

TERMS OF REFERENCE

CYBERSECURITY MANAGEMENT 101 - HANDBOOK

BACKGROUND

Business Ireland Kenya (BIK) is a business association that promotes trade and investment between Ireland and Kenya. BIK provides a platform for networking and sharing of information on the business environment in Kenya and Ireland, including local context, opportunities, challenges, lessons learnt and interpretation of evolving statutory and regulatory environments.

CONTEXT

In today's world, billions of devices are connected to the Internet and all those devices have sensitive data on them, cybersecurity has become as essential as locking the office door when you leave at night. As a digital age, every business is in the cybersecurity business, companies that have an awareness and understanding of cyber threats and incorporate cybersecurity into their core strategy are in the best position to defend themselves. Out of 12 risks, East Africa CEOs rank emerging technologies/ disruptive technology risk, supply chain and cyber security as the top risks threatening their growth¹.

According to Verizon's Data Breach Investigations Report (2021)², data from 29,307 incidents highlighted that a total of 5,258 confirmed data breaches occurred in 16 different industries and four world regions with 86% of those being financially motivated; this indicates a sharp rise from the 3,950 confirmed breaches (out of 32,002 incidents) from the 2020 DBIR. Global statistics from Cybersecurity Ventures³ estimates that global cybercrime costs will grow by 15% year over year for the next five years reaching \$105 trillion USD annually by 2025 representing massive risk exposure. Due to the COVID-19 pandemic and a need for businesses to pivot operations and accommodate digital innovation, research also shows upward trends in cybercrime - phishing has been identified as the most common attack performed by cybercriminals, remote work has led to an 188% increase in cloud security incidents and increased digital usage traffic has contributed to an increased cyber fraud and ransomware attacks.

A 2021 Cybersecurity Report from Liquid Intelligent Technologies⁴ indicates a mix of challenges in the African context, this is highlighted through a rise in sophisticated cybercriminals, increase in internet users influenced by easy access to mobile handsets, economic environment that encourages digital innovation exacerbated by inadequate cyber laws and regulations to effectively combat cybercrime in the region. Weak security systems are estimated to cost the continent \$4 Billion USD a year with most pressing threats identified as Email related attacks, data breaches, malware attacks, web based threats, shadow IT and identity theft. Mirroring global trends, remote work brought on by the COVID-19 pandemic has had an adverse effect on cybersecurity with 78% of companies surveyed confirming that they had experienced an uptick in threats on 2021 largely associated with use of cloud based applications, services and storage.

PURPOSE

BIK is seeking the services of a cybersecurity consultant/company to create a well-researched, user friendly cybersecurity handbook (in digital and hardcopy format) for use by BIK members. The handbook will act as a summary resource on cybersecurity management within a business context in Kenya.

a) Overview of handbook

As an overview, we expect the handbook to share insight on, but not limited to, topics outlined below: -

Introduction to cybersecurity:

- Scope, trends, data, and overview of cybersecurity management and risks.
- Global best practice and standards relating to cybersecurity management.

Principles of cybersecurity for business:

¹ 2021 KPMG CEO EAST AFRICA SURVEY OUTLOOK

² VERIZON DBIR 2021

³ CYBERSECURITY VENTURES HACKERPOCALYPSE CYBERCRIME REPORT

⁴ LIQUID INTELLIGENT TECHNOLOGIES - THE EVOLVING CYBER SECURITY THREAT IN AFRICA REPORT 2021

- Key terminology and process flow
- The Importance of foundational information security principles - Confidentiality, Integrity, and Availability (CIA) Triad
- Identifying common cybersecurity risks and known threats and emerging trends

Implementing an organizational cybersecurity strategy:

- Developing a step-by-step guide to support Executives and business owners to transition from traditional security management to a data security to manage cybersecurity risks.
- Formulating strategies to support Executives and business owners to identify the key risk indicators, trends in data risks, types of incidents and the importance of embedding data management across all business functions.

Responding to and recovering from cybersecurity incidents

- Response and recovery protocols.

Resources for SMEs

- A glossary containing relevant contacts, companies, websites and learning resources for executives and business Owners

b) Qualifications of the consultant:

- Proven experience in the cybersecurity sector with outlined success projects.
- Deep understanding of doing business in Kenya and the wider East Africa region including experience consulting for varying industries/sectors
- Proven experience in the design and implementation of data security strategy for SMES in Kenya
- Deep understanding of doing business in Kenya and the wider macro business environment
- Excellent communicator with excellence report writing and presentation skills.

FEEDBACK AND DEADLINE

Please submit a detailed proposal that indicates clearly your profile, expertise, previous work with at least two referees and how you would create a detailed cybersecurity handbook with an outline on topics, process within the given timeline. Submissions should be sent in **by COB on Monday 9th May to Ms. Joy Gitaka – Coordinator at BIK, via info@businessireland.co.ke**

AWARDING OF THE CONTRACT

- Budget – KES300,000 (Inclusive of WHT & VAT)
- Timeline –

ITEM	DATE
Submissions	Monday, 9th May
Contract awarding	Friday, 13th May
Draft report	Friday, 27th May
Review	Friday, 3rd June
Final report	Friday, 17th June
Presentation of final report to Membership	Friday, 24th June

The Award Criteria will be based on proven credibility and experience and will be awarded on Friday, 13th May before COB.

- ENDS -