10th Securing the Law Firm

19th September, 2018, London

SECURING THE LAW FIRM

Unique solutions for a unique industry

Law firms really are different, so how can cybersecurity be tailored to them?

http://www.securingthelawfirm.com/event/stlf

AKJ Associates

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Securing The Law Firm – the challenge of structure

Introduction

Most often claims of exceptionalism are excuses for poor performance or inaction. But in the case of the legal sector, the claims are true. Most large organisations, even those formed by multiple mergers and acquisitions, are essentially one structure, capable of centralising key functions and responsibilities, and with at least the theoretical ability to impose standardization across even a multi-national footprint. Even smaller companies tend to be formed in ways that can overcome the problems that individual silos or personalities can bring to central functions such as finance, compliance and security.

Most law firms do not fit neatly into these typical corporate structures. Many of the large, cross-border firms use structures such as Swiss vereins or UK CLGs, which essentially allow firms to grow through M&A without actually having to properly fuse the various firms under the umbrella. These remain, to a far larger extent than in any normal corporation, separate businesses.

Within these diffuse structures, and also at smaller firms, the firms are further siloed by a partnership model in which each business unit is controlled by individual partners, making a law firm an agglomerate of many smaller businesses all operating under one roof, each with a powerful head suspicious of the centre and its costs.

This model makes centralised decision-making next to impossible. It stands in the way of innovation and long-term investment. And it makes processes which require centralisation and standardisation, such as finance, marketing, HR, compliance, technology and cybersecurity a nightmare – if they can be implemented at all.

These structures will have to change. But in the meantime, how can law firms ensure that they comply with core regulations such as GDPR? How can they implement even the basics of cybersecurity hygiene? And how can they hope to hire and keep security talent?

Securing the Law Firm will cover these and other key subjects for its audience of professionals tasked with safeguarding digital assets and sensitive data. There will be real-life case studies, strategic talks and technical break-out sessions from security teams behind some of the world's most admired brands, who know, just like you, that security is now more important to business than ever.

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Securing The Law Firm – helping CISOs get the message across

Law firms need cybersecurity advice and solutions tailored to their unusual circumstances. But their leaders need help understanding not simply the risk issues; they need to accept the necessity to give power to centralising cost centres and to take it from business units.

This in turn means that solution providers need to help CISOs and other security professionals at law firms in getting these messages across internally in a way that the business will accept. So this edition of Securing the Law Firm will look at the core priorities, the most critical security needs, the core security messages and the ways in which a cybersecurity platform can be built in a decentralised firm.

Key Themes

Core data security infrastructure
- Identifying and valuing critical assets
- Protecting core data and processes – scalably and cost effectively
- Building (buying) a SOC
- The role of insurance

Enterprise mobility management
- Securing your biggest threat (and most useful tool)
- Defeating enterprise-class spyware
- Are your devices powering bots
- Defeating communication interception

Best practice network security
- IP Intelligence and other network monitoring processes
- Endpoint monitoring and security
- AI and network traffic analysis
- Penetration testing and maintaining security
- Using continuous monitoring technology effectively

Securing a cross-border digital infrastructure
- Creating consistent policies and processes
- Cross-border patch management
- Threat intelligence, monitoring, SIEM, analytics
- Encryption technologies that work for the business

Securing email and social media
- Phishing is still the primary attack vector, because it works. What works against it?
- Social media provides attack intel and is the perfect malware delivery system. How can employees protect themselves?
- How can companies protect honest employees against increasingly sophisticated attacks?
- Using positive social engineering to fight back

Understanding the Cloud: the devil is in the detail
- The benefits of security as a managed service, outsourced data management and outsourced endpoint security are widely touted.
- But what about the loss of control and visibility over IT?
- Are sensitive data and and access to it the new perimeter?

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Demonstrate your solutions

Law firms need your help ...

1 To satisfy their FI clients

Financial services companies are lawyers' biggest clients. They are highly regulated and need their suppliers to prove that they're secure. If they can't, they'll lose the business. **Which solutions are available, scalable and easy to implement?**

2 To build basic best practice

Law firms have begun the long journey to cybersecurity. But recent breaches force management and clients to act more quickly. Firms need to build a basic level of good security right now. **Show how your products can help firms achieve this.**

3 To build cross-border compliance

Cyber-security is going mandatory. Voluntary commercial codes are not enough. Regulators want companies to demonstrate true cyber-security as well as basic compliance. **How can you help with this?**

4 To secure diffuse networks

Law firms are cross-border but de-centralised. Legal transactions involve third-parties as firms become legal project managers as much as sole legal advisers. Securing the network and those who use it is a problem. **Can your products help?**

5 To build a security culture and retain cyber staff

Everyone needs to buy-in to cybersecurity from the top down. They need training and education. Law firms also need to prove that they value cyber security staff and give them the responsibility they need. Otherwise they leave. **Can you help?**

6 To outsource what they cannot do in-house

Many organisations cannot afford in-house SOCs or security teams big enough to counter cyber threats effectively. So what can they outsource and does outsourcing really solve the underlying risk problem? **What can you offer?**

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They are looking for solutions to help with…

Demonstrate your expertise

Client and rainmaker retention

Cybersecurity is a key client question: the wrong answer means lost business and lost dealmakers

For the first time ever, serious revenue generators at the biggest and most prestigious law firms are jumping ship. Some say it 's for the money – the old lockstep, partnership remuneration models are breaking down in favour of the rainmakers. But insiders say cybersecurity is also an issue: if you make money from selling your firm's services, and clients decline because your IT answers are unsatisfactory, you need to leave. Good security is now vital for business.

Regulation

Mandatory security is here: from clients as much as regulators

Law firms so far have managed to avoid specific regulation on their handling of confidential but non-personal data. A variety of different laws, regulators and voluntary codes cover some of the potential outcomes in certain sectors, such as finance and health, but the lack of clear, mandatory requirements has allowed law firms to postpone investment. This is short-sighted. The regulators are coming and clients are turning away from firms who neglect cybersecurity.

Vulnerability assessment

Taking security seriously

Vulnerability is a two-sided coin: first, companies need to understand their own capabilities, strengths and weaknesses; second, their own vulnerability is a function of their attractiveness as a target and the evolving capabilities of potential attackers. Have law firms properly audited their vulnerabilities? Do they have the resources to counter the threats? What are the solutions?

Mobile security

Securing the weakest links cost-effectively

Law firms depend upon mobile devices. Lawyers are keeping more and more data on their own devices. They are accessing central databases and CRM systems remotely. Cross-border legal transactions depend upon a continuous flow of sensitive documentation to numerous in-house, client and third-party personnel. Much of this traffic is migrating to mobile. How can it be secured?

Where market-leading solution providers know they will find buyers

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We deliver a focused selling opportunity

Specific, actionable and relevant information for time-constrained industry professionals

Securing the Law Firm

The perfect platform for solution providers to deliver tailored advice to the right audience

Focus

Target growth

Each event represents a targeted opportunity to address the needs of a specific community whose need for your solutions and services is growing.

Leads

Boost sales

Sponsors can tailor messages to the needs of an audience that shares similar concerns and challenges, looking for solutions now.

Choice

Meet commercial aims

We work with sponsors to ensure they meet their commercial aims. We offer a number of sponsorship options, each providing specific benefits.

Value

Showcase solutions

Our events provide sponsors with a unique platform to showcase solutions, as well as provide advice on how best to solve delegates' key challenges.

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Why do so many blue-chip vendors work with us? Real buyers ...

Where the real decision-makers allocate budgets

100%

The most senior cyber-security solution buyers

You will be surrounded by the most senior buying audience in the cyber-security market.

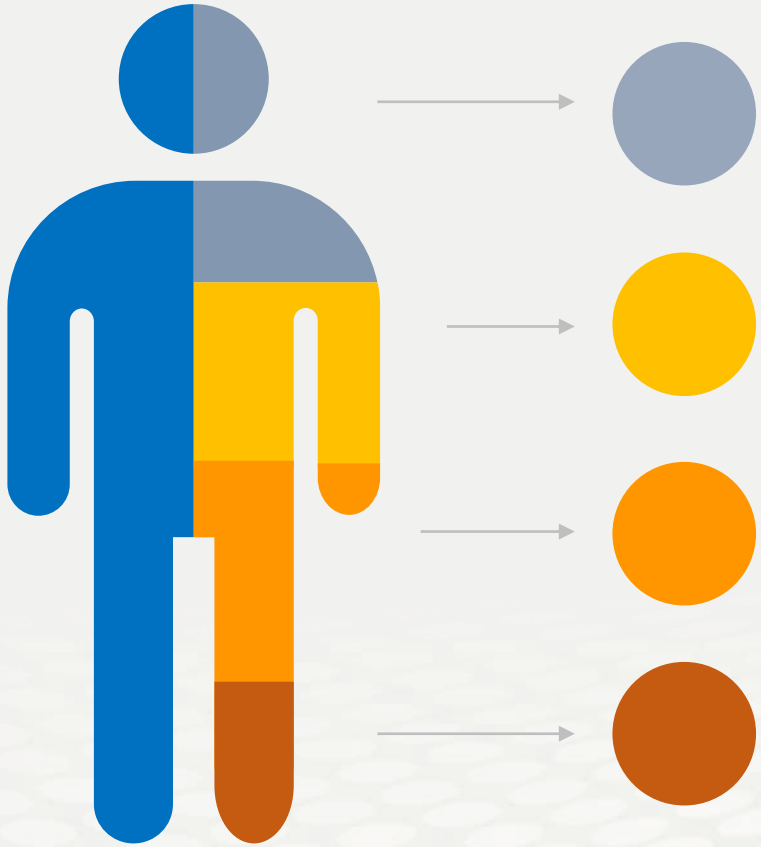
AKJ Associates has been building relationships with senior information risk and security professionals since 1999 and our cybersecurity community is the largest of its kind globally.

We know the senior executives who drive strategy from the top, we know the enterprise architects who often control the largest budgets and we know the IT Security Leads and Engineers who so often dictate the purchase process.

All of these job titles are attending Securing the Law Firm.

We understand that every vendor needs to sell more. That is the bottom line.

Getting in front of the right people at the right time always increases the lead generation and always increases profitable sales activity



Cyber-security

We have a 15-year track record of producing the events cyber-security professionals take seriously

Risk Management

We attract senior risk officers with responsibility for information risk assessment and mitigation

Fraud, Audit, Compliance

We provide the go-to events for fraud prevention and compliance owners at the world's key corporates

Data Protection & privacy

We are a key venue for decision-makers with budget and purchasing authority

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Why do so many blue-chip vendors work with us? Real benefits...

Where the top solution vendors get their message across

Talk to customers

Face-to-face interaction with the right buyers works! Our vendors tell us it does and they renew year after year

Build relationships

Relationships built from a personal meetings are stronger than those initiated by solely digital conversations

Save time

Meet dozens or hundreds of selected buyers in just one or two days – the value of a high quality event

Lead sourcing

We provide the best leads in the business. Each sponsor receives a delegate list.

Increase sales

All delegates are the right delegates. They have all been researched and confirmed as senior and with buying capacity

Get your message across

Delegates take all lunches and breaks are in the exhibition. So sponsors and exhibitors are always surrounded by qualified buyers

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Our testimonials speak for themselves: we have many more

What our sponsors say about us

TESSIAN

An impeccably organised event with all the right people, genuinely interested in learning about new solutions. AKJ events definitely give you the opportunity to leave a mark on your attendees.

KASPERSKY lab

AKJ events have yet to disappoint – from the massive number of attendees to our packed speaking sessions, this is one event we always look forward to!

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We found the event very productive, it was good to meet potential customers and gives a chance for decision makers to meet us and understand what we do and how we can help them with their security.

Ninety five percent of our exhibitors and sponsors work with us on a number of occasions each year.

Our sponsor renewal rate is unrivalled in the marketplace.

This is because our sponsors generate real business at our events every year