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The logo for WSJ PRO, with "WSJ" in white and "PRO" in white on a gold background, all on a dark blue square.

## CYBERSECURITY

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### RSA Wraps Up: 'Times Are Tough'

*By James Rundle*

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**Good day.** The final day of the **RSA Conference** was, fittingly, all about the cybersecurity industry itself.

The general unease in the economy has hung heavily over this year's gathering. Longtime attendees said it has manifested in strange ways.

"This is the first RSA I've been to where there's not a major conflict between a group of vendors," said **John Visneski, chief information security officer at Amazon.com Inc.'s MGM Studios**. "I think there's a shared understanding that times are tough."

Cybersecurity providers have [retrenched in recent months](#), instituting layoffs and cutbacks amid fears of a possible recession. A long-expected period of consolidation has started, prompted by the macroeconomic environment and a bloated cyber industry.

**John Masserini, a senior research analyst at TAG Cyber**, said his company monitors more than 4,800 vendors. "It's overly saturated. In every vertical we track, there are three, maybe four leaders, and 10, 15 to 20

wannabes, it's ripe for consolidation," he said.

Market instability is reshaping how security chiefs decide which products they use. Mr. Visneski, for instance, said he is probably less likely to take a chance on a new vendor than he might have been a few years ago.

Smart tech providers will likely use this time to examine their offerings, said **Lucia Milică Stacy, global resident CISO at security firm Proofpoint Inc.**, rather than jumping to chase the latest trends in technology.

"We need to pause and take a step back. To stop being reactive, and go back to the basics such as vulnerability management, asset management and configuration management," she said. "Nobody's got that down to a science."

**More news below.**

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Interview: CISA's Eric Goldstein on Bridging  
Public-Private Cyber Gaps

Eric Goldstein, executive assistant director for cybersecurity, at the U.S. **Cybersecurity and Infrastructure Security Agency**, discusses the challenge of building cyber partnerships between the government and the private sector, where mistakes have been made, and the agency's work on important legislation such as incident-reporting rules due out in 2024.

**Q: WSJ Pro: What should companies understand about the guidance CISA publishes?**

**A:** What we're focusing on strategically is this concept that we need to drive in two directions: We need to make it dramatically easier for what we call target-rich, resource-poor organizations to adopt a very small number of security measures that reduce the most risk.

**Q: Companies often complain that public-private partnerships feel one-way, with the private sector receiving little back from the government. How are you addressing this?**

**A:** If there's one thing the government showed in the context of the Russian invasion of Ukraine, it's that we moved extraordinarily quickly. We declassified information in hours or days that would previously have taken months, or never. So, I think we are getting better at that.

*[Read our full interview.](#)*

**Catch more of this week's RSA coverage:**

- [AI's Effects on Cybersecurity Concern U.S. Officials](#)
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  - [U.S. Sent Teams into Foreign Networks to Hunt SolarWinds, Microsoft Hackers](#)
  - [Google Debuts Cybersecurity-Focused AI System](#)
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The WSJ Pro Cybersecurity Forum on May 31 will feature leading practitioners, including **Rob Duhart, deputy CISO at Walmart; Gene Sun, global CISO at FedEx; Gatha Sadhir, global CISO at Carnival Corp.; and Michael Montoya, CISO at Equinix.**

[Join conversations on topical issues by registering here.](#)

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## Aftermath



Thomas R. Lechleiter/The Wall Street Journal

**Fourteen months after a cyberattack**, logistics firm **Expeditors International** is still dealing with the fallout, battling longtime customer **iRobot Corp.** in court over delays and lost business. The attack has cost Expeditors \$47 million in charges for prolonged use of shipping containers, plus \$18 million for tech products and services and claims related to shipping problems. [Read our full story.](#)

# 30%

Payment increase some cybersecurity vendors want to renew contracts, said Thomas Phelps, executive chair of the nonprofit IT executive leadership group **Innovate@UCLA**.

*Read more:* [Ballooning Software Prices Complicate Tech-Spending Calculus](#)

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## Supply Chains Have Changed Forever

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*Nearshoring. Automation. Supplier diversification. Sustainability. WSJ Pro looks at how companies are reshaping their logistics.*



[Here's How Supply Chains Are Being Reshaped for a New Era of Global Trade.](#) Companies are adapting their operations to changing market pressures and geopolitics.



[The Shift to Nearshoring Brings Production Hurdles Closer to Home.](#) Moving facilities to locations near the U.S. raises questions over costs, suppliers and logistics, companies say.



[Truck Drivers Bear Big Burden on Data Collection. Some Companies Want to Change That.](#) Estes Express Lines is looking to automate more data collection and streamline data sharing to reduce the burden on truckers to track goods.



[Climate-Disclosure Rules Are Coming. Here's How Firms Are Adapting Their Supply Chains.](#) Corporate efforts to prepare for Scope 3 requirements often involve partnerships.

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## About Us

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