

BETTER TOGETHER

Presented by: Jake Schulte



Investing in our team

3,123 hours

21 certifications

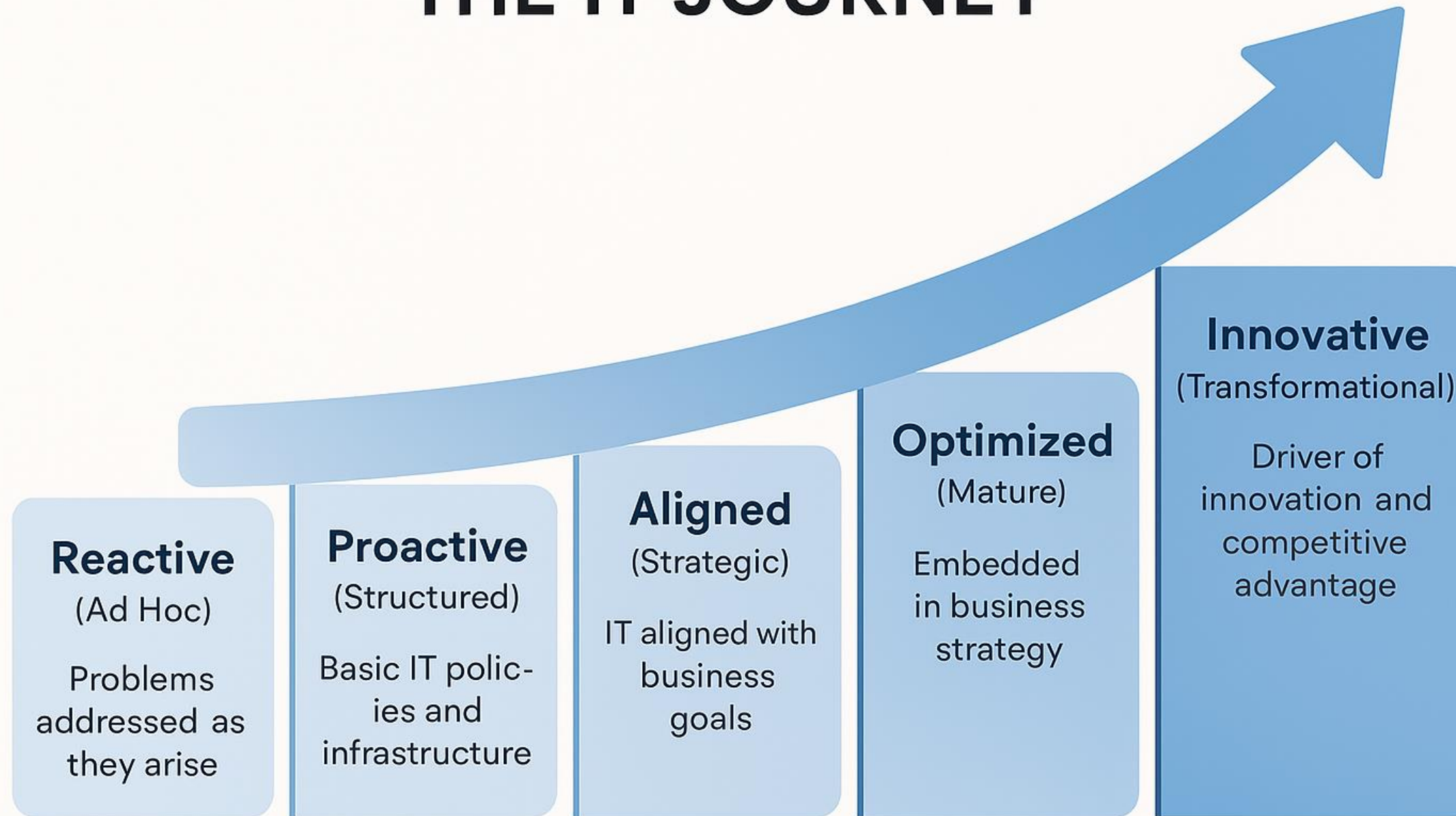



Giving Back to our Community

- 
1. Church & Community
 2. Sponsorships & Partnerships

The IT Journey

THE IT JOURNEY





The hidden costs of poor IT Hygiene

- Compatibility Issues
- Cost of Incident Response
- Data Breaches
- Data Loss
- Higher Hardware Costs
- Increased Cybersecurity risks
- Lost Business Opportunities
- Lost Productivity
- Outdated Software
- Password Sharing
- Regulatory Penalties
- Reputational Damage
- System Downtime
- Unplanned Repairs
- Vulnerabilities

IT Threat Landscape

IT Threat Landscape

Cybercrime

Cybercrime

2019 - \$3.5 billion
2020 - \$4.2 billion
2021 - \$6.9 billion
2022 - \$10.3 billion
2023 - \$12.5 billion

ic3.gov



Threat Landscape

Use of Applications and
Processes



Threat Landscape

Applications and Processes

- **Local Administrator**

Providing all users with local admin rights is a thing of the past

- **Potentially Unwanted Programs**

Not all applications are safe to install

- **Weaponizing Legitimate Applications**

Legitimate applications and processes are being used by threat actors to carry out attacks



Threat Landscape

Endpoint Zero Trust

- **Elevation Control**

Providing all users with local admin rights is a thing of the past

- **Application Control**

Applications needs to be centrally managed by IT

- **Ringfencing**

Limit applications to only perform their intended functions

Threat Landscape

Email Compromise

Adversary-in-the-Middle (AitM)

Kelly sent a message



Kelly Fleming in Teams <noreply@email.teams.microsoft.com>

To Jake Schulte

If there are problems with how this message is displayed, click here to view it in a web browser.

Messages updated.

Microsoft Teams



Hi, Jake

Kelly + 2 sent a message in chat with Kelly + 1



Kelly Fleming 2/14/2025 8:58 AM

See More

Reply

Go to conversation



Install Microsoft Teams now



iOS



Android

This email was sent from an unmonitored mailbox. Update your email preferences in Teams. Activity > Settings (Gear Icon) > Notifications.

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Microsoft Teams

Hi, [redacted]

Your teammates are trying to reach you in Microsoft Teams

Someone sent a message in chat

Reply, Go to conversation



Sign in

Email, phone, or Skype



No account? [Create one!](#)

Next



Microsoft

← victim@wgtl.io

Enter password

Password

[Forgot password?](#)

[Use my Microsoft Authenticator app](#)

Sign in



NETWORKS
PLUS



Approve sign-in request
S3KZF?

Microsoft
victim@wgtl.io

DENY

APPROVE



NETWORKS
PLUS


```
username      : victim@wgtl.10
password      : D!Q2MiF^7Qh4fQ63&iS!
tokens        : captured
landing url    : https://outlook.mycrosoft365.com/aEIRla0M
user-agent     : Mozilla/5.0 (Macintosh; Intel Mac OS X 10_15_7) AppleWebKit/605.1.15 (KHTML, like Gecko) Version/16.0 Safari/605.1.15
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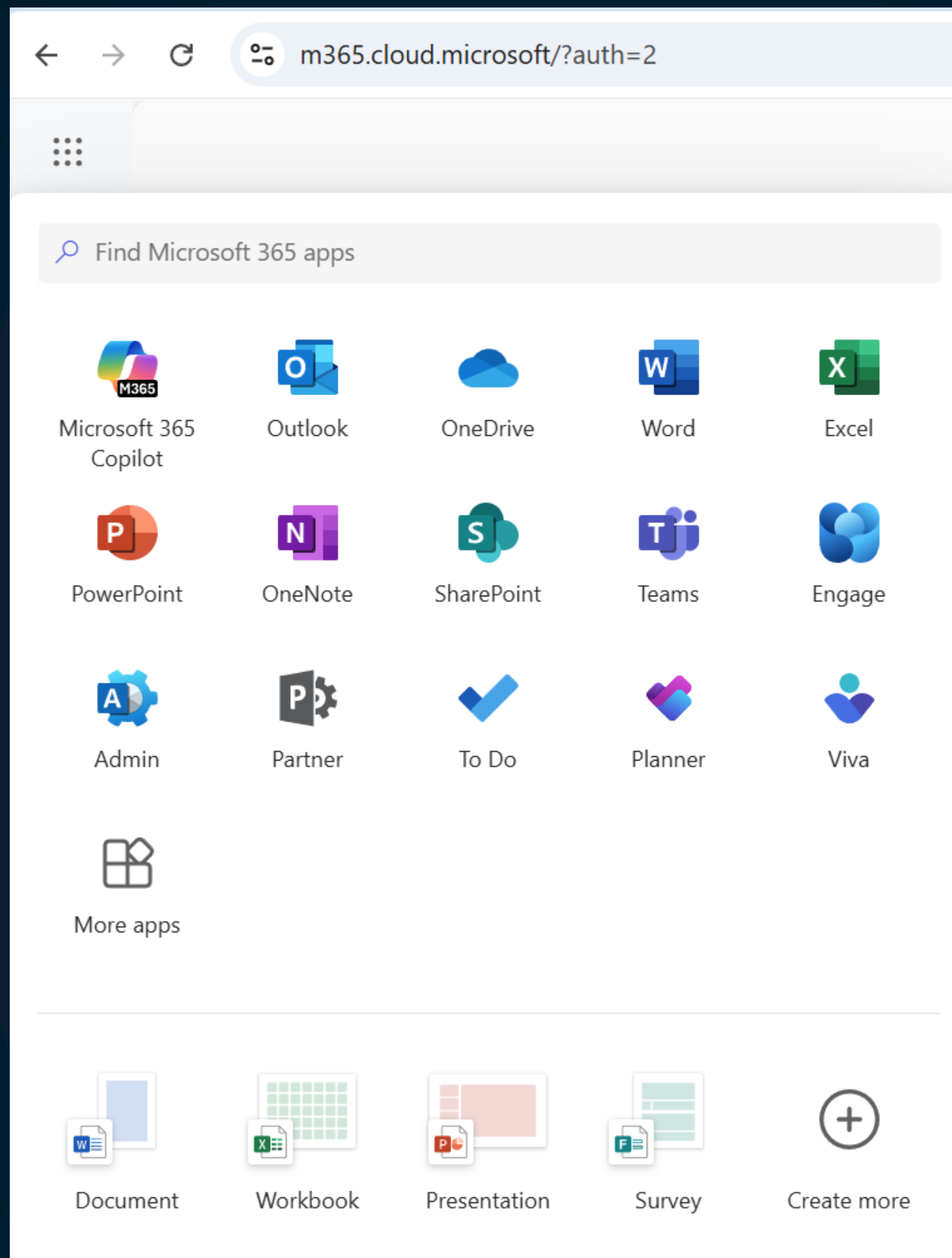

Cookie Editor - Import Cookies

☐ Show Advanced

Json

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Common misconceptions
about IT & Cybersecurity

I trust my employees

My employees are smart

Our business is too small



RECAP

- **Takeaway #1**

The danger is real

- **Takeaway #2**

Prioritize Security. Set time to evaluate your security posture and identify where your gaps are

- **Takeaway #3**

It's a journey and not a quick fix

Thank You

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