

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 todays world of threatening Dark Web actors.



Navigator - Program Benefits (part 1)

- 1. <u>Webinars</u>: H-ISAC will promote 2 Navigator webinars/yearly to all members via internal confidential ListServ distribution, website posting (Events tab) and newsletter.
- 2. <u>Member Education</u>: Navigators may submit relevant white papers or insightful abstracts to members for distribution. (Subject to H-ISAC Education Committee approval)
- 3. <u>New Member Referral</u>: 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.** <u>Navigator Promotion</u>: Navigator recognition will be prominent at Summit exhibits and print materials.
- **5.** <u>Priority Booth Selection</u>: at 2 consecutive H-ISAC Summits
- **6. <u>Free Pass</u>**: 1 additional free attendee pass at (2) summits during the membership term.

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

- 7. <u>H-ISAC TechOps Alerts</u>: Navigators will receive National Sector TLP: White/Green level.
- 8. <u>H-ISAC Newsletter</u>: Navigators will receive same member newsletter as H-ISAC members to increase awareness of upcoming events and policies.



The Community of Trust For Members

Automated Sharing

Member Portal

Educational Networking Opportunities

Security Briefs

Intelligence Feeds

- Cyber Threat Intel (CTI) sharing allows for common and proactive sightings
- A forum to securely share documents, peer discussions, best practices and mitigation strategies
- Spring and Fall Summits, Webinars, Worldwide Security Workshops, Working Committees, Collaborative Forums and Tabletop Exercises
- Daily Security Intelligence Reports
- Members receive intelligence from each other, multiple governments, other ISACs, international CERTs, law enforcement and other sources





2018 Membership Mix















Pharmacy 4.0%

Med Devices 8.1%

Lab/Tech 9.7%

Academia 10.5%

Pharma/Biotech 10.5%

22.6%

Payers 34.7%

500 84% Healthcare organizations of Top 10 Biggest HPH Companies (Fortune 100) Top 25 Global Pharmaceutical Companies Top 50 Medical Device Manufacturers of Top Hospital 88% Chains in USA K (Beckers)



BiMeta

Badpanda

Expose

Credparser

- PandaX
- Observatory Collectors
- 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









