

HaystackID®

Enhancing Cybersecurity Vigilance

The Strategic Role of eDiscovery Insights

SOLID New York

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HAYSTACK®

Nate Latessa

*Executive Vice President of Advisory Services
HaystackID*



Executive Vice President of Advisory Services at HaystackID. With over two decades of experience, he is a prominent figure in information governance, cybersecurity, and eDiscovery. Nate has worked with various organizations to help drive initiatives that merge technology with best practices in information governance, enhancing operational efficiencies, limiting exposure to cybersecurity breaches, and preparing for new and emerging privacy regulations.

Cybersecurity Trends

72%

From 2021 to 2023, data breaches **increased by 72%***

76

The average company has **76 cybersecurity tools** (up from 64 just 4 years ago)*******

Annual cybersecurity spending is increasing by **12% or more** per year ******

12%

The global cybersecurity workforce **grew 11.1%** in 2022 over the previous year********

11.1%

*<https://www.forbes.com/advisor/education/it-and-tech/cybersecurity-statistics/>

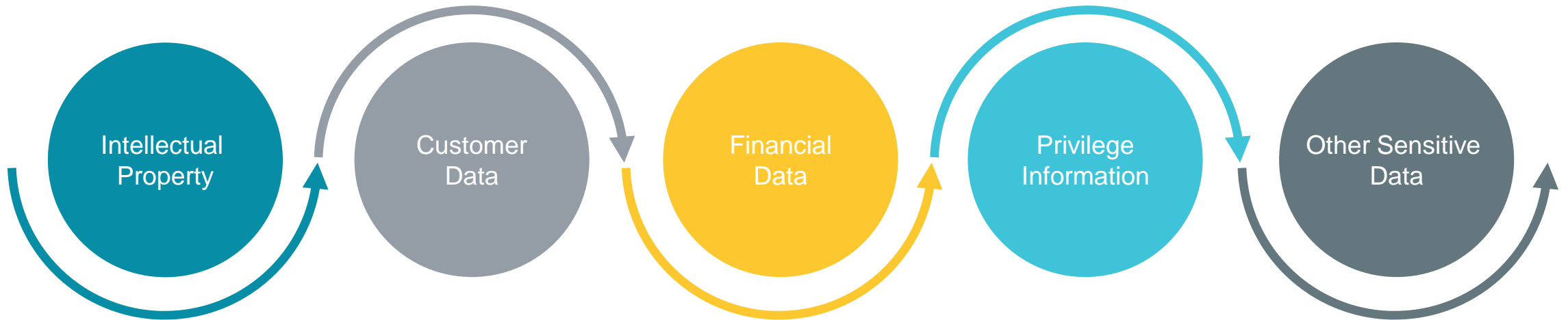
**<https://cybersecurityventures.com/cybersecurity-spending-2021-2025/>

***Panaseer 2022 Security Leaders Report

****<https://www.varonis.com/blog/cybersecurity-statistics>

Security Has A Massive Blind Spot

“**57 percent of IT security pros** surveyed say they struggle to see a complete picture of where their organization’s sensitive data is located.”*



*<https://www.darkreading.com/cloud-security/survey-most-it-pros-don-t-know-where-sensitive-company-data-resides>

Why doesn't everyone classify data?



Relies on custodians to classify their own data.

There is little incentive to do it accurately.

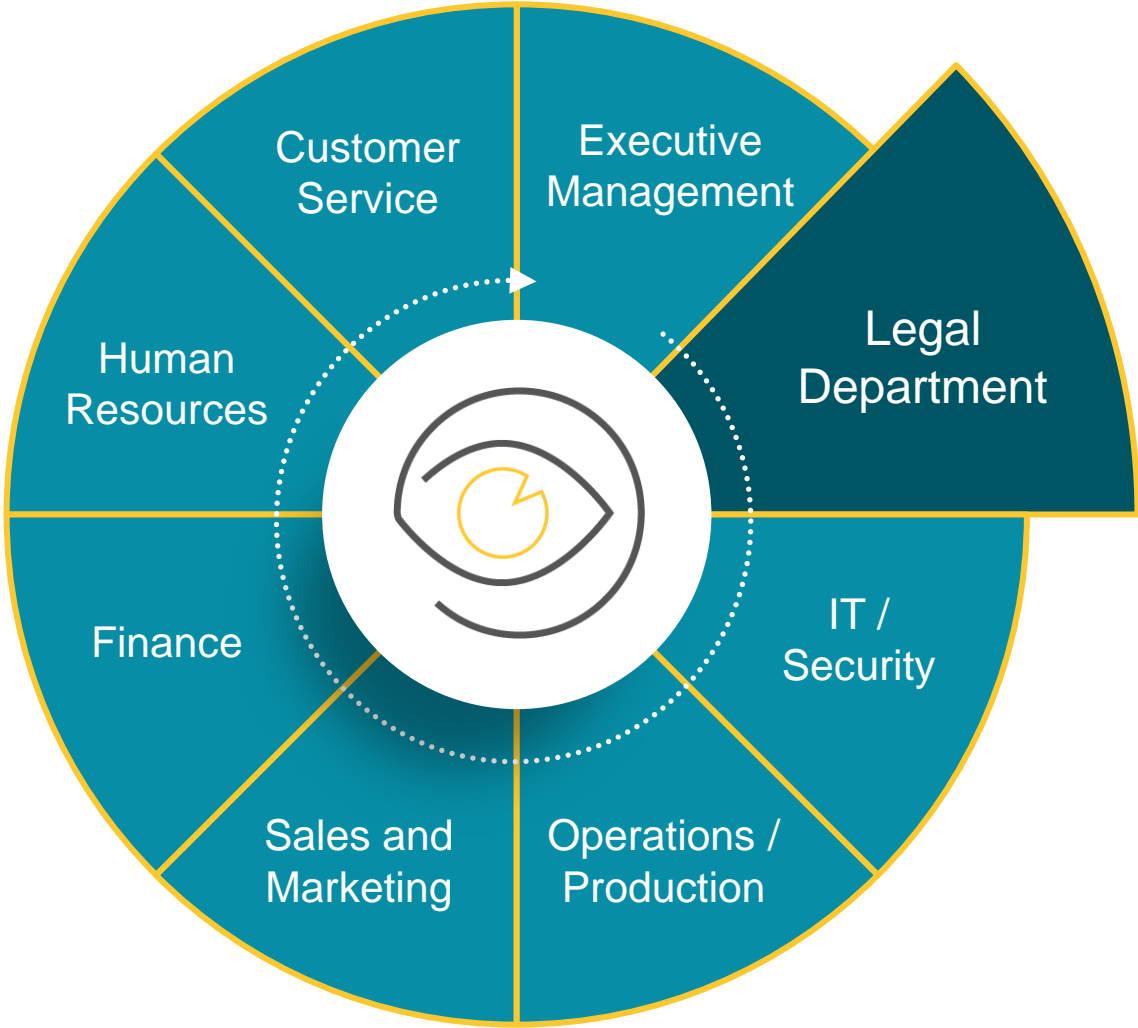
Classifying documents becomes cost-prohibitive.

Complexity leads to quality issues.

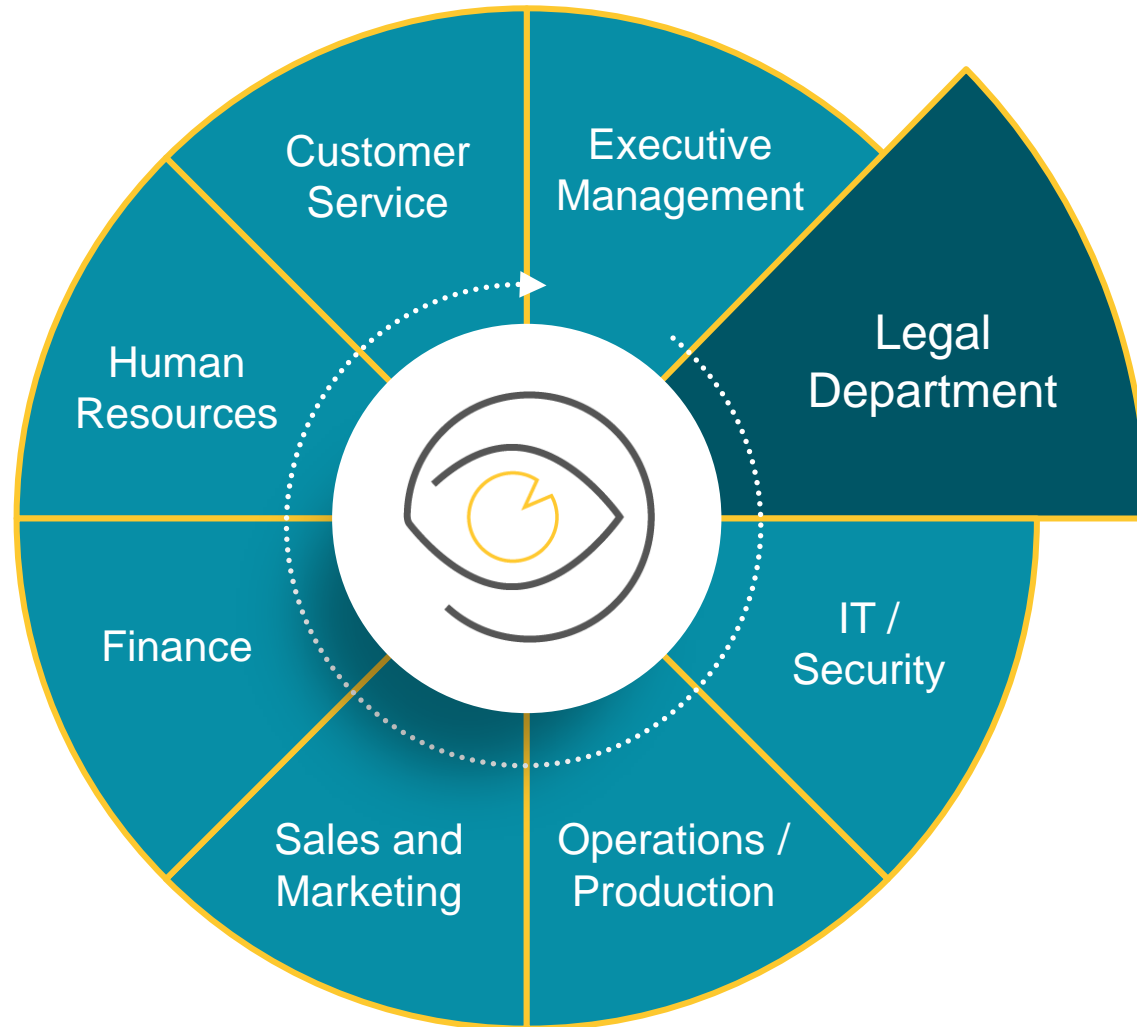
Collect and Analyze Data



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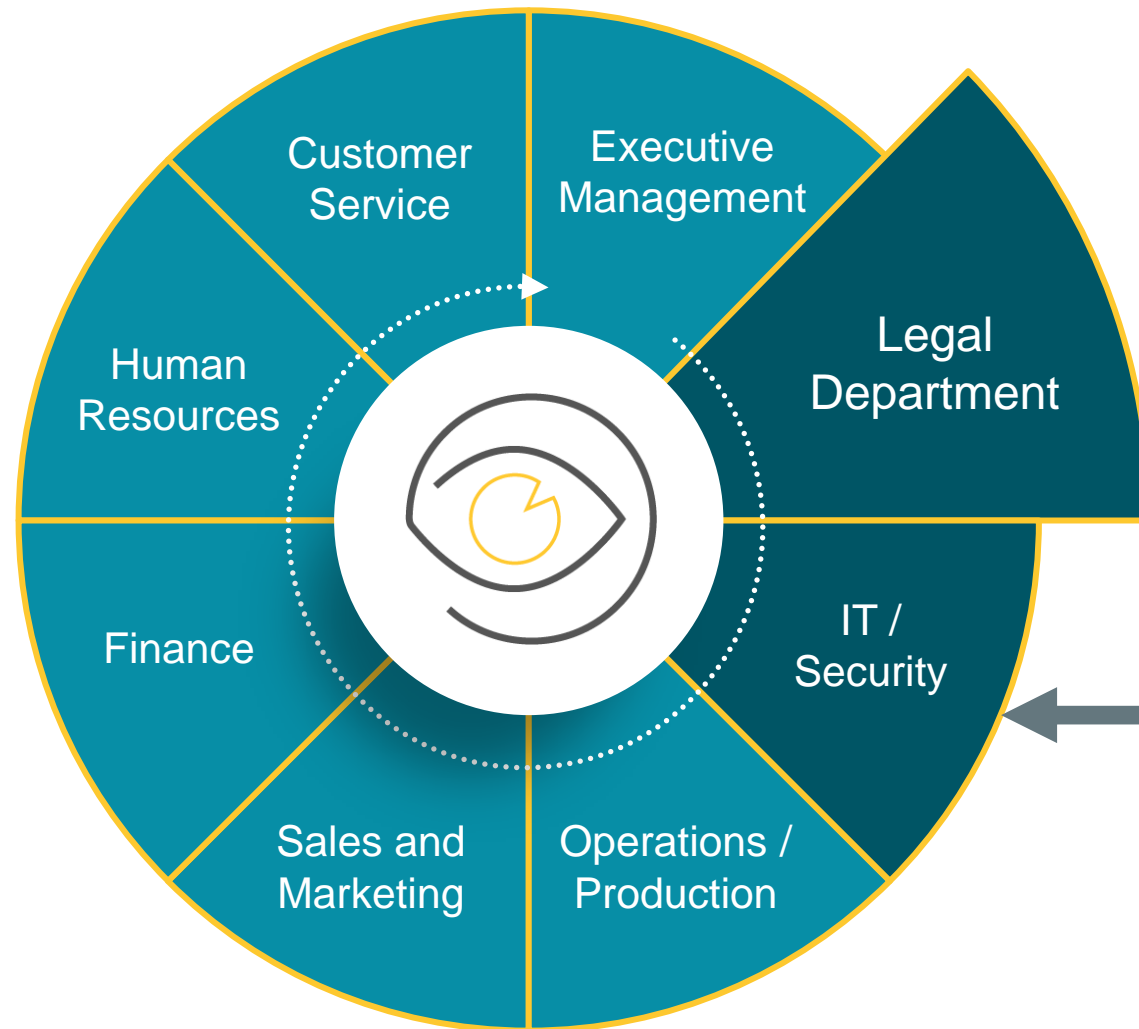
Issue Tags

- Intellectual Property
- Trade Secrets
- Contracts and Agreements
- Financial Documents
- Customer Data
- Privilege information

Collect and Analyze Data



Distributed Intelligence



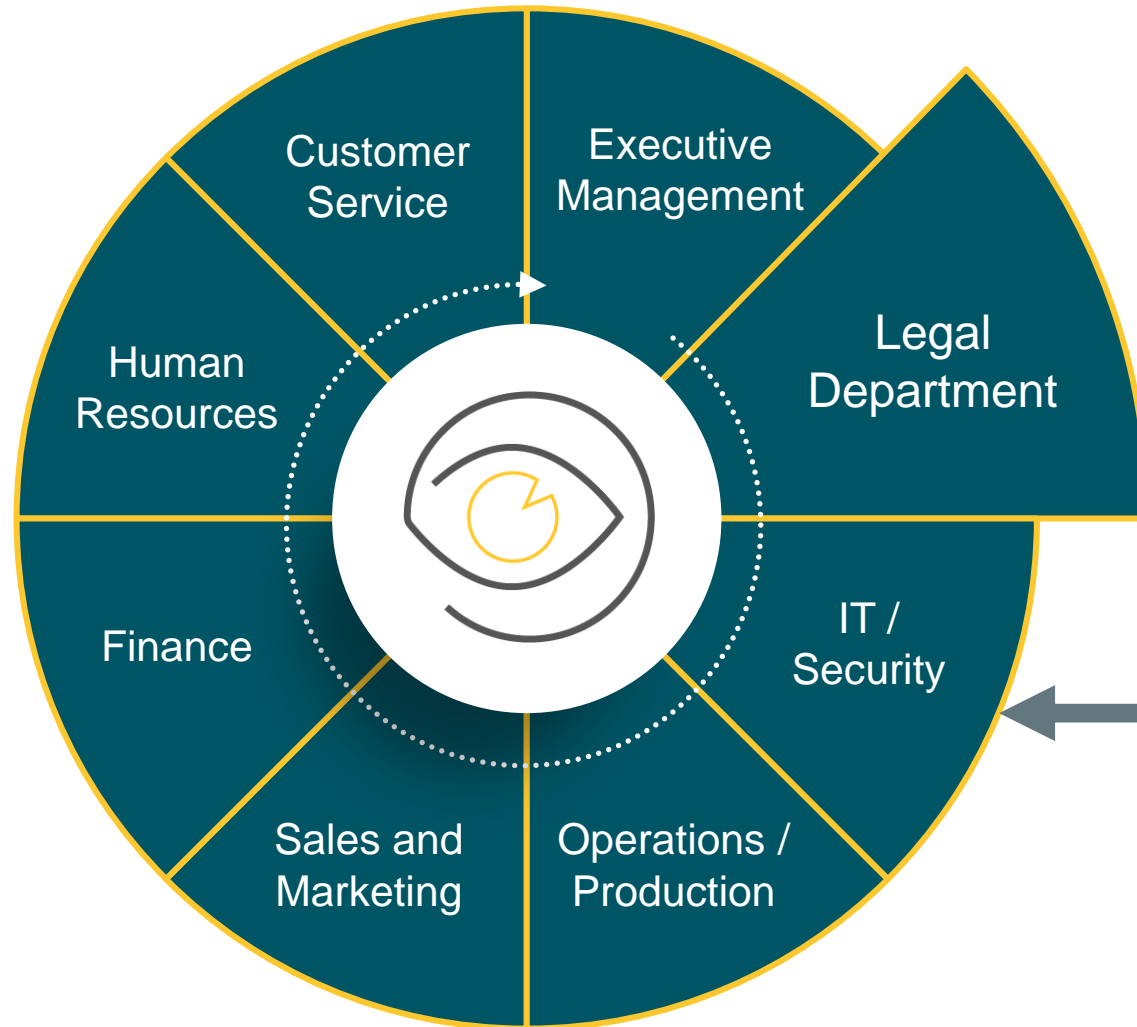
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Classification Tags

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- Internal
- Confidential
- Highly Confidential

Distributed Intelligence



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Data Classification



1

Reduce the
Impact of
Data
Breaches

2

Lower Cyber
Liability
Premiums

3

ROI for
Future
eDiscovery

4

AI Readiness

Cyber Defenses



Every litigation we engage in **fortifies our cyber defenses**, turning eDiscovery insights into the stone upon which the steel of cybersecurity is sharpened.

Questions?

Learn how we can help you at HaystackID.com
or reach out to us at Info@HaystackID.com / 800.267.9695