

## Wave 11 Final Results: Paying for Security Projects

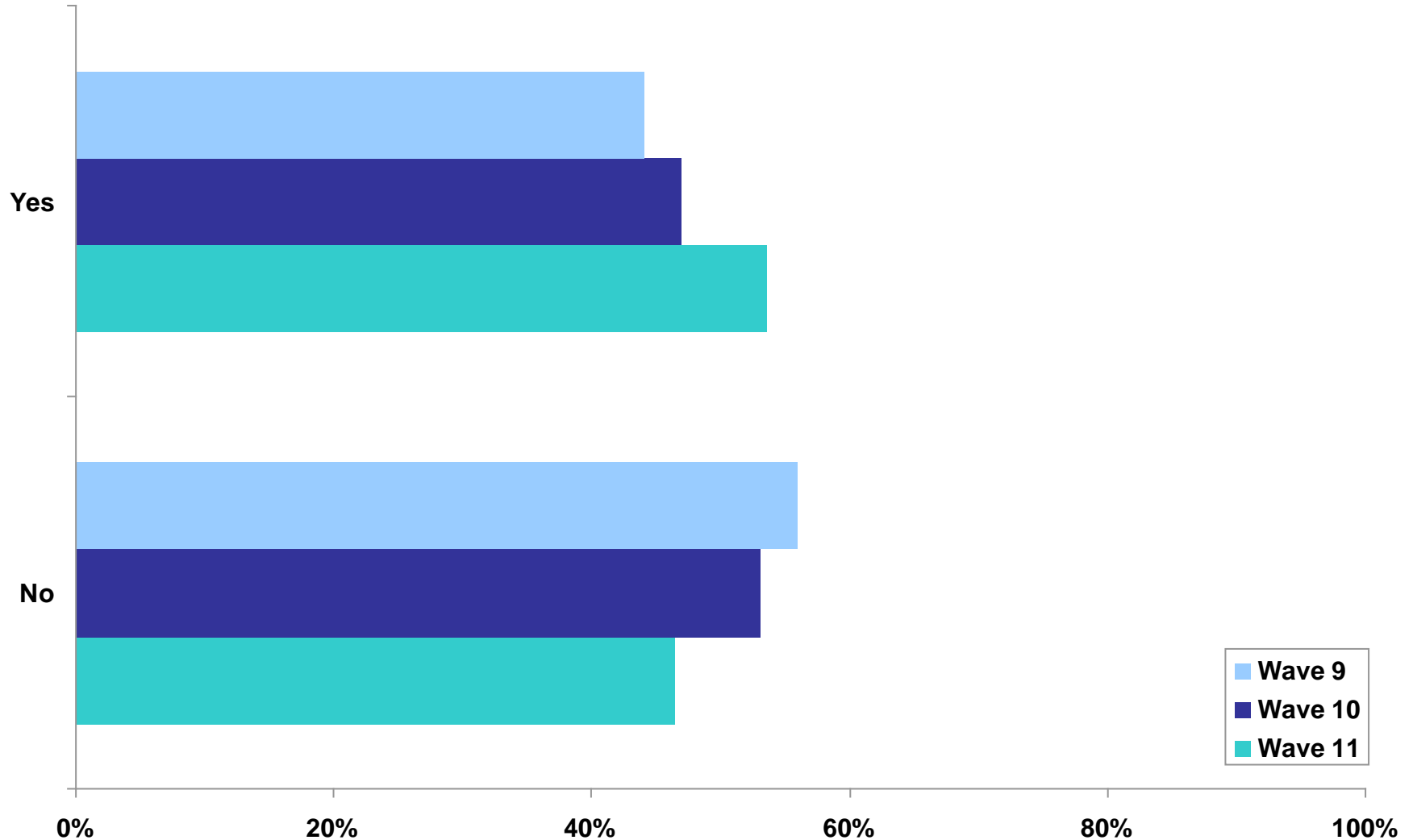
In our Wave 11 Information Security Study final results, we noted that compliance has become more ingrained into the culture of the enterprises participating in the study. We know this by looking at things like the funded project list and pain points. What was somewhat unexpected was the continuing rise in the number of organizations citing using compliance initiatives as a way of funding security implementations. Looking further into the results for Wave 11, we noted:

- While in Wave 10 a minority of organizations cited using compliance initiatives to fund security programs, that swung to a majority in Wave 11, amounting to 53% of respondents.
- This continues a trend going back prior to Wave 9 having increased more than 30% since Wave 9, indicating a move toward using compliance as a positive element of business justifications for security initiatives.
- At the same time, a majority of organizations responding to questions about compliance budgets indicated that they were receiving no budget relief in order to meet compliance requirements.

It is clear that compliance requirements must be addressed and are often used as part of making the business case for security improvements. No longer are security solutions intended to be the obscure or hidden expenditures they have been in the past.

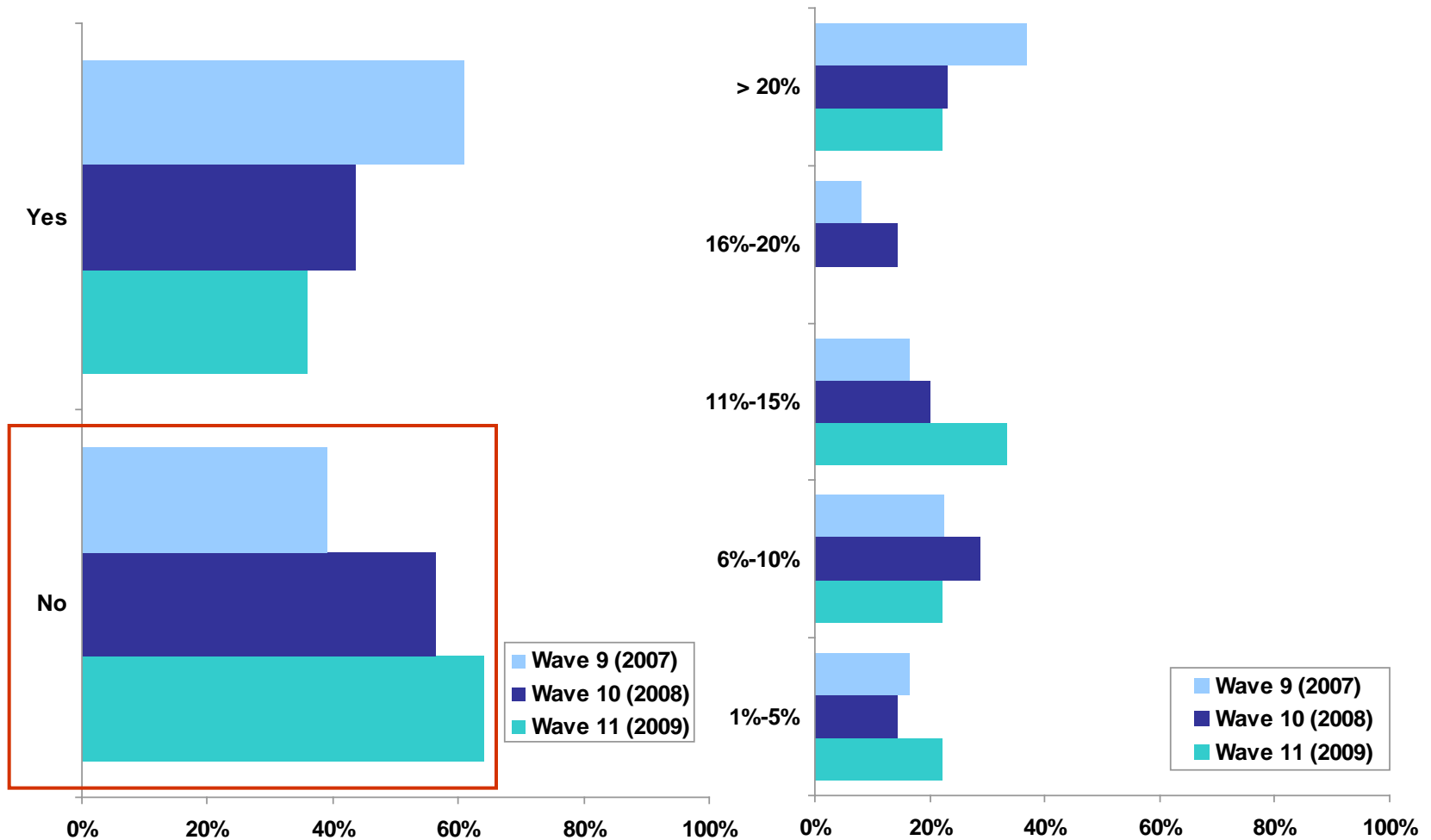
# Chart 1: Compliance Budgets Paying for Information Security Solutions

Are regulatory or legal compliance projects paying for your information security solutions?



# Chart 2: Compliance Budget Increases

Has your budget for compliance increased to address regulatory or legal compliance requirements?  
If yes, by what percentage?



# THE INFO PRO

*The Voice of the Customer*



This presentation contains confidential information which is the property of TheInfoPro and is given to the recipient pursuant to a confidential relationship between the recipient and TheInfoPro, Inc. Such information shall not be copied, disclosed to others, or used for any purpose other than that for which is given, without the written permission of TheInfoPro, Inc.

TheInfoPro™ and logo are registered trade marks and property of TheInfoPro, Inc.

© 2009 TheInfoPro, Inc. All Rights Reserved.

108 W. 39<sup>th</sup> Street, 16<sup>th</sup> Floor, New York, NY 10018

**P** > 212.672.0010   **F** > 212.688.6598   **E** > [Info@TheInfoPro.com](mailto:Info@TheInfoPro.com)

[www.TheInfoPro.com](http://www.TheInfoPro.com)