



THE CREW



GUIDEPOINT
SECURITY

A stylized illustration of a man in a dark suit and blue tie, running towards the right. The background is a dark blue gradient with a pattern of small white dots and larger, faint white circles. The man is depicted in a simple, bold style with no facial features.

INTRO

So, rumor has it....you want to take down identity and access management, huh? The old IAM?

I mean, it makes sense. Every CISO and their mother wants to go after that mark and plenty have tried for good reason.

Rumor has it that locked away in that vault is the promised land of security, flowing with reduced operational costs, improved user productivity risk mitigation. Who wouldn't want to be the one to take that down, right?

But here's the issue, friend—can I call you friend? We're friends, right? We're not? Come on...you're breakin' my heart here. Fine, fine, fine, fine. We'll be friends when the job is done I can promise you that.

Anyway, this ain't a one person job. You think you're gonna do this alone? No, no, you got that all wrong. You walk into that boardroom and you tell them you're gonna take down IAM all on your little lonesome? It's gonna go one of two ways. Either they'll laugh you out of the building, or they'll give you the okay and you'll come crawling back, hat in hand, trying to explain why things went wrong. And *then* they're gonna laugh you out of the building. That's a one way ticket to polishing your resume. Trust me, you do *not* want to try to do this on your own.

No, you're gonna need a crew. And lucky you, you came to the right guy, because buddy—what, “buddy” is still too close? Fine—because I know all the right people.

LITTLE BLACK BOOK

Definitely not criminal
contact information

What? No, no, not like actual people. I'm not just gonna open up my little black book and do all the work for you. No, no. I'm just gonna tell you the kind of people that you need on your crew...goin' and gettin' them? That's on you.

I mean, honestly, it's better that way. You need people that you trust, not the people I trust, right? You pick 'em...you get the idea.

Once you get your team together, you come back here and we'll talk about how to actually do this thing. Sound

good, frie—Wait, wait hold on. So, “friend” is out? And you're sure “buddy” is still too close? Alright, fine fine fine. Hold on, let me think. Friend... Buddy... uhhhh... Partner! Partner, yeah, partner. How's that sound? Partner? Yeah, that's good? Okay, alright. You take this folder, you find your crew. When you come back here we'll talk about how to take this thing down. Together.



THE EXECUTIVE

First things first. You're gonna need someone to bankroll this entire operation. Someone at the top of the food chain who's willing to buy in and pull the strings you need pulled, grease the gears that need greased, and most importantly—loosen the purse strings to get this show on the road. You need... The Executive.


If you want to get The Executive on your team, you're gonna have to show not only that you know what you're doing, but that you can give them back a little bit at the end of it all. The Exec, as I like to call them, is looking for a few key things if you're gonna get them on board.

- The Exec wants to feel like part of the team. You gotta show how doing this job with you will help grow their own business pursuits.
- You won't get far by pitching them the same-old, same-old plan of yesteryear. The Exec wants flash. Pizzaz. You gotta show that you're looking to shake things up, "innovate the space", if you will.
- Most importantly, you need to show The Exec that this plan will be done before their, let's say, "retirement". Show them that this job will start turning dividends early on and how this is going to give them a return across the board, and tell them how you're gonna save them money from the jump.

THE INSIDER

Next, you're not going far without someone on the inside. You know, the person who understands the ins and outs of the day-to-day. You're lookin' for someone who has a problem they need fixed, and then you're gonna show them you've got their solution. This is your mole, your boots-on-the-ground. Flip someone like that, and you've got... The Insider.

- The Insider likes things simple. No big shake ups, no surprises. They know their role and they just want things to work when they show up. When they go back to work at the end of this, if things aren't consistent from one day to the next or they don't have access to what they need, they'll flip on you in a heartbeat.
- Nobody wants to skyline themselves, especially your guy on the inside. The best thing you can offer a potential Insider is the promise that when this whole gig is wrapped up, they aren't gonna need to call up the chain of command to get access to what they need. You're gonna give them a one-stop-shop, and it's gonna be as easy as clickin' a button to request new access—and the tools you leave behind for them will just get the job done for them. No fuss, no mess.

The Insider doesn't know it yet, but if you pull this off they're gonna come out farther ahead than anyone else. The typical Insider has a thousand small problems that add up to one big pain in their  and this job could change what their day-to-day life looks like from here on out. You want an Insider on your crew? Then learn to speak their language.



THE DRIVER

You've got your backer who's gonna get the big payout, your Insider who's gonna see smooth sailing, but what about the one who's gonna be puttin' this plan into action? You need The Driver—the one who's gonna make the tough calls when the rubber meets the road.

When you design your blueprint for cracking IAM, you gotta remember that The Driver is the one who's gonna be doing the bulk of the work after everything else goes to plan. You gotta give The Driver a well-oiled machine that moves as fast as they do. Once this thing is moving, there are a thousand decisions to make, and The Driver's gonna need everything to go off without a hitch.

- The Driver knows that having a fully customized ride can be fun, but when push comes to shove they need something reliable and easy to maintain so they can keep the cost down and the speed up.
- Chances are, The Driver you're lookin' for started out with a classic, manual system. Times have changed though, and those automatics have come a long way. Give your Driver something that makes those shifts buttery-smooth, and they'll be on your side for the long haul.



THE COORDINATOR

Your next stop is finding someone who keeps all the cogs meshed together. They've got fingers in all the pies, and if your plans mess up any of those pies then you're not gonna have a good time. But, if you bring someone like this into the crew early, it's all smooth sailing. You need The Coordinator.

The Coordinator is gonna care about one thing, and one thing only: making sure every step of your plan is perfectly choreographed, that everyone knows their roles, and no one's steppin' on any toes.

- The Coordinator makes sure nothing critical will go on the fritz mid-job. The Coordinator, keeping everything running smoothly is key.
- When you need to be sure every piece of your plan will operate with every other piece, The Coordinator has your back. They're gonna make sure everyone is on the same page, workin' from the same playbook.
- Most importantly, they'll make sure every possible metric of your plan's performance is up to snuff. They want a plan designed from the jump to handle even the most stressful of situations, without derailing everything around it.



THE MITIGATOR

No one, and I mean *no one*, is perfect. We all make mistakes. Everyone, that is, but The Mitigator. The Mitigator's job is to pour over every detail of your blueprints and schematics and plans to look for any unnecessary risk, and then squash that risk before it becomes an actual problem.

Your Mitigator and your Coordinator are gonna be peas in a pod. At the end of the day, they both just want things to go off without a hitch.

- Your Mitigator knows that not everyone who's there at the start of the IAM job is necessarily going to be there at the end. When that happens, they need to know that your plan accounts for makin' sure they can't come back to hurt you later on.
- Everybody has a job to do, and not everybody needs to know everybody else's business. The Mitigator ensures your plan accounts for keeping everyone firmly in their "need to know" buckets.
- When the plan changes, because it will, The Mitigator makes sure that plans B, C, D, and E are all in place, and if one piece needs to be tweaked they'll know exactly what else needs to change.





THE CHECK

Every good heist needs that one special person who sets the boundaries and rules. Where you can go, what you need to bring, how you'll account for everyone's piece of the puzzle. Now I know, right now you're thinkin', "Yeah, we already talked about The Mitigator." But no, no no no. The Mitigator looks for the gaps and fills them. This... is something else entirely. Who we're talking about is The Check.

The Check's number one concern in life is accounting for everything. Who you bring into the operation, who leaves, did you record them coming and going, are your tools within spec. You've heard the phrase "everything by the book"? Well, it's The Check's book they're talking about.

- The Check always has a list, always checks it twice, rarely brings presents. Every jot and tittle of your plan will be weighed, measured, and scrutinized so that in the end, you know exactly what needs to be fixed or improved.
- The Check is gonna record and analyze everything, and they're gonna want your plan to account for that. They want to see every step of the process to make sure it meets the high standards set by...well, by someone. Every job is different.
- The most important thing The Check wants to see is that you know the guidelines, you plan for the guidelines, and when anything changes—it's changed inside those guidelines. The Check is there to make sure nothing and no one goes rogue.

THE TECH

Finally, you need the Tech. After all, you can have all the best-laid plans in the world, but if you don't have someone to get you the gear you need, you won't even get through the front door.

The Tech is gonna look at your plan, figure out what you need now, and plan for what you're gonna need in the future.

- The Tech knows what you already have on hand, and they're gonna help you pick gear that works with it. Nothing is worse than finding out your new toys don't play nice with your old ones.
- More than just finding gear that works with what you've got, a good Tech will find you tools that can go with the flow. Things change, sometimes you gotta think on your feet. The Tech makes sure that what you've got on hand can still get the job done.



THE CONCLUSION

So, you know who you need to get now. Once you've got an Exec, your Insider, a Driver, a good Coordinator and Mitigator, your Check and your Tech, you're really only missing one thing.

Look, there's a reason you got pointed to me when you started asking around. I'm no spring chicken when it comes to this job, I've been around the block a time or two. So when you're ready, come find me. I'll be waitin' and ready.

Sound good...

Partner?

THE REAL CONCLUSION

When you think about assembling your governance advisory committee, you might find it helpful to keep in mind the Rat Pack players in this eBook. Apart from the obvious spoof on the notable heist films, setting up your ever-so-charming crew of specialists is almost certainly one of the most important facets to your overall IAM program.

And if you're looking for any consult around IAM governance, we're just a click away.
You know, enter the vault.



GUIDEPOINT

SECURITY



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