

# Insider Threat Management Strategies

Survey Summary Results – May 2007

**OAKLEY™**  
NETWORKS

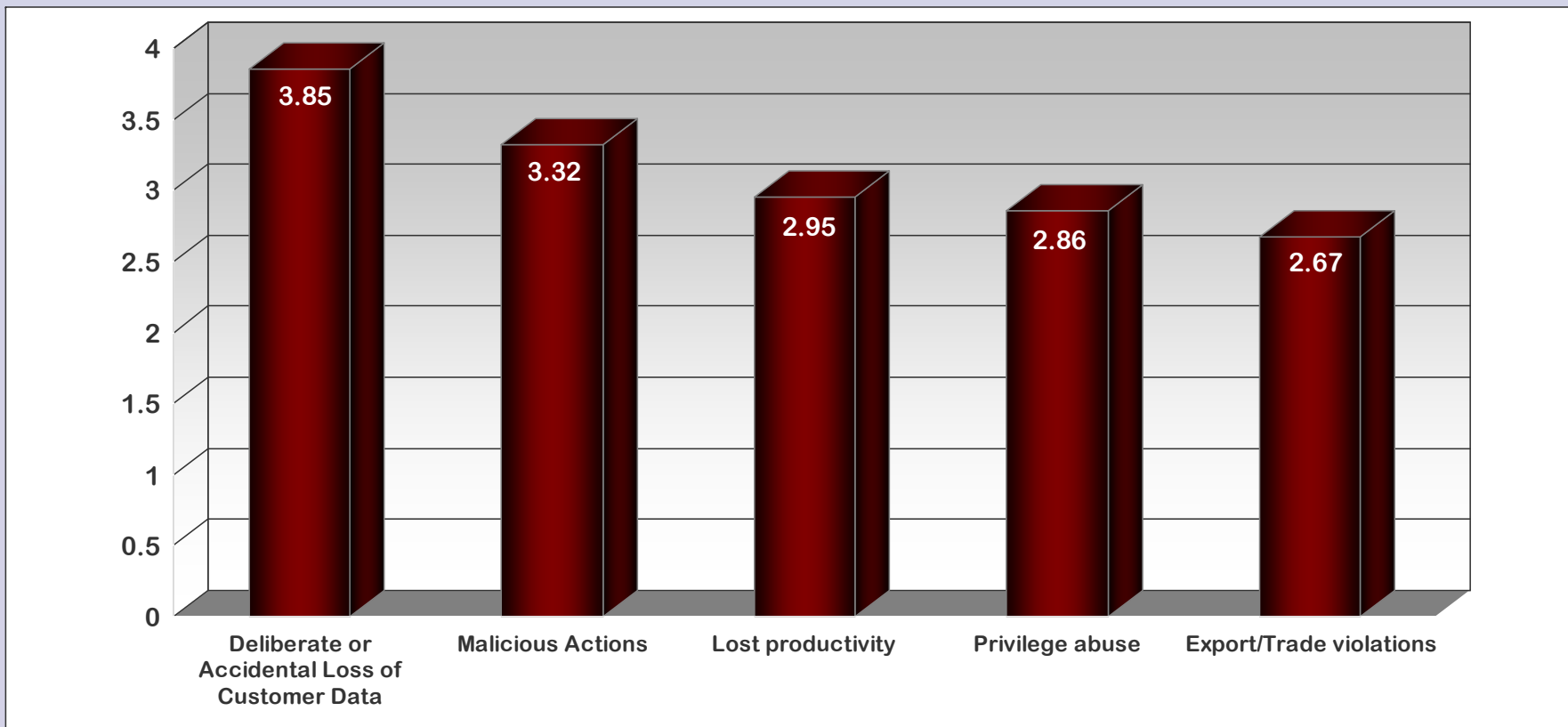
- **Between March 1 and April 13, 2007, Gatepoint Research invited 2158 selected IT security executives to participate in a survey campaign**
- **Candidates were invited via email to participate in a survey themed “Insider Threat Management Strategies”**
- **103 Executives have participated to-date. Net response rate was 4.7%**
- **100% of respondents participated voluntarily; *none were engaged using telemarketing.***

## Notable Findings:

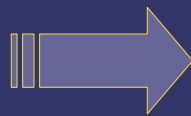
- 48% of respondents held the title of VP or higher. 100% were executives within organizations having greater than \$1B in annual revenue. Nearly half worked in the financial services sector.
- The overwhelming concern of respondents was the deliberate or accidental loss of customer data. Protecting sensitive customer data was their primary motive for considering or implementing a comprehensive insider threat management solution.
- While 73% claimed to have a content monitoring or filtering solution in place, 25% were planning to select and replace their existing solution.



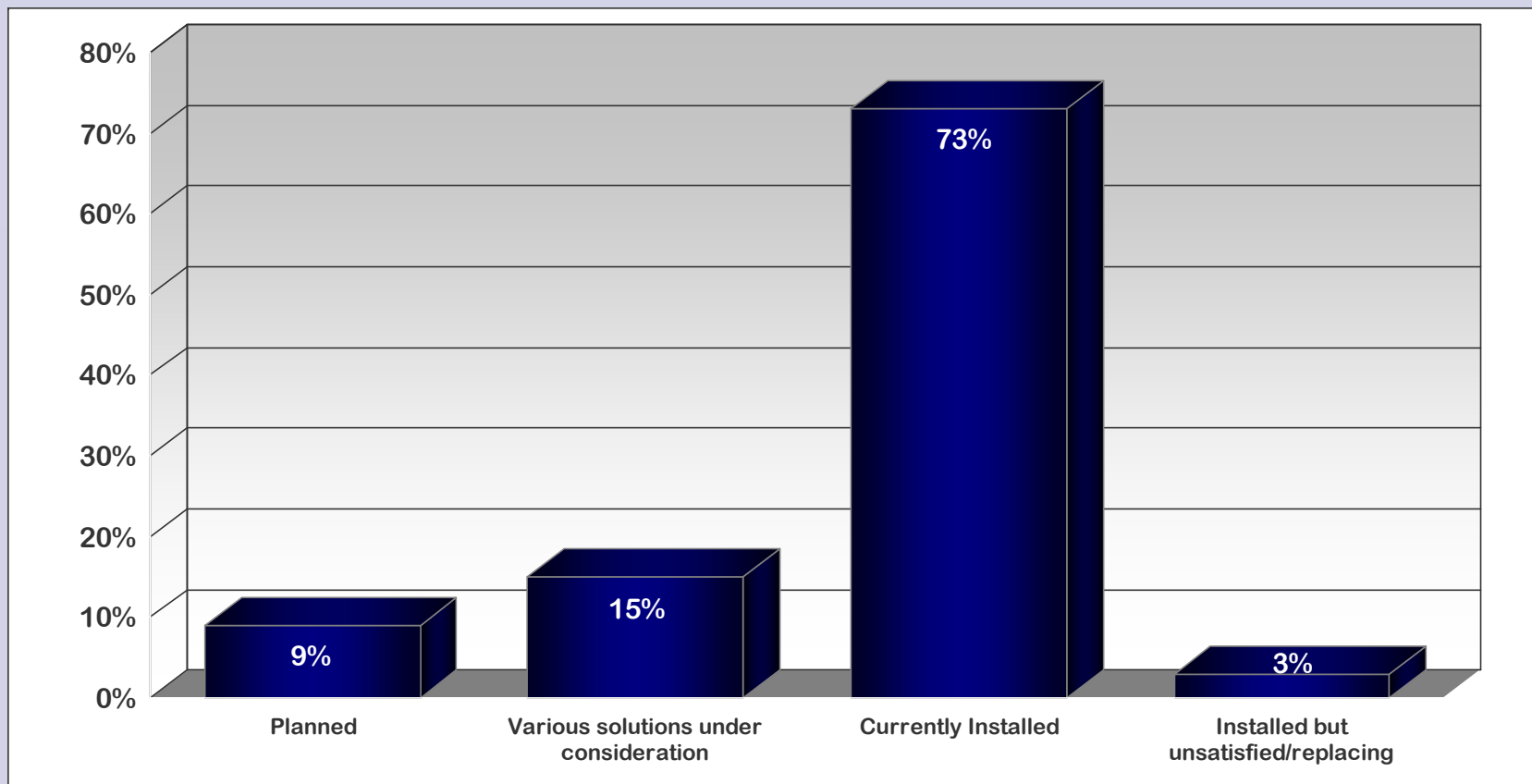
To what extent is your organization worried about the following insider threats? (Rate on a scale of 1-5, 1=unconcerned, 5=major priority)



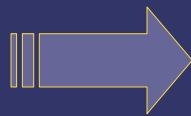
**Loss of customer data was overwhelmingly cited as a primary concern**



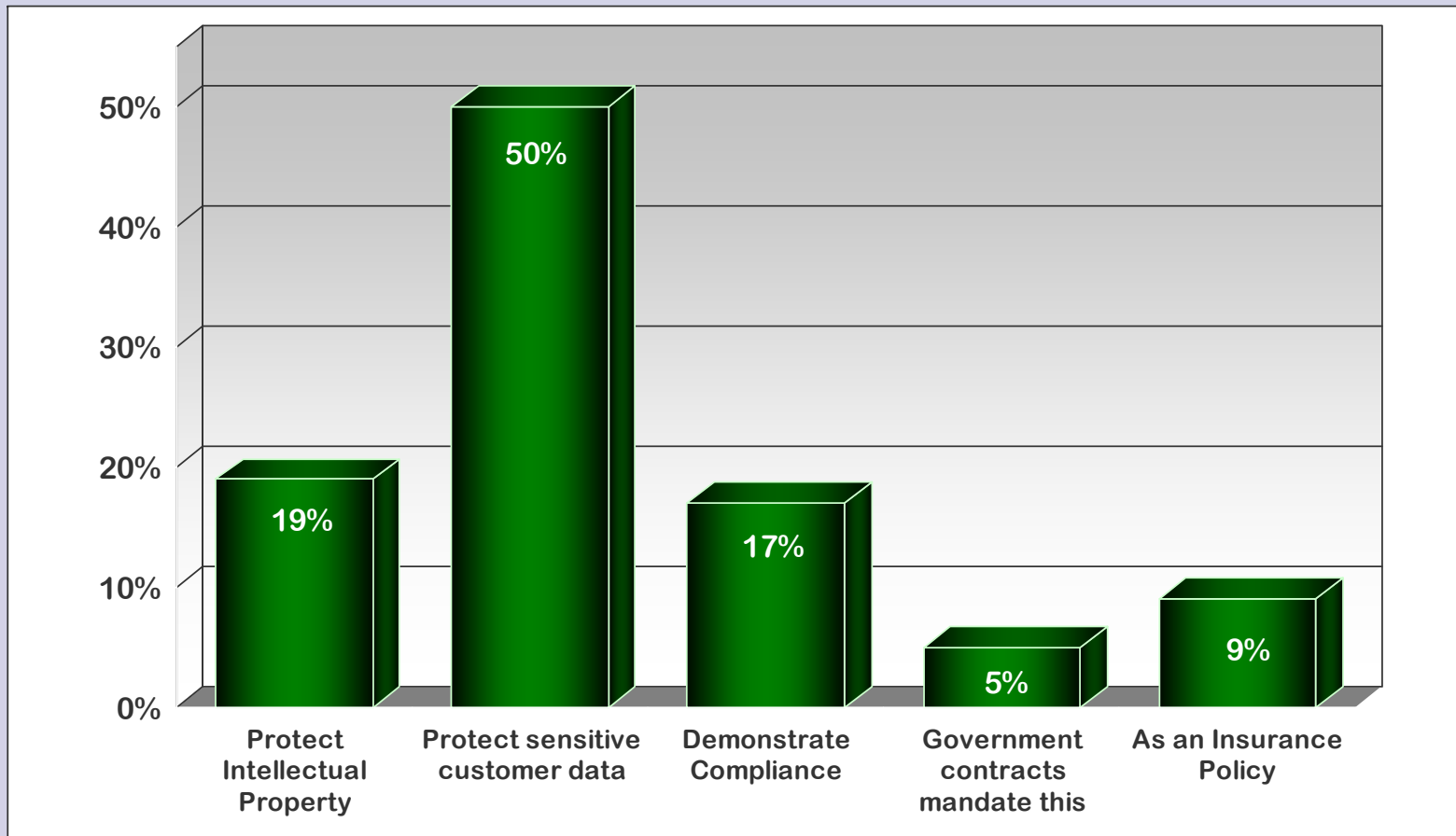
Does your organization currently have a content monitoring or filtering solution in place?



**25% of the market was planning to select or replace a content monitoring solution.**

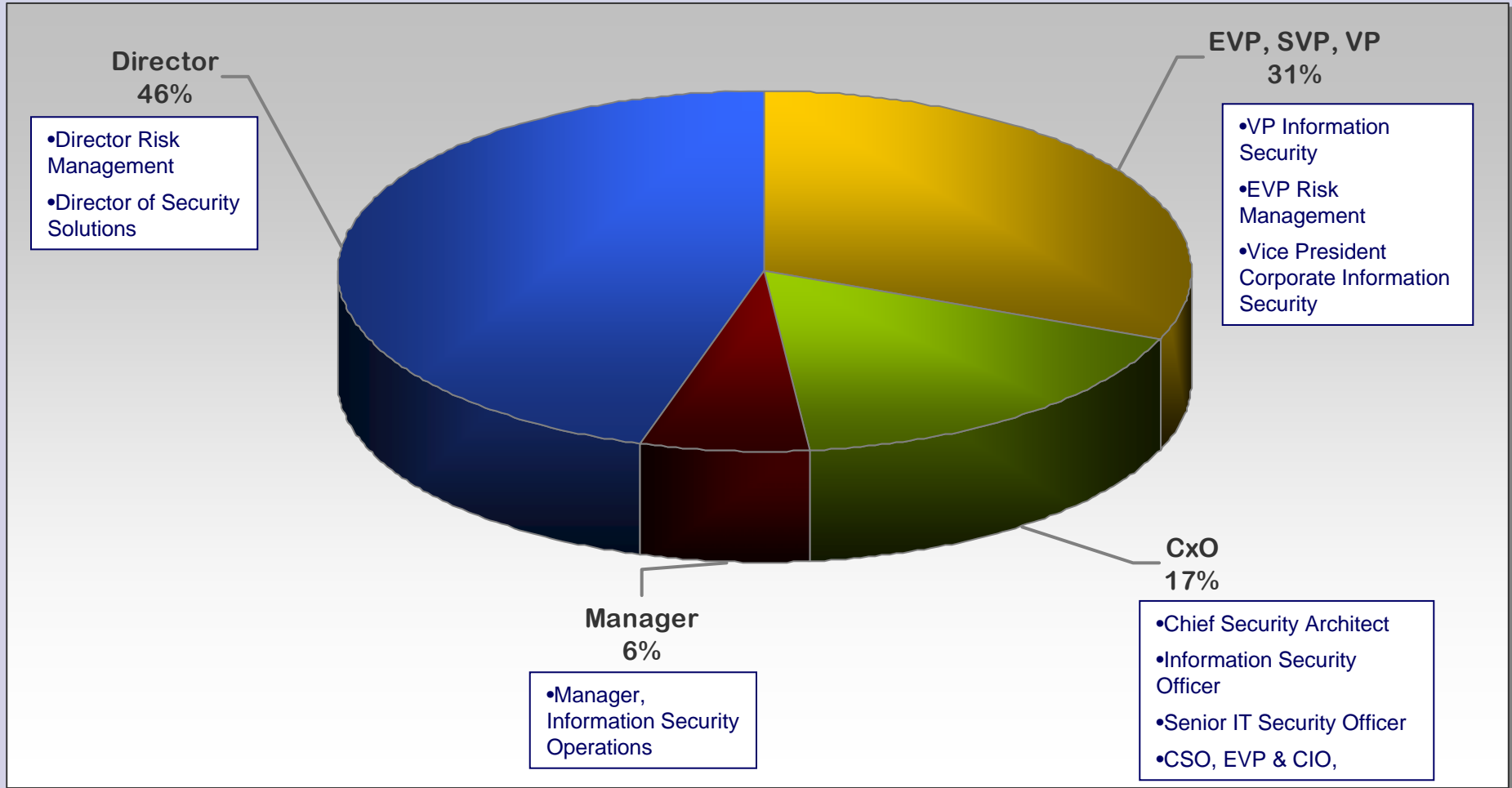


## Primary Reason for Implementation

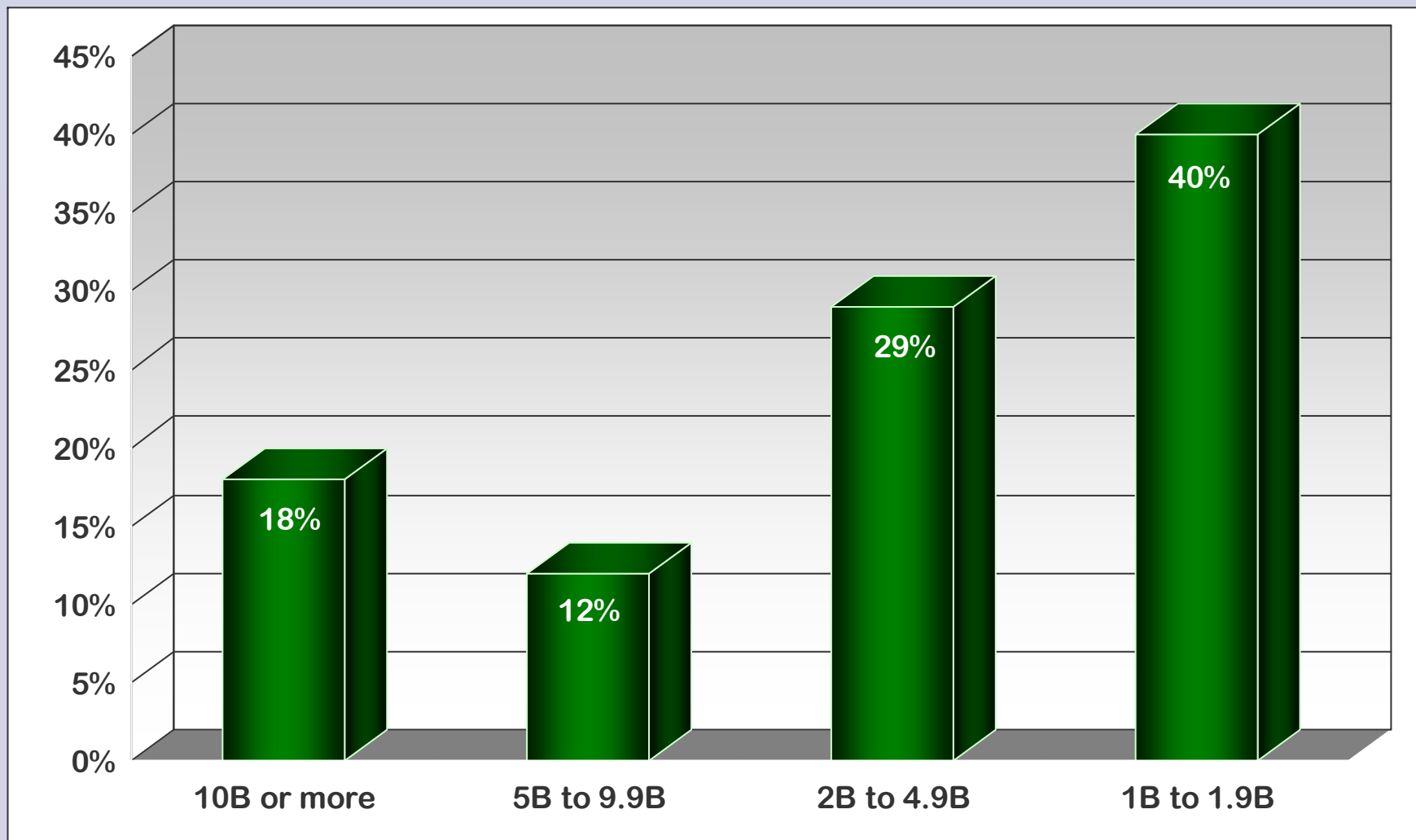


**Protecting customer data was the primary driver for implementing a threat management solution.**

# Responder Job Level Demographic



# Company Revenue Range



# Responder Breakdown by Industry

