Europe, Middle East and Africa Office of the CISO

AN IDC CONTINUOUS INTELLIGENCE SERVICE

IDC's *Europe, Middle East and Africa Office of the CISO* focuses on the CISO persona, and its purpose is to enable our vendor customers to engage better with CISOs in their target markets.

Markets and Subjects Analyzed

This service gets inside the role — and the mind — of the European CISO. It covers the nature of the CISO role, organizational structures and career trajectories, budget scopes and sizes, vertical dimensions, interactions with other C-suite personas, role maturity and evolution, functional scopes and boundaries, best practices, and case studies.

Core Research

- IDC Perspective: CISO Persona Functional Structures and Role Maturity
- IDC Survey: CISO Survey: Priorities, Challenges, and Strategies

- CISO Budget Trends Market Survey
- IDC Perspective: Cyber Training, automation, simulation, and gaming: new thinking in planning and preparation

In addition to the insight provided in this service, IDC may conduct research on specific topics or emerging market segments via research offerings that require additional IDC funding and client investment. To learn more about the analysts and published research, please visit: Europe, Middle East and Africa Office of the CISO.

Key Questions Answered

1. What is the persona of the CISO (priorities, challenges, pain points) and how have these evolved?
2. What are the overall budget trends and priorities of the CISO?
3. What are the functional use cases for the CISO?
4. What are the best practices exhibited by CISOs in EMEA?
5. How can providers best adopt their messaging and portfolios to optimize resonance with the CISO role?

Companies Analyzed

This service reviews the strategies, market positioning, and future direction of several providers in the CISO market, including:

Akamai, AWS, Atos, Broadcom, BT, CybExer, Dell, Deloitte, EY, Google, Guardtime, IBM, Immersive Labs, KPMG, Kyndryl, Infosys, Microsoft, Orange, Palo Alto, PwC, Salesforce, SAP, ServiceNow, Sophos, TCS, Trellix, Trend Micro, Wipro