

Metric Presentation

guide



What makes METRICS compelling? See the guidelines below on the best approaches to present data to senior management!

5 Key considerations

How do you get the attention of senior management? Use metrics to show that Security is a production center not a cost center.



1. Align with Organizational objectives and Risks.

Metrics-based approach helps senior management understand the level of security risk and make informed decisions that reflect organization vision and goals.



2. Present Metrics that meet measurement standards.

A metric that meets measurement standards and has been evaluated against a proven tool (Security MET) provides an objectivity which aids in decision making and exudes scientific validity.



3. Tell a Story

Talk about the specific risk that security can mitigate, as well as the consequences. A compelling story is one that unfolds events over time and how metrics can show progress toward meeting a strategic goal.



4. Use Graphics and keep it concise.

Keep it simple, clear and concise, but still a story. Less is more.

Pick graphics that get the point across. Present in the style or format that management uses.



5. Present Metric data regularly

Data ages over time.

Distinguishing metrics that are time sensitive from those that provide value over time will enhance the overall value of the metric.

Comparing historical data against current data will show trends.

Do not hide painful data from management.



Good metrics are the key to demonstrate ROI