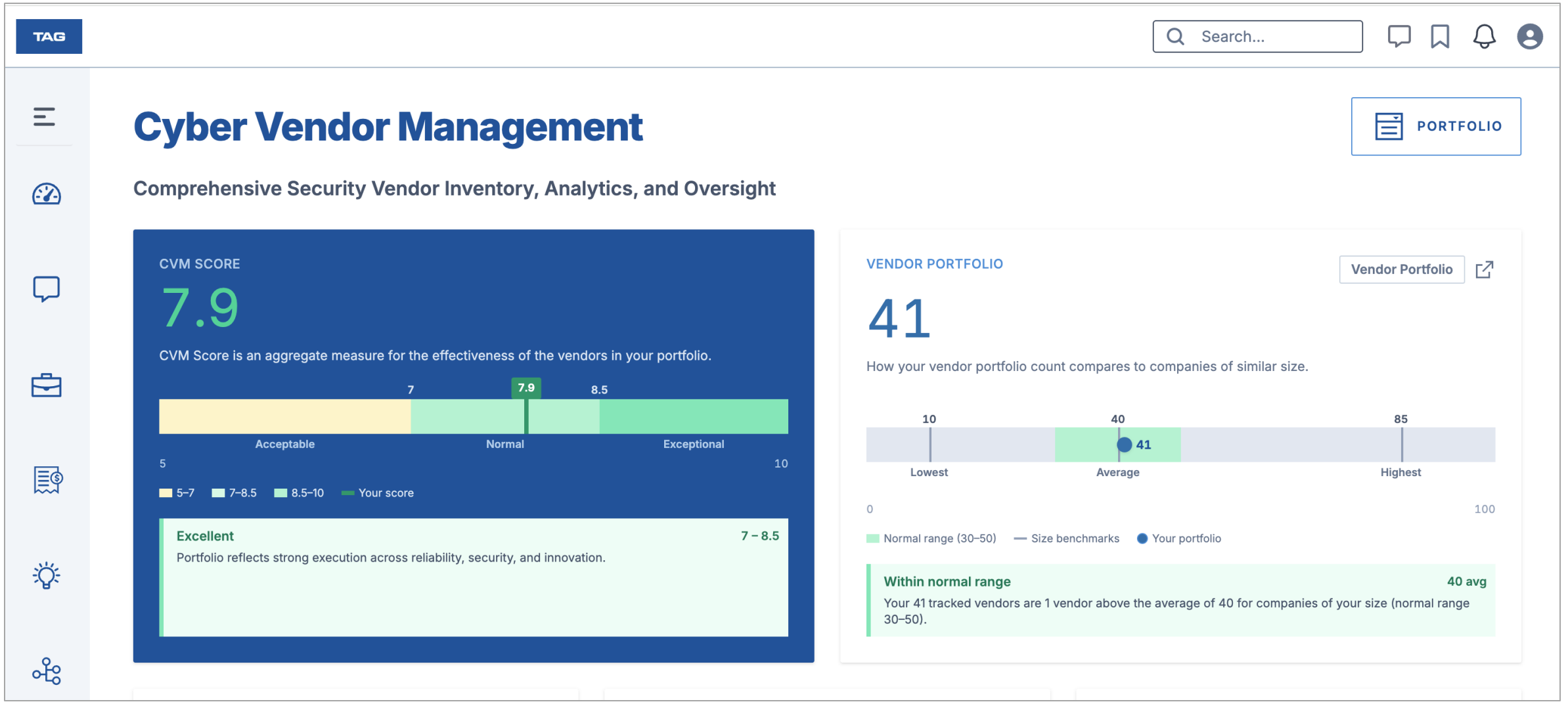
Cyber Vendor Management (CVM) Platform



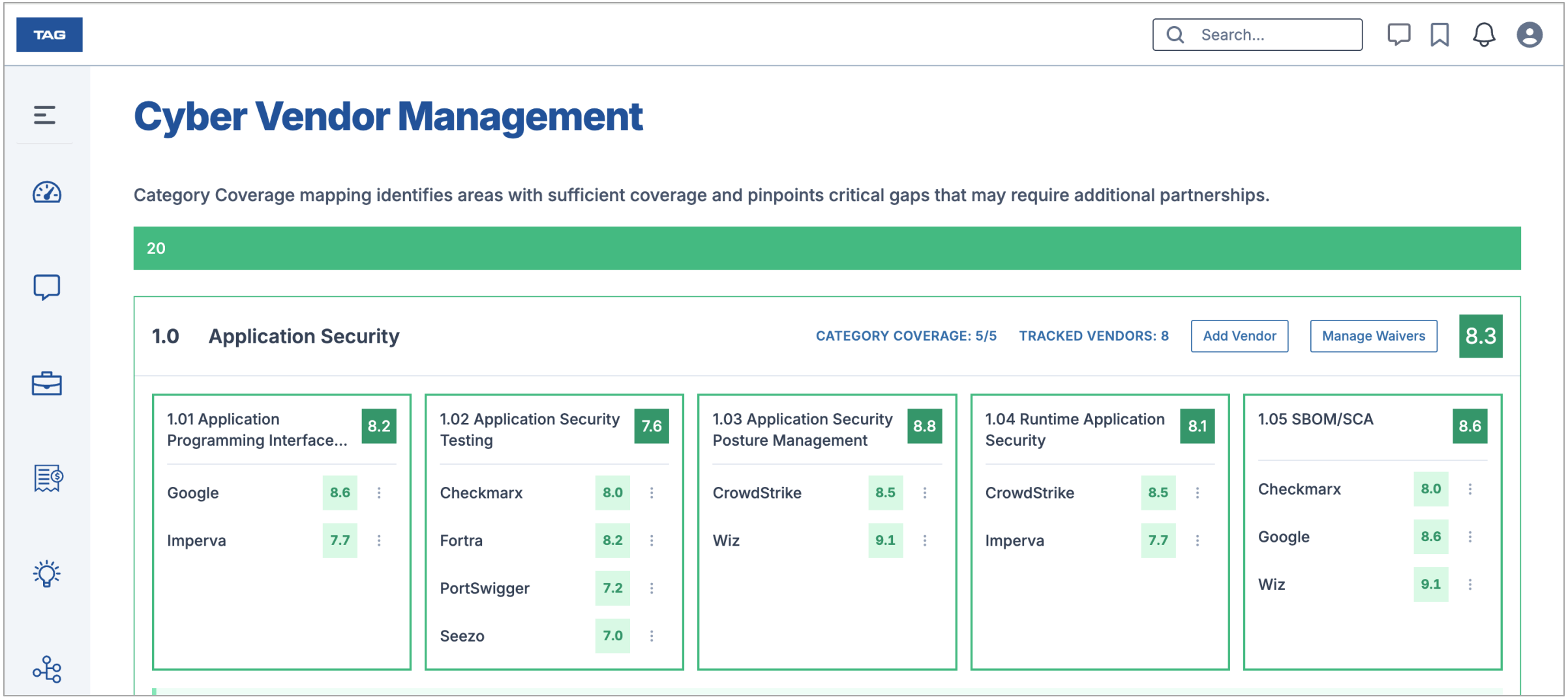
Cyber Vendor Management (CVM) Platform



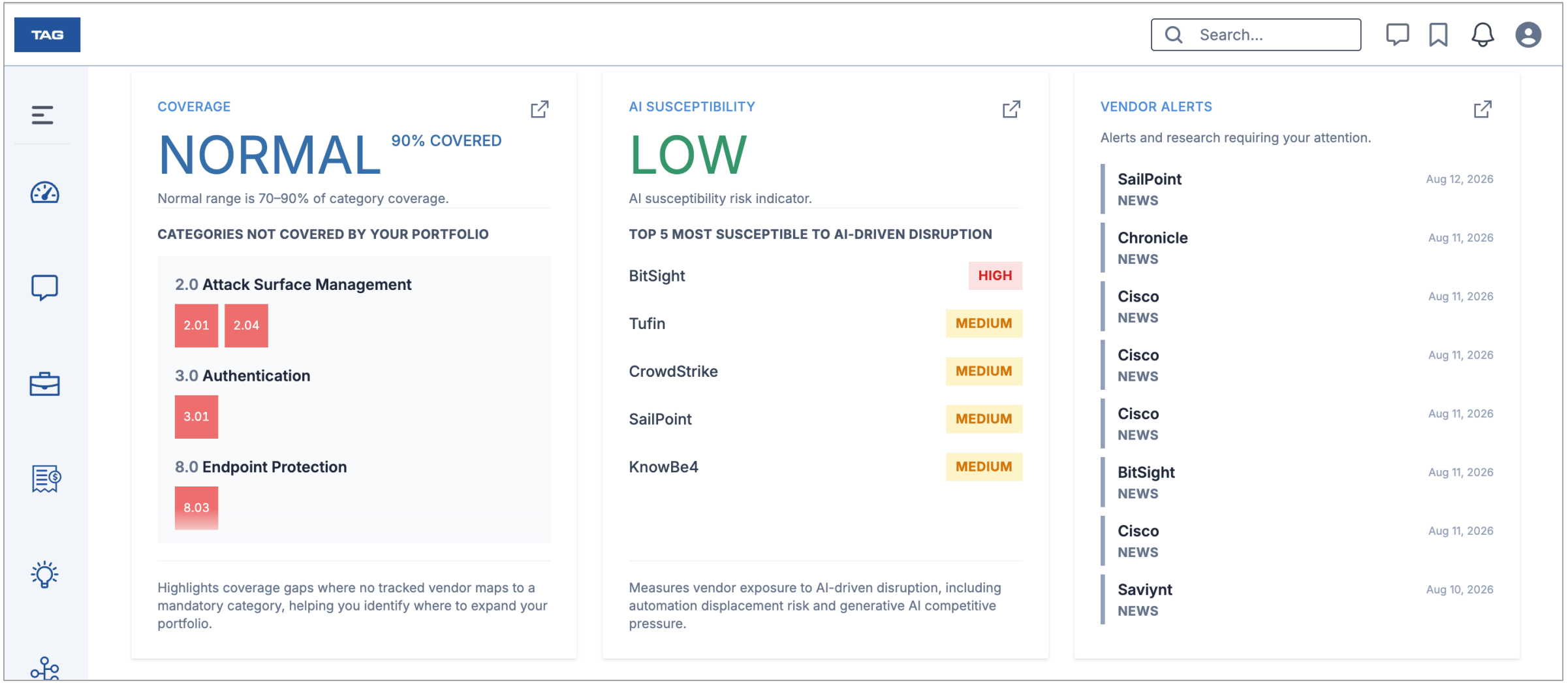
TAG CVM Dashboard (Enterprise View)



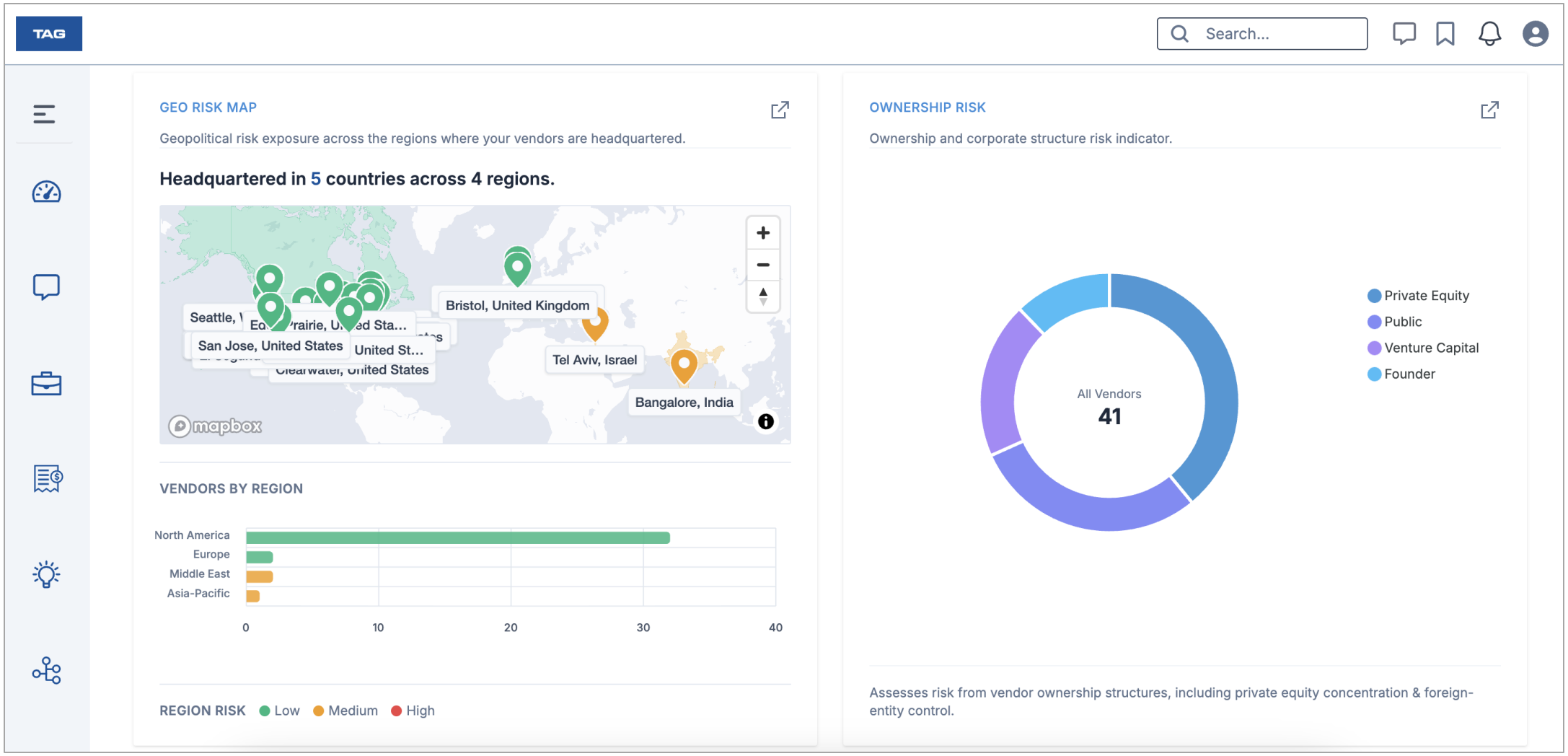
TAG CVM Coverage (Gap/Overlap Analysis)



Cyber Vendor Coverage and AI Risk



Cyber Vendor Locations and Ownership





TAG

Let's Talk:

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CEO, TAG Infosphere
Research Professor, NYU
eamoroso@tag-cyber.com

https://www.tag-infosphere.com