



Driving Compliance and Risk Management Through Expert vCISO Services

Company: Community Bank

Location: New York

Industry: Banking, Finance

Company Size: 200 Employees

Managed Service Client Since: 2023

Background

Our partnership began in 2022 with a strategic Azure server migration, which included enterprise networking, data center modernization, and enhanced network security. This initiative has continued through 2025, ensuring a robust and scalable infrastructure. Building on this success, the organization became a Managed Services customer in June 2023, leveraging our comprehensive support model to optimize operations and security posture. Most recently, we provided a Virtual CISO (vCISO) service to maintain leadership continuity and strengthen their cybersecurity strategy.

Business Challenge

As a regulated financial institution, the organization requires continuous Governance, Risk, and Compliance oversight to meet stringent standards. A sudden cybersecurity leadership gap created a significant business challenge, including increased regulatory risk, delayed security initiatives, and uncertainty in strategic decision-making. These issues threatened operational stability and compliance posture, making immediate, expert intervention essential to maintain governance continuity.

Financial Challenge

Chief Information Security Officers in financial services hold some of the most competitive compensation packages across all industries. This is driven by the sector's high-risk profile, stringent regulatory requirements, and constant exposure to evolving cyber threats. Attracting and retaining top talent is challenging, making solutions critical when leadership gaps occur.

The Solution

Focus provided vCISO services to the organization to assess, operate, and remediate security and compliance gaps. Acting as a trusted advisor, we delivered strategic leadership and guided them through ongoing security assessments and improvement initiatives. Additionally, we facilitated collaborative sessions with key stakeholders to advance policy development and strengthen governance practices. Focus established a baseline security assessment aligned with ISO 27001 Annex A and GLBA, identifying gaps, risks, and areas of non-compliance. We delivered a prioritized remediation roadmap with clear timelines and ownership, supported implementation of security controls and policies, and positioned the organization for future audits, regulatory examinations, and certifications through strengthened governance and compliance practices.

The Outcome

The engagement delivered measurable outcomes by ensuring governance continuity and reducing risk exposure. Focus provided vCISO leadership with deep industry expertise, enabling strategic oversight and informed decision-making. This solution effectively addressed the challenge of high-cost, hard-to-fill CISO roles in a highly regulated, risk-intensive environment, while accelerating compliance initiatives and strengthening the organization's security posture.

Why Focus Technology?

Focus Technology delivers cost-effective managed services backed by deep expertise in Banking and Financial Services. Our team proactively monitors critical systems, prevents issues, and ensures peak productivity for your organization. Contact us today at **(617) 303-0480** or **marketing@focustsi.com** for a no-obligation consultation and discover how Focus can add measurable value to your business.