

A portrait of Michael A. Davis, a man with a beard and short hair, wearing a dark suit jacket over a light blue shirt and tie. He is smiling slightly and looking towards the camera. The background is a textured, grey wall.

# MICHAEL A. DAVIS

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A vertical image showing a perspective view of a tunnel with multiple rows of pipes or conduits receding into the distance. The lighting is dramatic, with highlights on the pipes and deep shadows in the recesses.

## PUSHING DEFENDERS AHEAD OF ATTACKERS

Michael A. Davis has been privileged to help shape and educate the global community on the evolution of IT security. His portfolio of clients includes international corporations such as AT&T, Sears, and Exelon as well as the U.S. Department of Defense. Davis' early embrace of entrepreneurship earned him a spot on BusinessWeek's "Top 25 under 25" list, recognizing his launch of IT security consulting firm Savid Technologies, which was recognized as one of the fastest growing companies of its decade. He has a passion for educating others and as a contributing author for the "Hacking Exposed" books, has become a keynote speaker at dozens of conferences and symposiums worldwide.

Most recently, Davis has served as CTO of CounterTack, provider of an endpoint security platform delivering real-time cyber threat detection and forensics. He chose to join the company because he recognized that the battle is moving to the endpoint, and that conventional IT security technologies can't protect enterprises. Rather, he saw a need to deliver to the community continuous attack monitoring backed by automated threat analysis.

Davis brings a solid background in IT threat assessment and protection to his latest posting, having been Senior Manager Global Threats for McAfee prior to launching Savid, which was acquired by External IT.

Aside from his work advancing cyber security, Davis authors through industry publications including InformationWeek and Dark Reading. Additionally, he has been a partner in a number of diverse entrepreneurial startups; held a leadership position at 3com; managed two Internet service providers; and recently served as President/CEO of the InClaro Group, a firm providing information security advisory and consulting services based on a unique risk assessment methodology.

Davis' ability to analyze, translate, and make connections among emerging IT and security trends combined with a business and entrepreneurial mindset make him a popular speaker – he strives to present complex concepts in a way that delivers value to a range of listeners. He regularly presents at industry conferences including Black Hat, Interop, SuperStrategies, and InfoSecWorld. His long-term vision, to create systems that will "push defenders ahead of attackers," is relevant to a wide array of enterprise, government and vertical-industry stakeholders.

" The phrase "I can't" is the most powerful force of negation in the human psyche. When done properly, security controls enable IT to say "we can". "

## SPEAKING TRACKS

### 1. Hacking Exposed: Malware and Rootkits

Hear from the author himself on how to defend against the ongoing wave of malware and rootkit assaults the failsafe Hacking Exposed way. Davis will showcase real-world case studies and examples to reveal how today's hackers use readily available tools to infiltrate and hijack systems. The talk will include step-by-step countermeasures to provide proven prevention techniques. Attendees will find out how to detect and eliminate malicious embedded code, block pop-ups and websites, prevent keylogging, and terminate rootkits.

### 2. How to Raise a Big A\*\* Round

From raising a seed to raising a round, Davis is experienced in having raised over 85 Million dollars from multiple sources for his endless entrepreneurial endeavours. Hear his pro tips for this arduous process from his past funding success.

### 3. Data-centric Security in a Mobile World

Employees love you for letting them access the enterprise network and data with their personal mobile devices. However, putting valuable company data on handheld devices opens up a gaping hole for data loss. Nearly 90% of IT pros said in a recent survey that they were concerned about data loss due to lost or stolen phones and tablets. In this session Davis will outline the steps necessary to protect data on mobile devices: create a unified policy; enforcement of the rules through use of technology such as encryption of sensitive assets; and education of end users and IT pros.

### 4. Cash Kings: 5 Steps To Take Now To Focus on Your Fastest Path to Revenue

As Entrepreneurs we build campaigns, send emails, set up dashboards and celebrate. But what happens next? Does that campaign convert? Is the strategy really working? Davis will help Identify the hidden growth opportunities you have right now in your small business. He will help attendees understand how to use the perfect customer lifecycle to prioritize which sales or marketing tactic you'll tackle first and then create a plan that you can take action on before you're on the plane home.

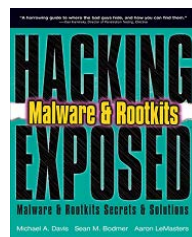
### 5. A Thin Line Between Malicious Insiders and External Attackers

Protection from external attackers fails with the weakest point in security, the endpoint, and once the adversary is in, it is a game of resilience and patience. In this session, Davis will discuss the impact that malicious insiders can have on an organization, and how organizational negligence can lead to costly outcomes. Additionally, he will outline five critical signs that you have an insider problem, the role behavioural analysis has in helping you define this threat and how to apply practical steps to better construct your defences.

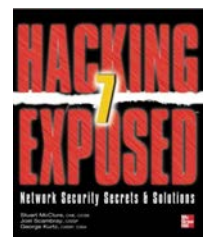
### 6. Growing Pains: Not Every Dollar is Worth a Dollar

Most entrepreneurs are seeking unlimited growth. But is fast growth always good? During this session, you will learn why fast growth doesn't always correlate with quality growth, what strategies and processes you will need to put in place to grow your company faster, and the secrets Davis has learned to sustain growth over the long term while picking the right customers and making sure every dollar is worth a dollar.

## BOOKS



Real-world case studies and examples reveal how today's hackers use readily available tools to infiltrate and hijack systems.



## TESTIMONIALS

"Being a new CIO, it was important for me to understand what to prioritize within our agenda and how to best approach some of our needs. Mike has provided me with expert guidance in approaching some of our complex needs and I have found him to be innovative, collaborative and tireless. His results and accomplishments speak for themselves and I would highly recommend as someone to work with."

- Raymond J Oral  
CIO at CNA Insurance

"Mike certainly has the technical experience to back up his recommendations, and I have sought his advice on a number of occasions. Mike is honest and insightful and to the point. He is a great public speaker and very engaging and passionate. I have worked with Mike at various conferences and appreciate his professionalism and enthusiasm."

- John D. Johnson  
Information Security, Architecture & Risk Leader - John Deere

## PRESS

## NOTABLE SPEAKER





## PUSHING DEFENDERS AHEAD OF ATTACKERS

### RATES

Keynote Presentation	\$5,000 + travel & lodging expenses
Speaking Engagements	\$3,000 + travel & lodging expenses
Full Day Training	\$10,000 + travel & lodging expenses
Multiple Day Training (per day)	\$7,500 + travel & lodging expenses

\* Mr. Davis is happy to customize a presentation for your organization upon request. He is also comfortable speaking on panels as part of a predetermined topic your organization has already planned.

### TO BOOK

Management: Jess Loren

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