

The Unique Role of the CISO

Why Collaboration is Key





Introduction

- Michael Marsilio
 - CISO at Paradies Lagardère (8+ Years)
 - Over 30 years building and managing security, risk, privacy and compliance programs
- Paradies Lagardère
 - Retail, Travel Essentials, Duty Free, Fashion, and Dining
 - North American Travel Retail arm of Lagardère Travel Retail in Paris
 - Bolloré, Vivendi and Lagardere Group – French Conglomerate (Media, Publishing, Content, Gaming, Transportation, Energy, and Travel Retail)
 - \$7 Billion Revenue (PLTR \$1.8 Billion)

The Evolving Role of the CISO

- Shift from technical gatekeeper to business enabler
- Balance security with business innovation
- Increased boardroom visibility and strategic influence
- Need for a proactive, risk-based approach





Why Collaboration is Essential

- Security is a shared responsibility across the enterprise
- Cyber threats impact multiple departments and require cross-functional coordination
- CISOs must bridge the gap between IT, business, and external partners
- Effective collaboration enhances resilience and response time

Business Alignment – Speaking the Language of Executives

- Translate security risks into business impact
- Align security initiatives with business goals
- Gain executive sponsorship for cybersecurity investments
- Foster a culture where security supports business innovation





Cross-Department Collaboration

- **Legal & Compliance:** Data protection regulations, incident response policies
- **HR:** Employee security training, insider threat mitigation
- **Operations:** Securing critical infrastructure and supply chain
- **Marketing & Communications:** Managing reputational risks and crisis communication



Vendor & Third-Party Risk Management

- Third-party vulnerabilities can become enterprise risks
- Implement strong vendor security assessments
- Foster transparency and collaboration with external partners
- Ensure compliance with regulatory requirements

Employee Engagement & Security Awareness

- Humans remain the weakest security link
- Develop engaging, role-based security awareness programs
- Foster a security-first mindset across all teams
- Encourage employees to report threats and anomalies



Incident Response & Crisis Management

- Collaboration is critical in an incident response scenario
- Establish a cross-functional incident response team
- Run regular tabletop exercises and simulations
- Ensure effective internal and external communication plans



Key Traits for a Collaborative CISO



Empathy: Understand the needs of different teams



Communication: Translate technical risks into business language



Adaptability: Stay flexible in a rapidly evolving threat landscape



Leadership: Inspire a shared vision for security resilience

The Future of Cybersecurity – A Collaborative Approach

Security is no longer a siloed function—
it requires an enterprise-wide effort

Foster a culture of shared responsibility
and proactive risk management

Build partnerships internally and
externally to strengthen resilience

CISOs who collaborate effectively drive
stronger security outcomes

Just One More
Thing!

Mike-Nuggets



A large, rounded, reddish-brown rock is balanced precariously on a smaller rock. The rock is the central focus, with a person standing at its base for scale. The background is a clear blue sky and a rocky landscape.

Focus on the Big Rocks

