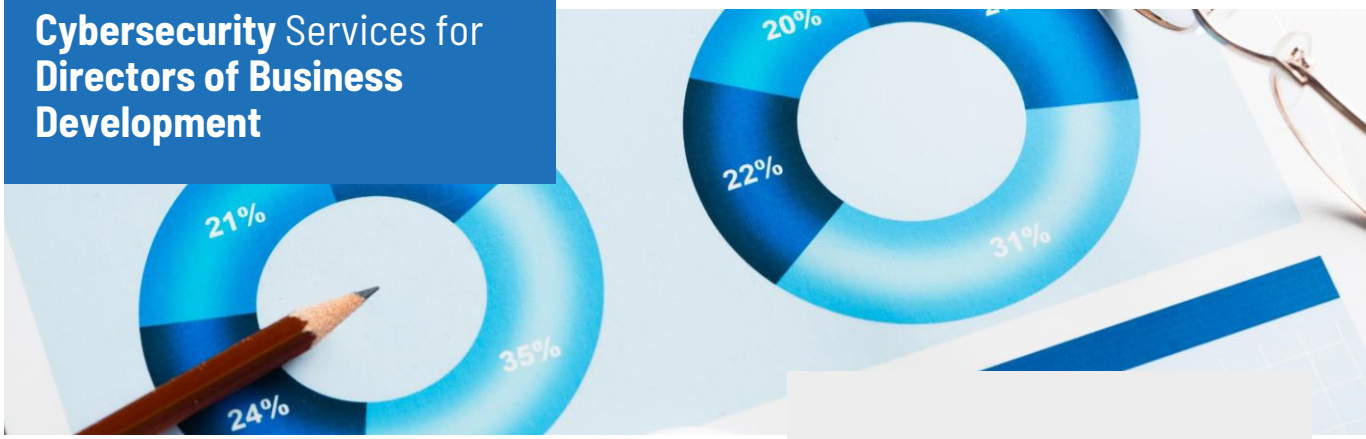
ZEROLYNX | OSANE CONSULTING
A ZEROLYNX COMPANY
CYBERSECURITY & INTELLIGENCE

Cybersecurity Services for **Directors of Business Development**



OVERVIEW

Directors of Business Development face a series of challenges that require multifaceted skills and a deep understanding of the current business environment. Globalization and market complexity demand a strategic ability to identify and capitalize on opportunities in diverse cultural and economic contexts. Effective resource management is another critical challenge, as Directors of Business Development must balance budgets, lead multidisciplinary teams, and optimize processes to achieve organizational objectives. Economic uncertainty, regulatory changes, and unforeseen crises are adding additional layers of complexity, requiring agility in decision-making. One of the main challenges they face is the rapid evolution of technology and the growing threat of cyberattacks, which demands constant adaptation to seize emerging opportunities and maintain competitiveness. In this context, the business development area must leverage cybersecurity as a value to capitalize on and deliver to its clients in order to provide peace of mind and trust.

SOLUTIONS

We deeply understand the needs of Business Development Departments and strive to meet them comprehensively by designing, implementing, maintaining, and operating comprehensive security plans based on the six areas of NIST framework (Govern, Identify, Protect, Detect, Respond, and Recover). Among these functions, and due to the competencies covered by the role of the Director of Business Development, we focus on 3 key functions:

- **Govern:** We align the IT activities of your organization with its business objectives, manage risks, and comply with laws, regulations, and standards such as DORA, National Security Schemes, Data Protection Acts/GDPR, Private Security Law 5/2014, NIS2, ISO 27001, ISO 22301, or CIS Controls.
- **Protection**: We implement cybersecurity measures to protect your business, strengthening the protection of the products and services you market, and providing comprehensive awareness training to your staff.
- **Detection**: We evaluate and enhance the cyber defense capabilities of the products and services you market through ethical hacking exercises and red teaming conducted on your external perimeter, internal networks, cloud environments, supplier environments, or specific assets such as websites, APIs, or apps.

KEY FIGURES

- **64% of Directors of Business Development** believe that the **cybersecurity of their products** and services **represents a competitive advantage.**
- **61% of cyberattacks exploited** the use of weak or **previously compromised passwords**.
- Currently, **93% of systems could be vulnerable.**

"Zerolynx has assisted us in assessing the cybersecurity of our software and certifying it to increase the confidence of our customers and comply with current regulations, notably the Organic Law on Data Protection and the NIS2 Directive. Their knowledge, experience, and reputation will help enhance our credibility in the market."

CEO of a
CRM Software Company

TOP REFERENCES

Tech Mahindra · Infortisa · orange

ABOUT ZEROLYNX

European Cybersecurity and Intelligence Provider.
Global Top 100 Providers ranked 2023.

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CYBERSECURITY MADE IN EUROPE