Business case: CyberSecure Workforce

Prepared for: _____ Organisation in South Africa Date: 13 November 2026

1. THE NEED

Most attacks on organisations start with a person, not a system: a fake invoice, a message that seems to come from a director, a login page that looks real. Technology alone cannot stop them. Staff who can recognise, stop and report these attempts are the most practical control we can add, and training records are evidence for audits and data-protection obligations.

2. THE PROPOSAL AND ITS COST

- Recommended: 25 staff, self-paced online, R22,500 in total (R900 per learner after the 10% volume discount, 12 months' access).
- Lower-risk start: a 10-learner pilot for R9,000, then a decision on rollout.
- Alternative: live online, in-house or hybrid delivery, priced by quote after a 20-minute call; the next live cohort is December 2026, with 8 places left.

3. EXPECTED OUTCOMES

- Fewer phishing and payment-fraud losses: Staff learn to stop and check fake invoices, urgent payment requests, changed bank details and look-alike login pages before money or data leaves the business.
- Faster reporting of incidents: Every employee knows what to report, how and to whom, so suspicious activity reaches your IT team in minutes, not days.
- Audit and data-protection readiness: Completion records and assessment results give you evidence of staff training for audits, the board and your obligations under the Protection of Personal Information Act (POPIA).

4. HOW WE WILL MEASURE IT

- Completion and assessment scores for every learner
- Number of suspicious emails and messages reported by staff
- Payment requests verified by call-back before payment

5. LEGAL AND REGULATORY CONTEXT

Organisations in South Africa that handle personal data have obligations under the Protection of Personal Information Act (POPIA), including keeping that data secure. Training staff to handle data responsibly is one practical organisational measure towards this, and completion records document it. This is awareness training, not legal advice.

6. RECOMMENDATION

Approve the pilot or the full group as set out in section 2, and nominate a contact to agree learners and measures with Paleon Training. Approved by: _____