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Formats

Keynotes, conference sessions, workshops, fireside chats and debates, at conferences and at corporate and private events.

Recent stages

Keynote at SiRAcon '26, a workshop at DEF CON 34, the FAIR Institute seminar at RSAC 2026, FAIRCON25 and Qualys ROCon Americas 2025.

Photos, recordings and past talks

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Short bio

Tony Martin-Vegue has worked in security and risk for more than 25 years. He built the cyber risk quantification program at Netflix, wrote *From Heatmaps to Histograms* (Apress, 2026) and started CRQ Bootcamp, which teaches risk quantification in live classes. Through his firm, 95 Risk Advisory, he helps companies build programs of their own.

Long bio

Tony Martin-Vegue has worked in security and risk for more than 25 years. He spent six years at Netflix, where he built and led the company's cyber risk quantification program, and in 2025 he founded 95 Risk Advisory to help other companies build their own. Recent clients include some of the biggest companies in AI and finance.

He wrote *From Heatmaps to Histograms: A Practical Guide to Cyber Risk Quantification* (Apress, 2026), a book for anyone who wants to start measuring cyber risk in dollars. He also started CRQ Bootcamp, where he and Apolonio Garcia teach the book's methods in live classes. He chairs the FAIR Institute's San Francisco chapter, and the Institute gave him its FAIR Ambassador Award in 2020. He's an Executive Fellow at the Cyentia Institute and a contributor to the 2026 Verizon Data Breach Investigations Report.

He has spoken at RSA Conference, DEF CON, FAIRcon and SiRAcon, and at several BSides and ISACA conferences. He lives in the San Francisco Bay Area.

Topics

- *From Heatmaps to Histograms*, the signature keynote on why risk matrices fail and what to use instead
- Finding, vetting, and blending the data a risk analysis needs, even when you think you have none
- Running a first quantitative risk analysis with a spreadsheet and no statistics degree
- Talking about cyber risk with boards and executives in dollars
- Deciding how much security is enough, and what the budget is buying
- Measuring AI risk in dollars and probabilities
- Using generative AI in risk analysis, and where it still needs a human check
- Calibration, and how to get good estimates out of experts
- How bad statistics spread through the security industry, and how to grade a report
- Security metrics and KRIs that inform decisions
- The economics of ransomware
- Building a risk quantification program that lasts past its first year
- The six levers that change cyber risk, of which controls are only one