Securing the Law Firm: Special Session

23rd January, 2020, London

SECURING THE LAW FIRM SPECIAL SESSION

Priorities for cost-conscious CISOs

Given the rising price of effective cybersecurity, where should law firms focus their spend?

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AKJ Associates

Building the minimal viable security framework

Introduction

Law firm CISOs have no shortage of potential cybersecurity priorities. They can break the problem down into broad functional areas – discovery, investigation, containment, recovery.

They can guesstimate an 80:20 rule to prioritize particular technologies based on risk types – identity and access management, advanced perimeter defences or new endpoint protection technologies.

They can prioritise according to the current level and type of threats versus their vulnerabilities, including focusing on internal, human issues, rather than external actors.

They can build a process based on choices between on premises, cloud or fully outsourced, or based on their view of the best operational structures

They can base a cybersecurity methodology around key operational structures and platforms, making SOCs, SOARs, SIEMs their central focus.

They may decide that cost reduction should motivate their choices and so focus on technologies that remove people costs such as AI and automation.

Or they may take the pragmatic view, and simply start with the legally mandated level of reasonable cybersecurity, where one exists, and, failing that, simply ensure compliance with the relevant regulations (GDPR!).

The sheer number of ways it is possible to look at and break down the problem of cybersecurity, let alone hire the right talent and buy the right technologies, highlights the complexity of the problem. Add in questions about matching risks to overall spend, and so looking at risk appetite / tolerance, ROI and the senior management issues around these, and the problems multiply.

With most law firms now committed to implementing effective cybersecurity, how can CISOs decide what structures and solutions match their particular organisations best?

Given the complexity of international legal practices, do the normal rules of cybersecurity apply to these unusual firms?

And what lessons can legal CISOs learn from their colleagues in industries beyond the legal sector?

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.

Key Themes

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One size does not fit all

Law firms need cybersecurity advice and solutions tailored to their discrete circumstances. But this advice, and these solutions, also need to reflect the business realities they face and the concrete demands their clients are making today. So this edition of Securing the Law Firm will focus on:

Cyber risk identification, measurement and management

- Translating security vulnerabilities into realistic operational loss scenarios
- Combining risk, cybersecurity and audit for the full picture
- Communicating cyber risk to the business

Securing specialised systems

- Legacy database or document management systems are attractive targets: do CISOs get involved?
- What about cash handling, payment and risk management systems?
- Industrial, supply chain, logistics and manufacturing: identifying and securing embedded technologies.

The nature of nation state actors

- How can companies protect honest employees against increasingly sophisticated attacks?
- What are the most commonly used attack strategies and what are the best ways to defend against them?
- Is the state doing enough to provide secure national digital infrastructure?

Cost-effective compliance

- GDPR and other regulatory demands are expensive: how to reduce the cost?
- Cognitive, robotic process automation and AI solutions to compliance demands
- Outsourcing: from Cloud, to SaaS to virtual CISO – are off-premises solutions the answer?

AI: separating the hype from the reality

- AI attacks based on analysis of social media are the next threat. Solutions?
- What do vendors mean by “AI” and “machine learning” and what questions should CISOs be asking about these new products?
- AI for devops: finding the bugs before they escape

Getting the basics right

- Most big, public hacks show that without the fundamentals, no amount of money or innovative technology is the answer: why do firms still fail at the basics?
- Security in an outsourced IT environment: dealing with cost cutting and old-fashioned attitudes to IT
- The minimum viable cybersecurity process?

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Law firms also need your help …

Demonstrate your solutions

1 To satisfy their clients' need for proof

Law firms' clients are increasingly demanding proof that their key suppliers are implementing appropriate cybersecurity measures. But demonstrating this is difficult. **Which solutions are available, scalable and easy to implement?**

2 To build cyber resilience

Law firms have begun the long journey to cybersecurity. But recent breaches force management and clients to think harder about sustainability and resilience, as well as simply security. **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 train and retain key 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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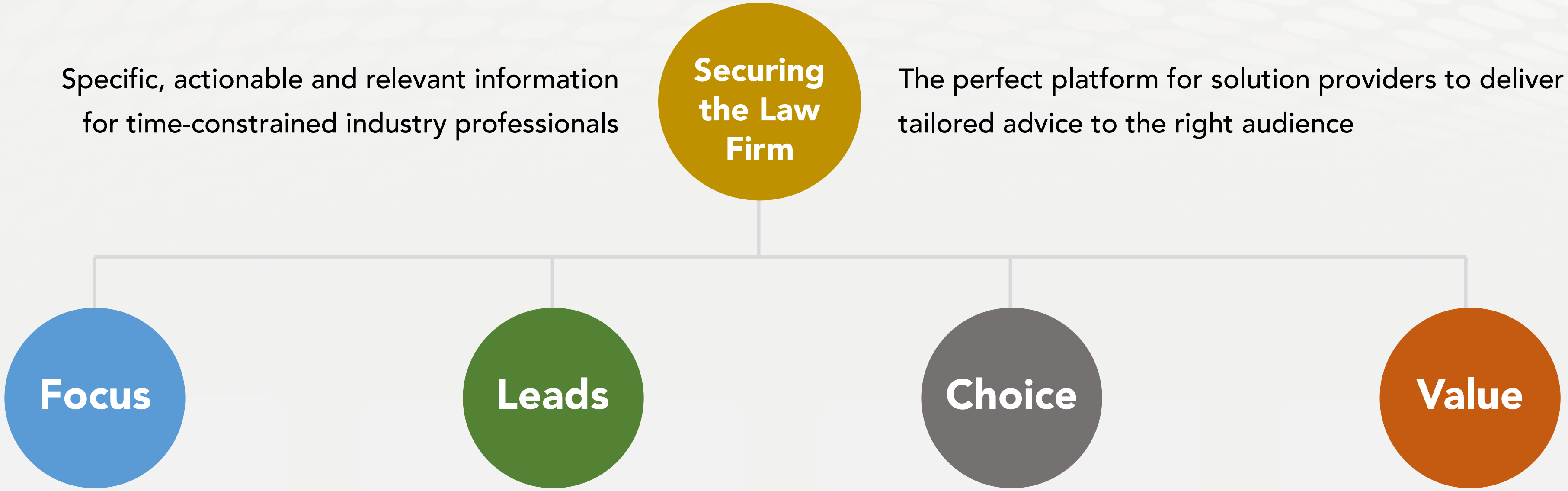
Where market-leading solution providers know they will find buyers

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

Leads

Choice

Value

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.

Boost sales

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

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.

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.

Where the real decision-makers allocate budgets

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

100%

The most senior cyber-security solution buyers

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

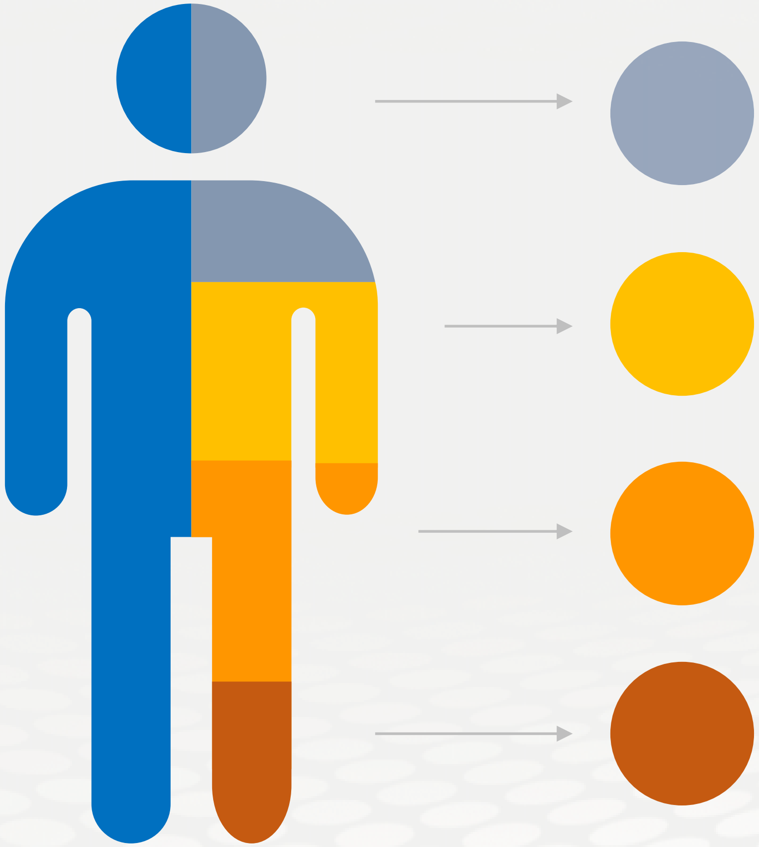
AKJ Associates has been building relationships with senior information risk and security professionals since 1999 and our cybersecurity community is the largest of its kind globally.

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 attend 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 lead generation and always increases profitable sales activity



Cyber-security

We have been producing the events cybersecurity professionals take seriously for more than 15 years

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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Where the top solution vendors get their message across

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

Lead sourcing

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

Talk to customers

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

Increase sales

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

Build relationships

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

Get your message across

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

Save time

Meet dozens or hundreds of selected buyers in a concentrated period – the value of a high quality event

At AKJ we are always looking for ways to help our sponsors derive more value from our events. To reflect the evolution of contact channels, we are delighted to be able to confirm that we can offer lead scanners at our events. As sponsors seek to improve ROI and leverage post-event communication, we are committed to providing the latest technologies to help you drive your business forward.

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Our testimonials speak for themselves: we have many more

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What our sponsors say about us

proofpoint.

eCrime remains a critical event for security pros. Year after year, AKJ manage to stay on top of market trends and satisfy attendees’ demand for topical expertise; we are delighted to be part of the eCrime series.

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!

COFENSE

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.

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