



Managing Vulnerabilities Across Attack Surfaces

Date: April 2019 | Authors: Andrew Laman | Advisor: David Hoelzer

This survey will examine whether organizations are managing vulnerabilities across their endpoints, apps, workloads in the cloud, even business partners—and if so, how? Are their programs comprehensive, automated and integrated? Who's in charge of managing vulnerabilities? And what obstacles and difficulties do they face?

Why Sponsor a Survey

Lead Generation

Guaranteed minimum of 300 leads (with no cap). Last year, the CTI survey generated 1,100+ leads for our sponsors.

Branding

Cobrand the survey results whitepaper and webcast with SANS, the global leader in cyber security training, certification and research.

Thought Leadership

Collaborate with our best SANS authors who are at the forefront of the ever-changing war on cyber security.

About the Authors



Andrew Laman
SANS Instructor

Andrew Laman, is a SANS instructor with over 25 years of information technology and security experience in multiple industries. He has held lead security positions in Fortune 500 and several global companies and is currently an Assistant Vice President responsible for IT Security and Infrastructure. Andrew holds the CISSP, multiple GIAC certifications and a variety of other industry certifications.



David Hoelzer
SANS Fellow Instructor
[@it_audit](#)

David Hoelzer (Advisor), is a SANS fellow instructor, courseware author and dean of faculty for the SANS Technology Institute. He was instrumental in bringing the GIAC Security Expert certification to life. David serves as the principal examiner and director of research for a New York/Las Vegas-based incident response and forensics company.

Sponsorship Inclusions

Survey	SANS will run a 20–25 questions survey for a minimum of 6 weeks. Sponsors will be informed of survey respondent counts. A SANS Analyst will develop a whitepaper based on the survey results. Sponsors will receive a draft of the paper and survey results for review and a final, branded survey results whitepaper for their use.
Webcast	The survey includes an associated webcast led by the survey authors. Sponsors will have an opportunity to make a presentation following the presentation of survey results. Sponsors will receive the webcast recording for their own promotions. Webcasts are archived for one year after the webcast date. Registrations may still be processed for archive viewing of the webcast. Webcast Date: April 9th & 10th, 2019
Promotion	Survey: Participation in the 2019 Managing Vulnerabilities Across Attack Surfaces Survey will be promoted for 5–6 weeks through a weekly email blast to SANS opt-in audience, SANS e-newsletters and social media. Webcast: Promotion of the 2019 Managing Vulnerabilities Across Attack Surfaces Survey webcast will begin one week after the survey closes. The webcast will be promoted via a weekly email blast to SANS opt-in audience, SANS e-newsletters and social media. 2019 Blue Team Summit: Survey results will be presented by the authors at the 2019 Blue Team Summit . Attendees will receive a two-page summary of the survey results, including instructions on how to register for the webcast, when they register at the summit.
Lead Submission	The initial installment of leads from the webcast will be provided within two business days of the live webcast. Additional leads will be provided on a regular basis for the first three months following the webcast. After three months, leads will be provided as requested.

Additional Sponsorship Opportunities

Associated Single-Sponsored Webcast	Sponsor your own webcast that aligns with the 2019 Managing Vulnerabilities Across Attack Surfaces Survey. The webcast will be promoted by SANS. The sponsor will receive a minimum 200-lead guarantee and continued lead generation as a SANS archive webcast.
Associated Paper or Product Review	Publish a custom paper based on a segment of the survey results that is of interest to you or a product review that calls on the survey results as an entry point to the review. This associated paper includes a webcast.
Associated Video	Have a SANS expert interview a representative of your company. The sponsor will receive branded video(s) of the interview. The video will also be available on the SANS website for lead generation. SANS will organize all logistics.

To see examples of other SANS Surveys and Analyst Papers, [click here](#).