

Positioning the Cyber Governance Maturity Assessment

Partner Positioning

Positioning

The **Cyber Governance Maturity Assessment** helps you open higher-value customer conversations by providing a vendor-agnostic, standards-based approach to cyber maturity and governance.

Through a simple guided self-assessment, your customers receive immediate executive insights aligned to **CIS18**, **NIST**, and the **Essential Eight** — helping surface governance gaps, resilience challenges, and areas for improvement.

This gives your team a natural pathway into broader discussions around risk, compliance, resilience, and security strategy, while positioning your organisation as a trusted partner focused on business outcomes rather than transactional product sales.



Why Use the Cyber Governance Maturity Assessment?

What Your Team May Be Thinking	How the Assessment Helps
Will this help me differentiate?	Yes. The assessment enables you to lead with insight and governance-led conversations rather than product-led discussions, helping position your organisation as a trusted advisor rather than just another reseller or service provider.
Will this help me engage executives?	Yes. Built on CIS18, NIST, and the Essential Eight, the assessment translates technical maturity into business risk, resilience, and governance outcomes that are meaningful to executive and board-level stakeholders.
Will this create opportunities?	Yes. The assessment helps uncover maturity gaps, risk areas, and operational challenges that naturally lead into discussions around services, solutions, advisory, remediation, and ongoing security improvement initiatives.
Will customers see value?	Yes. Customers receive an instant executive-level report with practical insights into their current cyber maturity, strengths, gaps, and improvement opportunities, providing immediate and meaningful value from the engagement.
Will this strengthen my trusted advisor position?	Yes. By using a vendor-agnostic, standards-based assessment approach, you can have more strategic conversations aligned to governance, compliance, and resilience objectives, helping build stronger long-term customer relationships.

Closing Statement

The Cyber Governance Maturity Assessment helps you move beyond transactional cybersecurity discussions — enabling more strategic engagement, stronger customer relationships, and outcome-focused security conversations aligned to business priorities

Customer Positioning

Positioning

The **Cyber Governance Maturity Assessment** is designed to help organisations translate cybersecurity from a technical function into a measurable business and governance capability.

By assessing maturity across recognised industry frameworks, the assessment provides leadership teams with greater visibility into cyber risk, resilience, compliance alignment, and areas for strategic improvement.



Why Complete the Cyber Governance Maturity Assessment?

What Your Organisation May Be Thinking	How the Assessment Helps
How do we know if our current cybersecurity approach is effective?	The assessment provides a structured view of your current cyber maturity across governance, risk, resilience, and operational security practices, helping you understand where you are today and where improvement may be needed.
Are we aligned to recognised industry frameworks and best practices?	Built on CIS18, NIST, and the Essential Eight, the assessment helps benchmark your organisation against widely recognised cybersecurity and governance standards.
Where are our biggest risks or maturity gaps?	The assessment helps identify areas of weakness, control gaps, and governance challenges that may increase operational, compliance, or security risk exposure.
How do we communicate cybersecurity risk to leadership or the board?	Upon completion, you receive an executive-level report that translates technical maturity into meaningful business, governance, and resilience insights suitable for leadership discussions.



Why Complete the Cyber Governance Maturity Assessment?

What Your Organisation May Be Thinking	How the Assessment Helps
How can we improve our cyber resilience over time?	The assessment highlights practical improvement opportunities and provides a foundation for prioritising future security, governance, and resilience initiatives.
Will this help support compliance and governance obligations?	Yes. The framework-aligned approach supports broader governance, compliance, audit, and risk management initiatives by helping demonstrate a structured and measurable cybersecurity maturity process.
How much time and effort is involved?	The guided self-assessment is designed to be straightforward and efficient, typically taking approximately 15–25 minutes to complete while still delivering meaningful executive insights.
What value will we receive from completing it?	Your organisation receives immediate visibility into current cyber maturity, actionable insights into areas for improvement, and a clearer understanding of how cybersecurity aligns to business resilience and governance outcomes.

Closing Statement

The Cyber Governance Maturity Assessment helps organisations better understand their current cybersecurity maturity, strengthen governance alignment, and support more informed decisions around risk, resilience, and continuous improvement.