Kevin Oswald: The cyber security landscape has really changed over the last couple of years, as entities look to monetize stolen data from our company’s environments, or their employees or personal data that's out there on the web.

Ryan LaSalle: They're starting to come for things they know our clients have, whether it's mergers and acquisitions data or intellectual property around the process of developing, or if it's customer data that they're holding as part of their business but can be monetized by those attackers for other purposes.

Kevin Oswald: One of the biggest challenges that our clients are facing right now around cyber defense, is the proliferation of tools and data within their organization. What we find is because of all of the technologies and all of the information that's out there, finding exploits and finding breaches is like a needle in a haystack.

Matt Carver: A lot of organizations are spending too much time on the noise, on the opportunistic attacker. And that's starting to rise up in terms of the amount of opportunistic attacks that are actually disrupting a security organization's ability to really focus on sophisticated adversaries.

Kevin Oswald: The worst case scenarios, are if a client wakes up and finds that their secret formulas, have been stolen and other companies are now using that, to compete with them in the marketplace. Another example that we've seen around a worst case scenario is, brand reputation has been destroyed around uh having sensitive data or personal data leaked from their organization.
Ryan LaSalle: The main outcomes we bring our clients every day range across the patch of how we're delivering services to them. For many of them, the first thing we start is helping them connect security to their business. The next thing we help them do, many times, is just implement those complex and core systems, that architectural layer around how we put the pieces together that look at identity, threat management, vulnerability management, the endpoint, the network. And then finally, the outcome we bring to them is helping to take over the operations of a lot of that business. As we manage that part of their security business for them, we're able to be more effective, more efficient, and help them prioritize the talent they do have on other things that are critical to the business.

Kevin Oswald: Accenture is uniquely positioned in the marketplace, to provide security around business services, so everything that we do from application outsourcing, to BPO services, we can tie security into that. Accenture is the only company that can go from strategy, to deployment, to run. I think that's a huge difference from us and our competition.