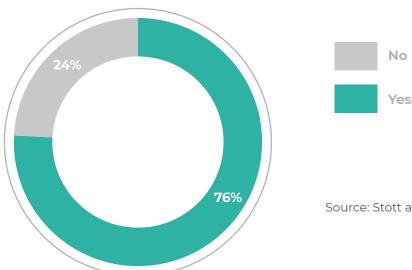


Cyber Security Practice Overview

Are you taking the risk out of talent acquisition?

Cyber risk has well and truly escalated to the point of being a board level issue due to its clear and present threat to the operational and financial wellbeing of organizations. Calls from industry analysts to outline how businesses intend to prevent, detect, respond and recover from cyber security threats within the annual reporting process draws a sharp focus on the requirement for a clear strategy. But a robust cyber security strategy fundamentally hinges on hiring the right people resources from the CISO through to the Security Operations Center. With 76% of security leaders reporting a lack of skills within their organization there is a clear gap that needs to be addressed.

The Cyber Security practice at Stott and May has had the privilege of partnering up with some of the most ambitious and innovative cyber teams in the world in their search for cutting edge talent. We have a thirst for offering the most compelling opportunities to the industry elite. Our leadership position in the space is a consequence of our deep expertise across the niches and nuances of sourcing the hardest to reach skills in identity management, information security, application security and network and cloud security. We exist to provide your business with options along with the insight to create complete confidence that you have hired the best talent in this fiercely competitive market.



Do you believe there is a shortage of cyber security skills in your company?

Source: Stott and May Cyber Security in Focus 2019

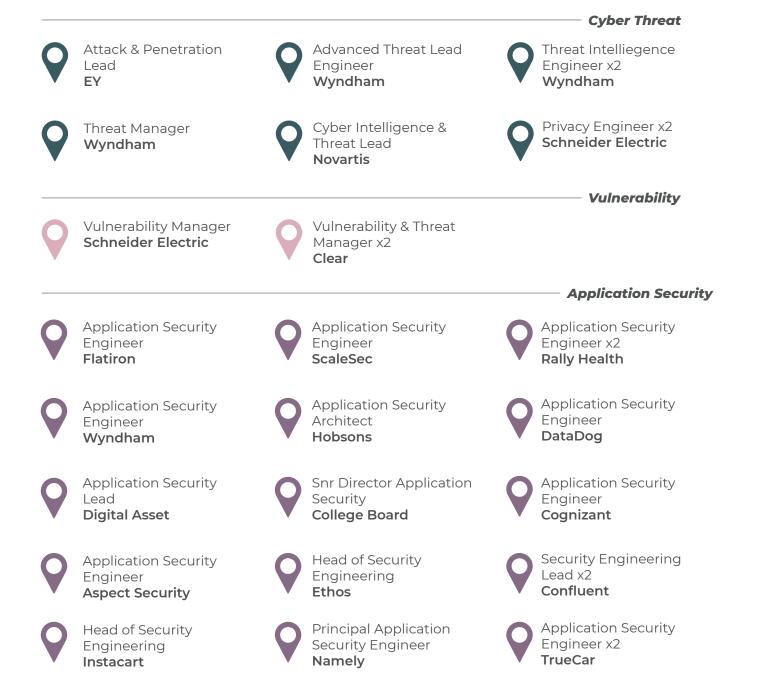
How will you know when you need us?

- 1. You are not seeing results from working with non-specialist recruiters.
- 2. You need to think more creatively about plugging the security skills gap in your organization.
- 3. You are losing out on security talent due to not understanding current salary benchmarks.
- 4. You want to train internal talent acquisition teams on cyber security recruitment best practices.
- 5. You need a partner that understands your security strategy and can scale talent acquisition.
- 6. You are making a strategic senior leadership hire in security and need complete confidence in your approach.



Recently completed assignments

We engage in a range of assignments on behalf of end-user organizations, vendors and systems integrators. To give you a sense of our capability here are just a few of the roles we have recently filled:



Where market understanding meets ability to execute

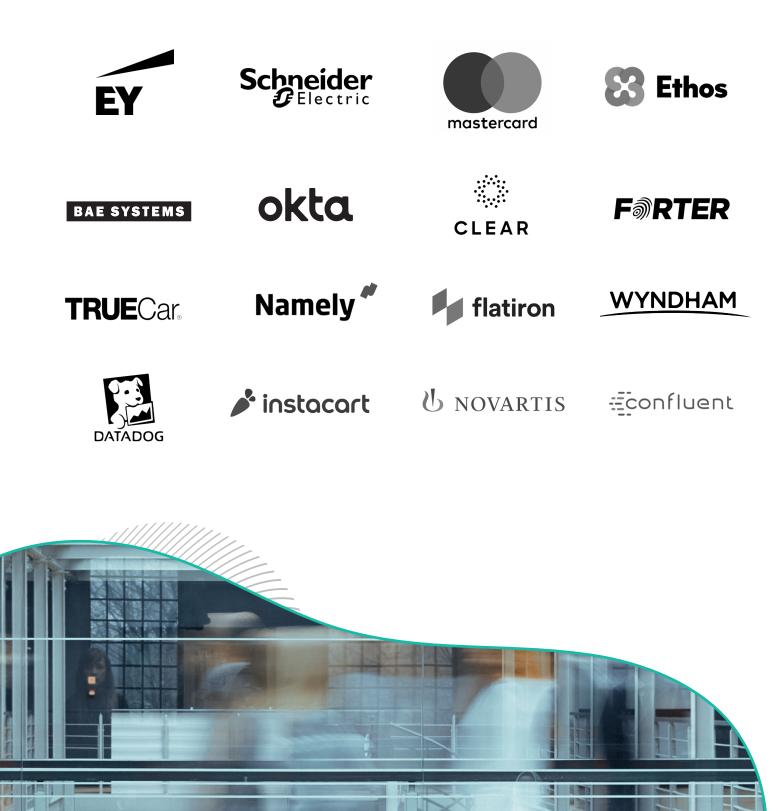
At Stott and May we don't see cyber security as a niche. We are specialists in the niches within niche areas of security allowing us to understand your strategy and source the best possible solution – regardless of how granular your requirements are.

"With predictions estimating that the global cyber security workforce will have 1 to 2 million roles unfilled by the year 2019, it's time to start thinking proactively about how to find and compete for talent in the space. We help accelerate our client's talent acquisition processes by working collaboratively with HR teams, enabling them to leverage the power of professional search. Our approach offers a tiered and targeted attack, mapping out the market whilst providing a comprehensive range of insight from salary benchmarks through to the organization charts of your closest competitors. Our established and scalable search processes offer clients complete confidence and predictability of result. We work to fixed timeframes with pre-agreed SLA's to ensure you get to the hard to reach talent first."



Stuart Mitchell Head of Cyber Security Stott and May

Proud to be trusted by



"I have known Stott and May for many years and they helped me in recruiting the right talent. They have a deep knowledge of the security market, as well as being embedded in the industry. **They always clearly** understood the specific requirements for the different roles they were searching for."

Director of Security BlueCoat

About Stott and May

Founded in 2009 Stott and May are a professional search firm with a passion for helping leaders achieve complete confidence that they have hired the right talent, first time in fiercely competitive markets. We believe you should never have to make the choice between quality of candidate and time to hire.

As a result, our business has been founded on the principle of offering a premier standard of search service delivered in vastly accelerated timescales, that our competition simply cannot match. Because after all this is about more than just recruitment, it's about turning your business vision into reality.

