dknog 13

March 9-10, 2023

And everyone else really....

ELI5 - how to talk to decision makers and get buy-in

Stefan Milo | TRYG | Group IT Security

About me

Stefan Milo
Head of Infosec Orchestration
Copenhagen, Capital Region, Denmark · Contact info
493 connections

Tryg

Open to | Add profile section | More

Experience

Tryg
Full-time · 1 yr 8 mos

- **Head of Infosec Orchestration**
  Oct 2022 - Present · 6 mos
  Head of Infosec Orchestration. I have the pleasure of leading a team of highly skilled professionals where our primary objective is to orchestrate the information security infrastructure related to vendors, tools and
- **Senior Information Security Specialist**
  Aug 2021 - Oct 2022 · 1 yr 3 mos

SOS International
Full-time · 1 yr 9 mos

- **Infrastructure and Security Architect**
  Feb 2020 - Aug 2021 · 1 yr 7 mos
- **Information Technology Security Specialist**
  Dec 2019 - Feb 2020 · 3 mos

Network Administrator and Team lead
JP/Politikens Hus A/S · Full-time
Feb 2016 - Dec 2019 · 3 yrs 11 mos
Copenhagen

Senior Network Consultant
ZenData APS
Jun 2011 - Feb 2016 · 4 yrs 9 mos
Copenhagen Area, Denmark

https://www.linkedin.com/in/stefanmilo/

The Register

Squeeze the banana to log into this office Wi-Fi

Ping ping ping ping ping ping ping – banana node

Shaun Nichols in San Francisco — Fri 22 Jan 2016 | 19:03 UTC

In some offices, you have to ask around for the Wi-Fi password, or find it written down on a bit of paper. In others, you do it by poking a banana.

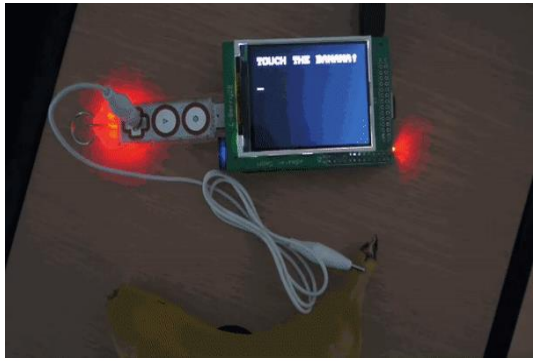
Danish network engineer Stefan Milo constructed his fruity authentication system by wiring a piece of fruit to a Makey Makey board and a Raspberry Pi mounted on acrylic glass. The entire setup cost under $100, and creates a novel way for guests to obtain one-time access codes.

Milo told *El Reg* that he built the system as an alternative to a ticket-based system that physically prints a code unique for each visitor. With that system, guests go to the reception desk, get a slip of paper with their code on it, and then enter that number into a Wi-Fi captive portal to gain access to the network.

"When you go to $corp, and the receptionist hands you a small piece of paper that someone printed out on an A4, and then spent time on cutting out into small pieces, I cringe," he explained.

"Even if you have a small voucher printer, it still involves the receptionist, installing of the printer, support when the printer driver effs up etc. And it still involves paper – what is this? 1999?"

Instead, Milo spent a weekend at home developing his automated ticket dispenser. The (relatively) simple setup runs a bash shell script on the Raspberry Pi that generates a unique guest key on command and displays the code on an attached TFT display. The script is triggered via the Makey Makey board, which is told to alert the Pi whenever a voltage drop is detected in the attached banana.



ping ping ping ping BANANA NODE!

All time Top 3 on reddt.com/r/networking

Probably the biggest achievement of my life so far

I also like to build electronics that integrates with netflow data, monitoring systems and the like…

Deciding on a topic

From 6 feet below to the cloud

One graph, a thousand stories

Or this… ELI5
(which is a part of my perf goals)

Deciding on a topic

Søren Svendsen, former CIO of JP/Politikens Hus

I'm not quite sure how you do it, but you <u>never</u> walk out of my office empty-handed.

Look at this face
I'm in /r/networking top 3

The key takeaways

Credit: Neil Patel | LinkedIn

This guy comes close to nailing my experiences of what actually works over the years

Everything is an negotiation… **Everything**

Decision makers often have a lot on their plate and operate on another plane than the operational one where most of us spend our time.

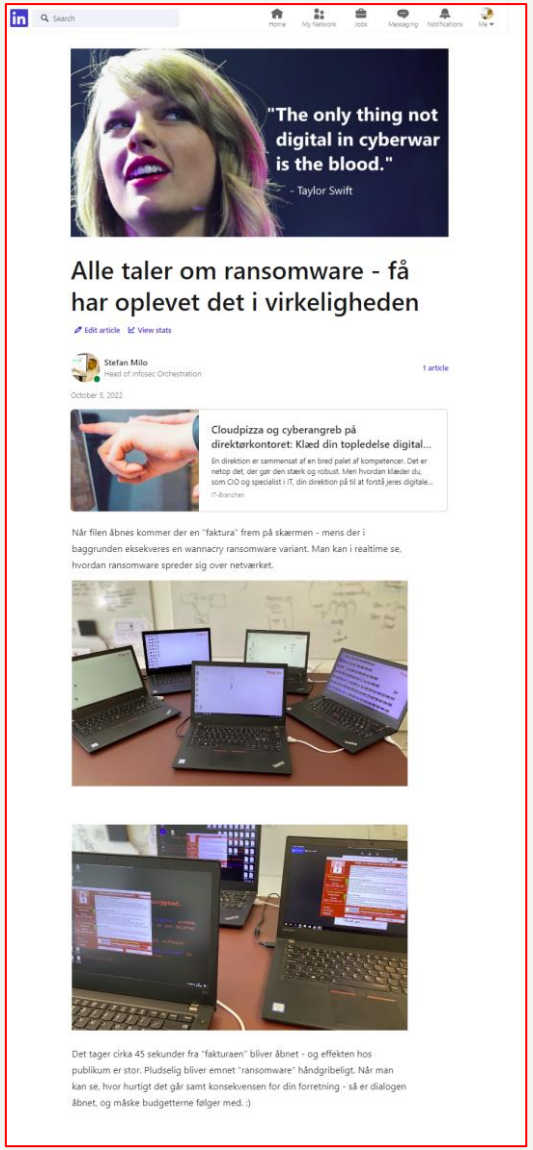
If you want to be succesfull when talking to decision makers, these three topics are the key – at least in my experience.

- Be nice, know your audience
- Preparation, preparation preparation
- Use the BLUF method, be concise and engage your audience

BLUF (communication) - Wikipedia

The demos

BERSIKKERHED
DNS BESKYTTELSE
ANTIVIRUS
2-FAKTOR GODKENDELSE
HACKING
594


"The only thing not digital in cyberwar is the blood."
- Taylor Swift
Alle taler om ransomware - få har oplevet det i virkeligheden
Edit article
View stats
Stefan Milo
Head of Infosec Orchestration
1 article
October 5, 2022
Cloudpizza og cyberangreb på direktørkontoret: Klæd din topledelse digital...
IT-Branchen
Når filen åbnes kommer der en "faktura" frem på skærmen - mens der i baggrunden eksekveres en wannacry ransomware variant. Man kan i realtime se, hvordan ransomware spreder sig over netværket.
Det tager cirka 45 sekunder fra "fakturaen" bliver åbnet - og effekten hos publikum er stor. Pludselig bliver emnet "ransomware" håndgribeligt. Når man kan se, hvor hurtigt det går samt konsekvensen for din forretning - så er dialogen åbnet, og måske budgetterne følger med. :)

Demo time

BY THE WAY!
I am hiring, so please reach out if you'd like to chat! ☺

Talent for tryghed

Senior Information Security Specialist

Are you passionate about IT Security and teamwork? And would you like to be part of a journey aiming at placing Tryg as the best insurance company in the world?

About us

As an IT professional working at Tryg, every day is your chance to make an impact and help shape the future IT setup of a leading Nordic insurance company. We're looking to take every aspect of our IT setup and solutions to the next level, so all your ideas, ambition, input and experience are welcome and valuable. From agile workflows to best practices in development and choosing which new emerging technologies to bank on, your word matters here.

About the role

In our Infosec Orchestration-team we are working closely with cross-functional teams to develop and implement security processes, tools, technology and reporting.

This helps our colleagues who supports Tryg´s customers by ensuring smooth and secure daily operations. The team consists of 4 highly dedicated and specialized IT security profiles as well as their manager – and we are hoping you will be our 6th member.

In your daily work, the most essential tasks will be:

- Collaborating with cross-functional teams to develop and implement security processes and technology
- Participating and leading infosec related projects
- Constant follow-ups with stakeholders across the organization to ensure progress on key tasks and projects

In this role you will, in time, also be responsible for leading our Security Board with one of our key operational security partners. You will be responsible for setting the security requirements and making sure the tasks and initiatives are followed through and implemented in real life.

Trygs has a hybrid cloud infrastructure setup that is enabled through outsourcing to strategic partners. Being able to collaborate across teams is essential for our success. Showing trust and taking responsibility is in our DNA and reason to show up to work every morning.

[Senior Information Security Specialist (tryg.com)]

Thank you

Tryg