

# Brian J. Abercrombie | MBA, CISSP, CCSP, CMMC-AB RP

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## Cybersecurity & Information Technology Executive

*Value creation through the use of cybersecurity, technology, and innovation*

Transformational leader with an entrepreneurial background. Consistent performance as a strategy leader and business partner, building partnerships with organizational stakeholders. Skilled communicator translating complex technology and risk management concepts into understandable, usable business information. Practiced at leveraging technology and innovation to transform and simplify business processes that support top-line growth and deliver bottom-line results.

Reconceiving the role of leadership through agile principles: 27 years of experience developing and executing IT and information security strategies that align with business objectives. Successful experience in many business cycles including high-growth, start-ups, downturns, and acquisition integration. Accomplished leader considering IT and cybersecurity as a business enabler. Demonstrated ability to lead in both traditional and market-oriented org structures.

- CIO Executive Education Certification, Carnegie Mellon University – *continuous improvement through education*
- CISO Executive Education Certification, Carnegie Mellon University – *continuous improvement through education*
- Past CIO of the Year nominee, Greater Pittsburgh Region – *recognized and respected industry leader*
- MBA, Duquesne University – *track record of enabling business growth through technology and leadership*

## Professional Experience

*Strategic Cybersecurity & IT Leader | Entrepreneurship | M&A Experience*

TeleTracking Technologies, Pittsburgh, PA

11/2021 to Present

### **Chief Information Security Officer | Privacy Officer**

*Global CISO experience in a SaaS company developing progressive cloud-native software within the healthcare vertical*

Senior leader responsible for the efficacy of TeleTracking's global information security program. Partnering closely with all levels of the organization and serving as the process owner of all information security strategy and activities.

- Program management responsibility and accountability for all privacy, regulatory, and compliance + frameworks: HIPAA, HISTRUST CSF, ISO 27001, GDPR, FedRAMP, PIPEDA, Cyber Essentials (UK).
- Responsible for the following functional areas and related SOPs: Governance, Risk, and Compliance (GRC), Internal Audit & Assurance, Cloud Security, Application Security (AppSec), DevSecOps.
- Leveraging quantitative risk management to best align security interest decisions with business decisions.
- Driving a security-minded culture through continuous security training, enhanced logging and monitoring, and ongoing automation of security controls.
- Providing real-time visibility of security investments and the security program by leveraging KPIs, dashboards, and governance.
- Frequently work with external business stakeholders and customers highlighting our security and privacy competitive advantages.
- To support and enhance our global business operations, implemented frameworks that easily map to, and demonstrate adherence to, various domestic and international compliance and regulatory requirements.
- Responsible for supply chain risk mitigation and application security improvements.

RedLegg LLC, Chicago, IL

3/2021 to 10/2021

### **Virtual CISO Advisor**

*Obtained Global CISO experience in many industry verticals striking a balance between infosec strategy & innovation*

Senior Leader within RedLegg's expert Advisory Services team providing virtual CISO (vCISO) Advisory Services. Focusing on providing strategic direction and remediation guidance for client information security programs. RedLegg is a growth-oriented, entrepreneurial, and innovative global information security firm that delivers managed cybersecurity solutions.

- Responsible for the development and/or improvement of cybersecurity programs in various industry verticals, including Banking, Healthcare, Retail, and Manufacturing; working closely with senior leadership to create bespoke information security strategic plans that are in alignment with business goals and objectives.
- Deep experience assessing organizational cybersecurity, privacy, and/or risk management programs leveraging appropriate frameworks and standards, including NIST CSF, FFIEC, GDPR, HIPAA, NIST SP 800-137 (ISCM), NIST SP 800-53 (SCF), NIST SP 800-37 (RMF), PCI-DSS, CIS Controls, and CMMC.
- Develop and lead Cybersecurity Tabletop Exercises; focusing on business continuity and in incident response.
- Develop Incident Response Plans (IRP) for clients.
- Conduct Risk Assessments and develop Risk Management Programs and Risk Registers for clients.
- Expertise in building, maturing, and continuously improving information security programs.
- Development of CMMC Advisory Program: RPO/RP, C3PAO, Certified CMMC Professional (CCP), Certified CMMC Assessor Level 1 (CCA-1).
- Leading Advisory initiatives leveraging principals of OKRs (Objectives and Key Results).

Seiso LLC, Pittsburgh, PA

3/2020 to 3/2021

**Senior Solutions Advisor**

*Applied Strategic IT & Cybersecurity advisory experience in a variety of industry verticals (e.g., Finance, Healthcare, etc.)*

Working with companies to organize and simplify their IT and cybersecurity programs by providing CISO advisory services, information security assessments, and leading technical services with a strategic perspective. Focusing on Program and Risk Management, as well as Governance, Risk, and Compliance, and Business Resiliency Services.

TriState Capital Bank, Pittsburgh, PA

10/2014 to 2/2020

**Chief Technology Officer / Information Security Officer**

*Applied business leadership experience in a highly regulated public company*

Recruited into a newly created role to assess team and technology, which led to team redeployment and developing the first technology roadmap for the company. Drove overall management and strategic planning for all IT services including IT infrastructure, telecommunications, IT support, cybersecurity, as well as adherence to IT general audit controls. Led cybersecurity strategy, serving in the role of Information Security Officer; directed the Technology Steering Group and actively served on committees such as DR/COB and Operational Risk and Compliance Committee. Led and motivated teams comprised of 12-15 technical managers and staff. Managed third-party IT vendors. Interfaced with Senior Management and the Board on our IT and Cybersecurity programs including risk profile and metrics presentations. Trusted counsel to other business functions as to what can and can't be accomplished with technology.

- Improved audit compliance by collaborating with Risk Management leadership to carve functional expertise from Technology, resulting in a newly created cybersecurity function, independent of the IT organization.
- Crafted multi-year technology roadmap, realigning software/hardware and redefining vendor relationships driving down operational costs by 35%.
- Drove implementation of MSSP solution for a fully managed 24x7x365 monitoring and detection services to proactively defend against cybersecurity threats and receive threat intelligence analytics, led to adherence of compliance requirements, accomplished without any additional FTEs; approx. \$150k/yr in salary savings.
- Modernized corporate LAN, WAN, and Internet networks, led to significant bandwidth increases that enhanced data/voice/video communications between geographically dispersed offices, created \$500k in contractual vendor ROI over a multi-year term.
- Successfully negotiated vendor contracts, resulting in a 25% reduction of total annual vendor spend.
- Cultivated relationships with partners including Salesforce and Microsoft to transform productivity applications. Shifted workloads to cloud-based platforms, avoiding approx. \$500k in capex costs.
- Drove Azure DevOps to modernize legacy applications; resulted in a 50% technical debt reduction.
- Introduced a continuous integration and development model for agile software needs; and fully outsourced.
- Drove hybrid cloud strategy: executed a partnership with Salesforce to support the digital transformation of our loan origination process, executed a partnership with Microsoft Azure, completed infrastructure assessments and the migration of internal applications and workloads to Microsoft Azure IaaS and PaaS.
- Transformed data management with orchestration of data replication across cloud and on-premise storage, enabled resiliency and protection of critical data; reduced recovery time under 4hrs for key applications.

- Operationally, achieved \$1.5M of savings migrating end-of-life infrastructure to a vcolo provider, avoided capex for new physical hardware, maintenance and software contracts; eliminated on-premise datacenter.
- Established PMO governance structure and introduction of PMP methodology and tools.
- Reduced risk through series of strategies, policies, processes, and controls, resulting in consistent and favorable ratings from regulatory agencies and favorable SOX audits.
- Spearheaded process for measuring and tracking the company's risk profile and cybersecurity maturity level.
- Introduced Incident Response Planning Tabletop Exercises, achieved senior management participation.
- Introduced and drove ITSM framework for IT management; enabled IT service delivery and improved SLAs.
- Led IT due diligence for acquisitions; assured risks and deficiencies were identified prior to any M&A activity.
- Embedded security hygiene into everyday processes, striking a balance between costs and risk management.

Duquesne University, Pittsburgh, PA

2/2006 to 10/2014

**Manager of Systems Administration and Security**

*Applied strategic and technology leadership experience in a large enterprise IT environment*

Led Systems Administration and Security team. Direct responsibility for ensuring service level agreement compliance in a 24x7 high-availability environment. Oversaw campus server infrastructure, consisting of 300+ physical/virtual servers and enterprise applications across multiple datacenters. Provided secure computing environment for the University, and the implementation of policies, procedures, technical standards, and methods for systems management and security. Oversaw directory services, identity management services, and authentication systems servicing 25,000+ end-users and 200+ applications. Partnered with key leaders in the administration and faculty to deploy new technologies, support existing systems, and provide security for all centralized servers, applications, and data. Participated in planning the strategic direction of technology initiatives. Drove a team culture of continual and dynamic learning.

- Restructured Systems team to better align staffing and positions with the essential technology supporting the University's operations.
- Led server virtualization strategy. Resulted in a 60% decrease of hardware administration.
- Optimized identity and access management. Led to secure and efficient end-user access to University resources.
- Drove strategy and adoption for a hybrid cloud and SaaS-based IT service delivery.

WPATech LLC, Pittsburgh, PA (Acquired by Eagle Point Technology Solutions)

4/2006 to 10/2018

**Cofounder / Board Member**

*Applied business leadership and entrepreneurial experience, sales and marketing experience, and M&A experience*

Launched the company in late 2005 and completed startup of operations in early 2006. Responsible for all facets of starting and managing a small professional services business focused on providing technology solutions. Responsible for developing a professional services model and sales pipelines. Responsible for P&L, sales, and business development.

- Technology service provider focused on delivering IT solutions and strategy for a portfolio of diverse businesses.
- Established the company's business development and service/product management practices.
- Created a managed services platform for proactive monitoring and subscription-based services; monetized service offerings.
- Steadily increased company revenue 10-20% year-over-year.
- Developed, recruited, and retained high performers. Created a culture of high trust and collaboration.
- Gained insight and expertise learning many different business verticals and industries; frequently interfaced with business owners leveraging business acumen and technology expertise to deliver optimized services.

Syndesis, Inc / CoManage Corp, Wexford, PA (CoManage acquired by Syndesis)

1/2000 to 2/2006

**Director of IT**

*Applied entrepreneurial leadership experience working for a startup, venture-backed tech firm; Gained M&A experience*

Managed a progressive IT team, all data and voice services, and overall IT budget. In addition, oversaw operations and facilities management of a multi-tenant tech colo. Post-acquisition, moved into a global IT services team responsible for managing Pittsburgh IT staff, operations, and datacenters.

- Successful implementation of a company-wide document control/ document management system.

- Consolidation of voice telephony systems to a successful VoIP deployment between all global offices.
- Successful implementation of a video conferencing solution between global offices.
- Implemented thin client computing to support mobility between offices and remote locations.
- Implemented a SaaS CRM solution for global sales and support teams.
- Responsible for the design and implementation of a new datacenter and lab datacenters.
- Implemented a tier-1 help desk and ticketing system to triage all technical problems and requests.
- Implemented an IT project portfolio system providing better visibility for IT projects and resource allocation; Implemented an organizational-wide secured wireless network.

National City Corporation, Pittsburgh, PA (Acquired by PNC Bank)

1/1997 to 1/2000

**Systems Engineer**

*Gained functional and business expertise; Obtained M&A experience in a large-scale enterprise technology environment*

Managed LAN/WAN environment for the PA network, which consisted of 21 operation centers and 5,500 clients.

- Project lead in the successful rollout of a new \$21MM customer call center.
- Converted operation center network topologies to faster networking technologies.
- Converted legacy applications and systems from acquired banking infrastructure environments.

Babst Calland / Strategic Energy Ltd, Pittsburgh, PA (Strategic Energy acquired by Direct Energy)

5/1995 to 1/1997

**Network Specialist**

*Gained functional and business expertise; Obtained experience working for a growth-oriented startup*

**Education**

- **CISO Program** | Carnegie Mellon University, Heinz College of Information Systems & Public Policy 2/2023
- **CIO Program** | Carnegie Mellon University, Heinz College of Information Systems & Public Policy 5/2020
- **MBA, General Management** | Duquesne University, Donahue Graduate School of Business 8/2000
- **BSBA, Information Technology** | Duquesne University, A.J. Palumbo School of Business 5/1995

**Certifications and Professional Associations**

- Certified Information Systems Security Professional (**CISSP**) Certification - (ISC)<sup>2</sup>
- Certified Cloud Security Professional (**CCSP**) Certification - (ISC)<sup>2</sup>
- CMMC-AB Registered Practitioner (**RP**) - CMMC-AB
- (ISC)<sup>2</sup> Member & (ISC)<sup>2</sup> Pittsburgh Chapter Member
- InfraGard; Pennsylvania - Pittsburgh Members Alliance
- The Greater Pittsburgh CIO / CISO Groups
- CISO Executive Network; Pittsburgh Chapter
- *Legacy Technical Certifications:*
  - Cisco Certified Network Associate; Microsoft Certified Systems Engineer; Certified Novell Engineer

