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PROGRAM



Analyst Program

# A SANS 2021 Survey Vulnerability Management - Impacts on Cloud and the Remote Workforce

Authors: [David Hazar](#) | Date: November 2021

This year's Vulnerability Management Survey will highlight some of the trends in vulnerability management based on the data we have gathered over the last two years. Additionally, we will dig a little deeper into how Cloud and the expanding remote workforce are affecting vulnerability management. We will also take a closer look at how organizations are handling reporting and remediation.

The survey will address key issues such as:

- How organizations are discovering different types of vulnerabilities on different systems and within their applications as compared to previous years
- How organizations are leveraging different design or architectural patterns to reduce their patch and configuration management burden
- Who in the organization is responsible for the different processes related to vulnerability management and whether these responsibilities have shifted
- Which organizations are doing more than just prioritizing vulnerabilities to drive remediation and what they are doing

## Why Sponsor the SANS 2021 Vulnerability Management Survey

### Lead Generation

300-lead guarantee with no cap.

### Branding

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

### Thought Leadership

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

## About the Author



**David Hazar**, SANS Instructor, [@DavidHazar](#)

David is a security consultant based in Salt Lake City, Utah focused on vulnerability management, application security, cloud security, and DevOps. David has 20+ years of broad, deep technical experience gained from a wide variety of IT functions held throughout his career. David is a co-author and instructor for MGT516: Managing Security Vulnerabilities: Enterprise and Cloud, an instructor for and contributor to SEC540: Cloud Security and DevOps Automation, and has also developed and led technical security training initiatives at many of the companies for which he has worked.

## Sponsorship Inclusions

	Gold	Platinum
<p><b>Survey</b></p> <p>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.</p>	✓	✓
<p><b>Survey Results Presentation Webcast</b></p> <p>The survey results will be presented by the survey author. The webcast will be branded with sponsor's logo. 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. 300-lead guarantee with no cap.</p> <p><i>Webcast Date: TBA</i></p>	✓	✓
<p><b>Associated Panel Discussion Webcast</b></p> <p>The survey author will host a panel discussion with up to three sponsors discussing the SANS 2021 Vulnerability Management Survey results. The webcast will be promoted by SANS. Sponsors will receive the webcast recording for their own promotions. 100-lead guarantee with no cap.</p> <p><i>Limited to three sponsors</i></p> <p><i>Webcast Date: TBA</i></p>		✓

## Additional Sponsorship Opportunities

### Associated Single-Sponsored Webcast

Sponsor your own webcast that aligns with the 2021 Vulnerability Management Survey. The webcast will be promoted by SANS. 200-lead guarantee with no cap and continued lead generation as a SANS archive webcast.

### Associated Paper or Product Review

Publish a custom paper based on a segment of the report that is of interest to you or a product review that calls on the report 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 a branded video(s) of the interview. The video will also be available on the SANS website for lead generation. SANS will organize all logistics.

## Lead Submission & Promotions

### 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.

### Promotions

**Survey:** Promotion for taking the survey will be promoted for 5-6 weeks through a weekly email blast to SANS opt-in audience, SANS e-newsletters and social media.

**Webcasts:** Promotion of the survey results presentation webcast and the panel discussion 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.

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