



NAVIGATORS

NAVIGATOR PROGRAM 5.0 OVERVIEW



Are you an H-ISAC Navigator Candidate?

- If you are an engaged innovative Cyber Security solution provider to the Healthcare/Public Health (HPH) sub-sector...H-ISAC's Navigator program will be of interest.
- By default you are an integral player in the global war against Cyber Security threats in the Healthcare sector, by virtue of providing services to H-ISAC members.
- H-ISAC members can always find a contractor to perform needed tasks. They don't need more.
- What they desire is a vendor who will partner with them and invest in them as they also support their peers within the H-ISAC community.
- The goal is to increase the resiliency in this sensitive sector and to maintain the continuity of healthcare in today's world of threatening Dark Web actors.



Navigator - Program Benefits (part 1)

- 1. Webinars:** H-ISAC will promote 2 Navigator webinars/yearly to all members via internal confidential ListServ distribution, website posting (Events tab) and newsletter.
- 2. Member Education:** Navigators may submit relevant white papers or insightful abstracts to members for distribution.
(Subject to H-ISAC Education Committee approval)
- 3. New Member Referral:** Navigators are incentivized to help H-ISAC recruit new members. Compensation will be a discount on an upcoming Navigator renewal fee.
(Value \$2,500)



Navigator - Program Benefits (Part 2)



4. **Navigator Promotion**: Navigator recognition will be prominent at Summit exhibits and print materials.

5. **Priority Booth Selection**: at 2 consecutive H-ISAC Summits

6. **Free Pass**: 1 additional free attendee pass at (2) summits during the membership term.

(Value of \$10,000) With the purchase of a sponsorship.

7. **H-ISAC TechOps Alerts**: Navigators will receive National Sector TLP: White/Green level.

8. **H-ISAC Newsletter**: Navigators will receive same member newsletter as H-ISAC members to increase awareness of upcoming events and policies.





2018 Membership Mix



Pharmacy
4.0%



Med Devices
8.1%



Lab/Tech
9.7%



Academia
10.5%



Pharma/Biotech
10.5%



Providers
22.6%



Payers
34.7%



BiMeta

- Badpanda
- Credparser
- Observatory – Collectors
- Expose
- PandaX
- OneOff

Increase your ROI

By INCREASING YOUR:

- ✓ Profile
- ✓ Brand awareness
- ✓ Traction in Healthcare Vertical
- ✓ Add Resiliency to the healthcare sector by being a valued ally in the ongoing global war against cyber vulnerability

