



#10

Richard Seiersen

Chief Risk Technology Officer

Qualys

Employer 2026 program confirms role; equivalent-executive fit requires ISA decision. [Current-role source](#)

Public business email: rseiersen@qualys.com | **Office:** not verified

Public contact source. Still publicly published; delivery and mailbox ownership not tested. [Source: blog.qualys.com](https://blog.qualys.com)

[LinkedIn profile](#) | [Named professional biography / public route](#)

Work base: San Francisco, California. **Public self-reported profile location; actual work/travel arrangements unconfirmed.**

Recommendation and rationale

First-group qualification. Documented federal advisory-board presentation on risk economics; confirm comparable-executive membership fit.

Research rank #10 - Priority qualification. Final research recommendation for this pass; ISA selection and outreach approval pending.

ISA engagement: Publicly shared the 2023 ISA/NACD Director's Handbook and noted growing interest in cyber economics. This supports familiarity with ISA's work; following ISA or Larry, or being connected to Larry, remains unverified. [LinkedIn post](#)

Company capacity and proposed benefit

FY2025 revenue \$669.1m; 2,625 employees at December 31, 2025 in Form 10-K. [Source: www.qualys.com](https://www.qualys.com)

Proposed company benefit: Clearer communication of risk decisions through a vendor-neutral example; commercial return is not assumed.

Proposed executive benefit: A forum to validate monetary-risk methods with directors, finance leaders and practitioners.

What This Recruit Could Add to ISA

Work through a monetary loss scenario with uncertainty, mitigation cost and remaining exposure. [Source: www.fastcompany.com](https://www.fastcompany.com)

Handbook connection: Tool K 66-68. Proposed output and benefits require agreement. [Source: www.nacdonline.org](https://www.nacdonline.org)

Introduction and next decision

No named introducer established. ISA to designate an approved contact route; no private relationship inferred.

ISA to reconcile account status and route; then validate current remit, contribution, corporate payer and participation directly.

Policy history and board-selection fit

Policy evidence gap: Reviewed commentary supports an operating or governance perspective, but attributable testimony, formal policy input or a government advisory role has not been verified in this pass.

November 6-7, 2024 - NIST ISPAB meeting minutes - November 6-7, 2024. NIST-hosted ISPAB minutes record his argument for financial risk measurement and demonstrable risk reduction, with executive and finance collaboration. [Source: csrc.nist.gov](https://csrc.nist.gov)

Guest presenter, not evidence of ISPAB membership. Only Seiersen-attributed remarks used; reported case results are not independently audited.

March 2024 - Bits, Bytes, and Loyalty: cybersecurity workforce development and retention. Richard Seiersen is credited in the Aspen U.S. Cyber Workforce and Education Coalition contributor list on printed page 4. The report addresses professional development and retention. [Source: www.aspendigital.org](https://www.aspendigital.org)

Contribution to a collective output is verified. Specific recommendations cannot be assigned solely to this person; not counted as an additional individual-commentary sighting.

Benchmark: ISA recommendations, current ISA board practitioner profile, operating authority, company capacity, attributable policy work, concrete contribution, and portfolio balance. Corporate directorship alone does not determine priority.

Qualification status and ownership

Requirement	Evidence and remaining confirmation
Current role	Public role support; recheck directly before contact; direct confirmation pending.
ISA membership	Unknown current company/account and designated-representative status. Public board absence does not establish nonmembership.
Eligibility	Conditional representative fit. ISA acceptance and employer designation pending.
Board feedback / introducer	No named introducer established. Introduction completion: not confirmed.
Corporate sponsorship	Published annual dues \$75,000; corporate payer, budget approver and written authorization not confirmed.
Executive interest	Not directly confirmed. Published interest in cyber topics is not membership interest.
Time / participation	Four meetings yearly, including two in Washington, DC and two virtual, plus agreed preparation. Availability, travel and term commitment not confirmed.
ISA output and benefits	Person-specific hypotheses documented; prospect and employer acceptance not confirmed.
Portfolio	Industry/expertise rationale assessed. Work base and DC access require direct confirmation.

[ISA public board / meeting baseline](#) | [Bylaws](#) | [Published sponsorship](#)

1631 owns researched case and source accuracy; ISA owns current membership/eligibility/introducer decision; employer/prospect must confirm funding, interest, availability and proposed output.

Image and contact provenance

Portrait: Name-matched image on named public biography. Source: www.qualys.com

Company mark: Exact named source asset; manually selected Source: www.qualys.com

Attributable commentary and evidence ledger

10 / 10 substantive sightings recorded. Depth target met.

1. Here's what you stand to lose when managing risk - Fast Company

November 24, 2025 | Authored article [Source: www.fastcompany.com](https://www.fastcompany.com)

Reframes risk decisions around business loss and opportunity, with explicit uncertainty and choices about acceptable exposure.

Attribution / limitation: Public position; confirm current relevance and company sponsorship interest.

2. The future of cybersecurity isn't endless automation - Fast Company

August 7, 2026 | Authored article [Source: www.fastcompany.com](https://www.fastcompany.com)

Argues automation cannot choose business strategy or risk trade-offs; human judgment remains necessary to set priorities.

Attribution / limitation: Public position; confirm current relevance and company sponsorship interest.

3. Exclusive: Richard Seiersen discusses cybersecurity risk management

September 6, 2024 | Direct interview [Source: itbrief.com.au](https://itbrief.com.au)

Explains probabilistic monetary risk measurement as a way to allocate limited resources to business priorities.

Attribution / limitation: Public position; confirm current relevance and company sponsorship interest.

4. Cyberrisk quantification and how to measure it [Q&A] - BetaNews

October 18, 2024 | Direct Q&A [Source: betanews.com](https://betanews.com)

Explains cyberrisk quantification and measurement as decision support that makes uncertainty explicit rather than treating qualitative ratings as precise losses.

Attribution / limitation: Public position; confirm current relevance and company sponsorship interest.

5. ROCon 25: Richard Seiersen on 'Risk Yoga,' AI, and the Future of Cybersecurity - Techstrong TV | Techstrong.tv

2025 | Conference interview with transcript [Source: www.techstrong.tv](https://www.techstrong.tv)

Connects a risk operations center to business-aligned prioritization across fragmented tools and controls.

Attribution / limitation: Vendor conference context; proposed model, not independently validated outcomes.

6. Episode 270: How to Measure and Communicate What Matters in Cybersecurity Risk

July 31, 2024 | Original podcast with speaker-labeled, timestamped transcript [Source: kbi.media](https://kbi.media)

Prioritizes plausible business losses rather than securing everything. Connects control investment and insurance to residual risk and capital efficiency.

Attribution / limitation: Transcript reviewed at 01:37-08:25; speaker turns distinguish Seiersen from the interviewer. The YouTube copy is the same interview and counts once.

[Original recording / YouTube - same source, counted once](#)

7. Q&A: A risk-based approach to banking security with Qualys

July 29, 2025 | Original industry-publication interview with attributed answers [Source: www.bobsguide.com](https://www.bobsguide.com)

Links excessive trust to financial loss, favors controls addressing material hazards, and calls for constraints on human and AI agents.

Attribution / limitation: Written interview reviewed. Vendor-affiliated views, not independently validated product performance.

8. A coffee with Richard Seiersen, Chief Risk Technology Officer, Qualys

October 16, 2024 | Original written industry-publication Q&A [Source: techinformed.com](https://techinformed.com)

Advocates empirical measurement, relevant controls and transfer of remaining risk; describes incorporating security information into insurance assessment.

Attribution / limitation: Written answers reviewed. Insurance and product examples describe his perspective; historical affiliations remain historical.

9. What Security Leaders Can Learn About Decision-Making

August 24, 2016 | Interviewer-published long-form Q&A [Source: bishopfox.com](https://bishopfox.com)

Uses uncertainty to guide decisions, combines limited data with expert judgment, and stops gathering information when its cost exceeds decision value.

Attribution / limitation: Historical GE Healthcare interview. The linked Dark Reading extract is the same underlying conversation and is not counted separately.

10. Cybersecurity Must De-Risk the Business

January 29, 2024 | Self-authored employer article [Source: blog.qualys.com](https://blog.qualys.com)

Organizes cybersecurity around measuring risk, communicating business value and reducing exposure with minimal operating disruption.

Attribution / limitation: Qualys product context; proposed principles are not proof of measured outcomes. Authorship and public business email are explicitly published.

Prior ISA webinar engagement - supplied roster

Matched in ISA Webinar Attendees.xlsx, attendees.csv, row 118. Exact LinkedIn URL and supplied name/title reviewed; categorized FINAL v3 and v5 corroborate the row.

Supplied title: Chief Risk Technology Officer

Supplied organization: Qualys. Registration does not establish current ISA membership, sponsorship interest or event attendance.

Individual webinar dates, repeat registrations, attendance and questions are not included in this source. Not counted toward ten substantive sightings.