



# 10<sup>th</sup> Annual e-Crime & Cybersecurity Congress **France**<sup>VR</sup>

30<sup>th</sup> March, 2021, **Online**

## Securing the supply chain: the world after Solar Winds

What can CISOs do about third-parties when digitalization, the IoT and remote work already stretch teams to the limit?

**AKJ Associates**

## From ransomware to Russia: are CISOs stretched too thin?

Recent security and privacy incidents in France reveal the country to be a microcosm of global trends. So, for example, the bread-and-butter business of cyber-extortion continues to challenge CISOs worldwide. And in France, near the end of last year, French IT services giant Sopra Steria admitted that it would take "weeks" for the company to recover after it was hit by a variant of the Ryuk ransomware, which it said was previously unknown to antivirus software providers and security agencies. More recently the firm has said that the cyber attack on its systems would negatively impact its gross operating margin by between €40 million and €50 million, exceeding its €30 million insurance coverage for cyber risks. Sopra Steria also stated that the large costs of the cyber attack were due to "the remediation and differing levels of unavailability of the various systems."

In January this year, Exclusive Networks, another French IT firm, this time a distributor of security solutions, revealed a cyber breach affecting its systems across five countries which led to unauthorised access to data. The company stressed that no customer or partner data was known to have been affected by the breach.

These attacks are typical cyber criminal behaviour, but they also share something in common with a much more significant global attack – the Solar Winds hack. Both these hacks targeted providers of IT or security services and thus had the power to disrupt end-user cybersecurity. In this regard they are related to the Solar Winds hack, which has brutally exposed the issue of third-party security – including that of security products themselves.

And it's not just security. French companies are at the centre of the growing clash between surveillance capitalism and those who want to protect the rights of those whose personal data is being harvested and sold in ways few of us understand or are even aware of. French firm Predicio recently found itself in the spotlight over its role in the secretive world of the collection and selling of mobile location and other personal data.

And the increasingly global pushback against Big Tech data exploitation, including Schrems II, has pushed data privacy to the top of corporate and political agendas. **In this environment, how should CISOs respond?**

**The 10<sup>th</sup> e-Crime Congress France will take place online and will look at how cybersecurity teams are tackling this challenging threatscape. Join our real-life case studies and in-depth technical sessions from the security and privacy teams behind some of the world's most admired brands.**

## Key Themes

### Securing third-parties and the supply chain

Ever since Target and their air-conditioning supplier, third-parties have been the CISO's Achilles' heel. But now your vendors are the targets of sophisticated state-actors. So how do you secure your security? What about other third-parties? **Do you need yet another new paradigm? What are the quick fixes and the longer-term solutions?**

### How CISOs can deliver resilience

Forced, rapid digitalisation has revealed the fragmented nature of many security programmes. But fragmentation fails the business ecosystem. To protect the business while enabling innovation and flexibility means new models and approaches for cyber. **Are automation and orchestration the answer?**

### Is there any defence against a determined state attacker?

Five years ago, at any e-Crime Congress, the audience would have denied state actors were interested in their firms. Even then the scale of IP theft and espionage was huge, but Solar Winds reveals the true scale of the problem. **How can companies defend themselves and what are their states doing to help them?**

### Securing email – again

Scammers posing as helpdesks, malware embedded in pandemic-related documents that seem to come from government, health or aid organisations, overloaded employees more likely to accidentally open dangerous attachments: **does email security need to be ramped up even if it impacts business continuity? Are there other solutions?**

### Getting the better of ransomware

Ransomware has come a long way from 'spray and pray' phishing emails and website popups. Today's organised criminals want a better ROI and to achieve it they are using focused attacks, and more sophisticated methods, that promise greater financial payoffs. **So, is better security the answer? Or just better backup and recovery solutions?**

### Securing the sensorsphere

The IoT as a term barely does justice to the profundity of the concept. A world of data-gathering devices, reporting back on everything from machine efficiency to human driving skills. Not only does this upend business models, it makes cybersecurity more critical as well as more difficult. **How can security teams understand and counter IoT cyber risk?**

## Key Themes

### Securing the customer – are your websites up to it?

The immediate need to move to online business channels creates a host of security and monitoring challenges. Are existing websites scalable securely to meet additional customer demands? **Do you rely too heavily on a single supplier? And what about the recent security changes to browsers such as Chrome which impact existing websites?**

### Safeguarding the citizen

The COVID era demands unprecedented levels of citizen engagement. Compromises are inevitable to ensure the safety of all. But the systems required to provide safety also create a huge data security and privacy challenge for both governments and employers alike. **Can solution providers help?**

### Incident response in the new environment

CISOs need to be sure that existing incident response processes will function across a distributed enterprise. Will remediation and reimaging capabilities work as intended in a remote environment? Can teams access endpoint telemetry and data remotely to support investigative work? **What updates are needed to incident response playbooks?**

### Stuck in the Cloud

Most companies have been forced to rely on Cloud apps and storage. They need visibility and controls; they need logs from providers to review for unauthorized access and data exfiltration; they need to limit unauthorized access and services. **And what do their Cloud contracts say about *force majeure*?**

### Cloud Native and baked-in security

It is critical, as companies ramp up their digital business models, that they build security in from the beginning. Given the speed with which businesses are being asked to change, that is a big ask. And even before the crisis, security teams found it hard to gain leverage over the business. **How can cybersecurity teams help? Is this a CIO versus CISO battle?**

### Securing the CISO (and team)

It's not just 'employees' who need to be secured – what about CISOs and their team who may also have been scattered geographically? With their need for unfettered remote access to the most sensitive systems and information, **are remote security teams the weakest link? How can they ensure they are not hacked?**

# Why AKJ Associates?



## A History of Delivery

For more than 20 years, AKJ Associates has been running the world's most sophisticated closed-door meeting places for senior cyber-security professionals from government, law enforcement, intelligence and business.

For example, our annual London-based e-Crime Congress is still **the largest invitation-only, Chatham House rules**, gathering of the most senior information risk and security professionals from business and government in the world.

**The UK Home Office sponsored** the public sector delegation from 40 countries in 2002 and we are delighted to say they still do today.



## Global Engagement

We have run hundreds of events in the **UK, across Europe, the Middle East and Asia**, attracting **tens of thousands of delegates** in cybersecurity, data security and privacy.

These delegates range from C-suite CIOs, CTOs, CROs and C(I)SOs, to heads of enterprise architecture, desktop and network. They encompass all the senior professionals whose input drives security and privacy solution purchase decisions.

And as well as cross-sector events for both private and public sector, we also design and deliver sector-specific conferences for high-value, high-sophistication sectors including the legal sector, financial services and gambling and gaming.



## Unrivalled Relationships

Events like this have enabled us to build relationships of trust with **the most influential decision-makers** at the full spectrum of public and private sector organisations in the UK, Europe, Asia and the Middle East.

By providing this audience with valuable insights and business intelligence over the past 20 years, we have built up **the world's most significant community of professionals in cybersecurity**.

We use this to develop new events; to conduct research to understand what cybersecurity professionals are doing, thinking and buying; and to market our conferences and other services.



## Smart Lead Generation

We have also developed and trained one of the **most effective marketing and telemarketing operations** in the cybersecurity space.

Our in-depth knowledge of the marketplace allows us to design marketing outreach that **consistently delivers the best audiences** for the providers of critical cybersecurity infrastructure and solutions.

We connect vendors directly with B2B decision-makers. By combining unrivalled reach, deep knowledge of specialist markets and sophisticated marketing we **engage buyers to deliver real results**.

# Why the e-Crime & Cybersecurity Congress Virtual Series?



## The problem: end-user needs are rising, solution providers' too

Our end-user community is telling us that they face a host of new threats in this new environment, to add to their existing challenges.

Remote working, an increased reliance on Cloud and SaaS products, and the leveraging of COVID-19 in phishing, malware and other malicious attack, are all putting organisations across the world under even more strain. **They need cybersecurity products and services that can solve these issues.**

We also know that our vendor partners and community have to continue building pipeline, creating commercial opportunities and getting in front of prospects. And **self-run webinars cannot replace everything.**

Therefore, **in response to many requests from our loyal end-user community** for us to continue to deliver best practice advice and to give them the up-to-date technical case studies and content they need to cope in the current environment, **we have added to our traditional physical service offering.**

The e-Crime & Cybersecurity Congress Virtual Series offers virtual versions of our key upcoming events and will deliver the **same opportunities for lead generation and market engagement.**

Maintaining the ethos, and mimicking the best features of, our physical events we **continue to offer unrivalled partnership opportunities to cybersecurity vendors** looking to sell.



# Why the e-Crime & Cybersecurity Congress Virtual Series?



## The solution: virtual events: intuitive, effective, engagement

AKJ's e-Crime Congress Virtual Series events replicate many of the key features of our physical events, preserving all the key engagement and lead-generation opportunities sponsors have come to know and expect:

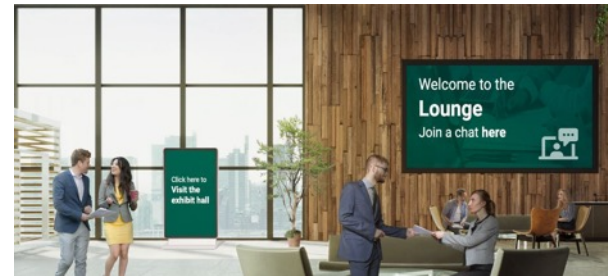
- Lobbies with extensive sponsor signage
- Opportunities for sponsors and end-users to deliver plenary presentations to all registered attendees
- The chance to provide in-depth Education Seminar sessions in breaks between plenary sessions
- Exhibition booths that can contain video, text, PDF and live chat resources
- Extensive networking opportunities

In addition, there are opportunities for interactivity during both plenary presentations and Education Seminars, and using smart gamification tools we can help ensure sticky engagement with content during the day.

Events run in real time using pre-recorded presentations. They cannot be re-run or downloaded unless sponsors and / or end-users agree for their content to be used in that way.

They are open only to pre-registered, vetted registrants to ensure only the highest quality decision-makers can attend.

And we deliver the same level of delegate information to our sponsors as they expect from physical events.



# Delivering your message direct to decision-makers



## Plenary Speakers

Just as with a physical event, the e-Crime Congress Virtual Series events follow a real-time linear track in which presenters deliver their content to registered attendees.

These presentations are pre-recorded by the speakers and can contain exactly the same mix of slides, graphics, video and speech as would be included in a physical presentation.

While each presentation is running, a live, moderated chat allows those watching the presentation to interact with each other and with the speaker(s).

Speakers can take questions, elaborate on points made in the presentation and organise to discuss details further with attendees offline, at their booths or in the networking lounge.

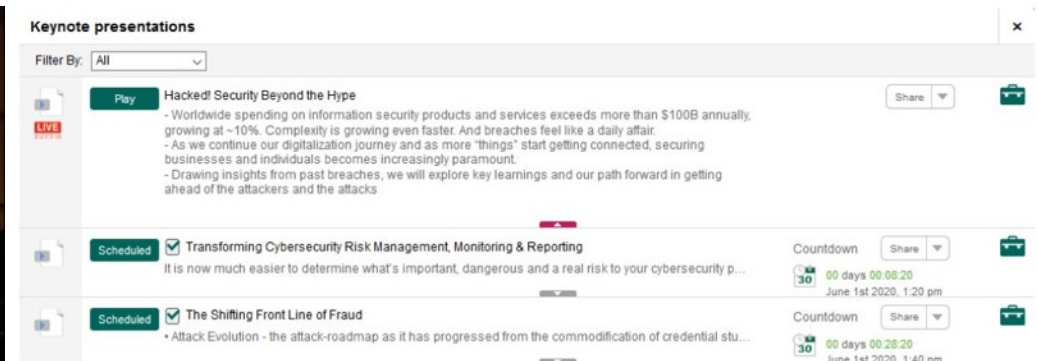
## Education Seminars

At pre-defined points in the day, attendees will be notified that the main plenary sessions are making way for a series of in-depth technical break-outs.

These Education Seminars are pre-recorded case studies in which vendors deep-dive into a topical problem, technology or solution. Created by the sponsor team, these Seminars

run simultaneously, just as they do in our physical events. Attendees choose which to attend, and each Seminar is accompanied by a moderated, live chat in which the Seminar presenter(s) can take questions from those watching the presentation.

At the end of the Seminar, attendees are notified that Networking time is now available before the next Plenary session.





# Your team and your resources available in real-time



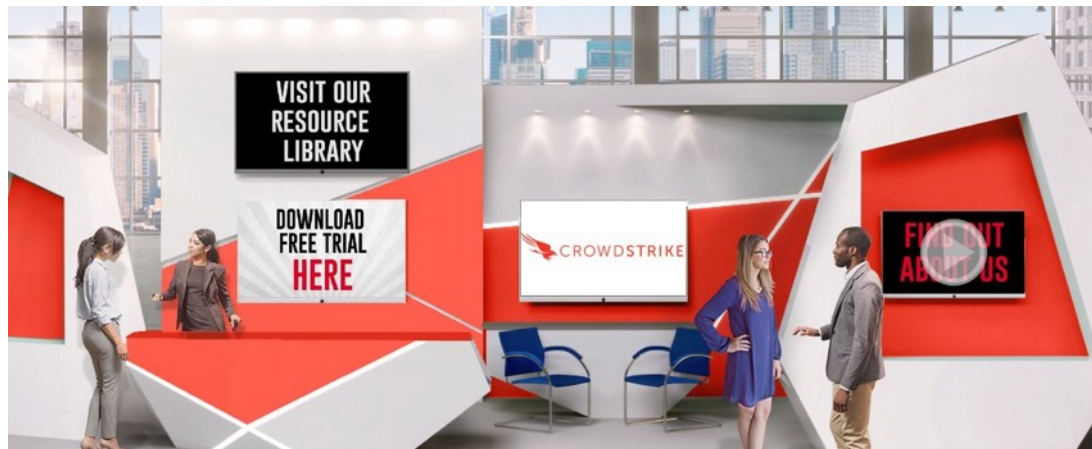
## Exhibition Booths

Sponsor packages that contain a Virtual Booth allow vendors to interact with attendees in the virtual Exhibition Hall. This can be accessed in a number of different ways including via a floorplan, logo displays and directly by entering the Hall itself.

Booths can be customised with vendor logos and avatars; they can incorporate chat, video, and links to research and white papers.

The virtual platform is extremely intuitive to use and delegates find it very easy to find their way around and start interacting.

Sponsors who have presented in Plenary or in an Education Seminar can close their presentations by directing the audience to their booths. And there are additional gamification elements, including sponsor-supplied prizes, that can effectively drive traffic to booths.



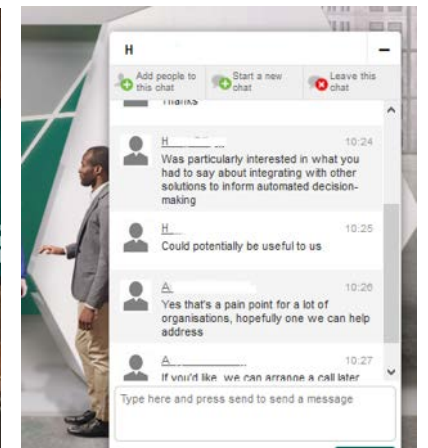
## Networking Opportunities

The entire virtual event is structured around networking opportunities. Attendees can interact with each other:

- Via the live chats attached to every Plenary Session and Seminar
- Via private-chat with each other or with the sponsors and other speakers
- Via the Exhibition Booth chat functions
- Via the dedicated Networking Lounge

Sponsors are able to join any chat sessions attached to their own presentations (in Plenary or Education Seminar); they can interact privately or in group chat in the networking lounge.

And using their own Virtual Booths they can chat to potential clients, exchange contact information, and deliver video and text-based content to those attendees too.



# Delivering the most senior cybersecurity solution buyers



## Our USP? We put buyers and sellers together

We understand that every vendor needs to sell more. That is the bottom line. This is even more necessary in the present situation.

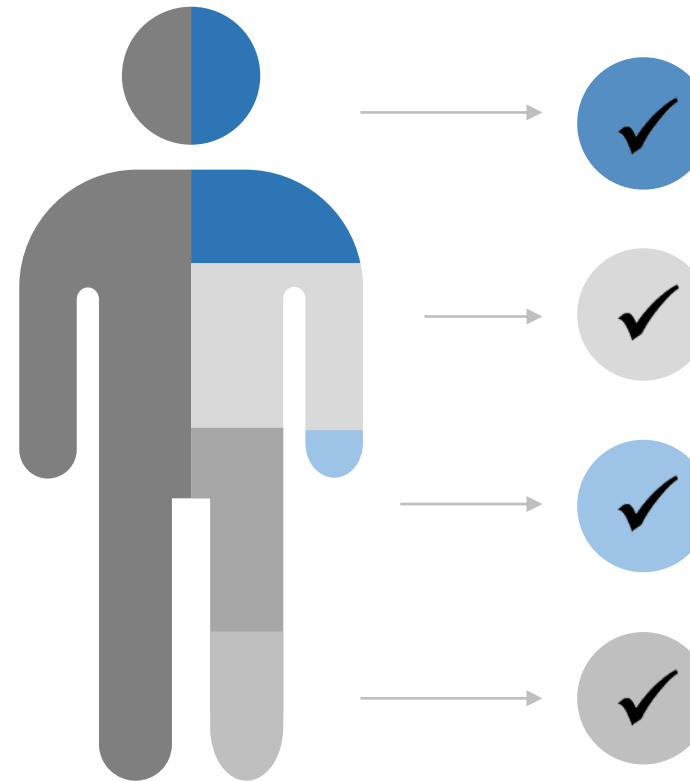
**You will have access to the most senior buying audience in the cyber-security market.**

AKJ Associates has been building relationships with senior information risk and security professionals for 20 years 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 e-Crime & Cybersecurity Congress events.

**Getting access to the right people at the right time always increases the lead generation and always increases profitable sales activity.**



### **Cyber-security**

We have an almost 20-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

# We deliver the most focused selling opportunity



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

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.

# We understand your needs and deliver what you require

## Delegate Acquisition

- The e-Crime & Cybersecurity Congress has the **largest community of genuine cybersecurity stakeholders** to invite to our events.
- Our reputation for hosting **exceptional events with informative content, excellent networking opportunities and the best vendor partners** means delegates know they are attending a quality event, and are willing to give up the time to attend.
- Our delegates are **invited by an in-house delegate liaison team** who call senior security and privacy professionals at public and private sector companies with a personal invitation to attend
- We **follow up all registrations** with further calls, emails on logistics requirements and reminders to **ensure the best possible attendance.**

## Lead Sourcing

- The e-Crime & Cybersecurity Congress prides itself on **putting the key cybersecurity buyers and sellers together**
- To offer you the best prospects to network with, **we don't invite academics, job seekers, consultants, non-sponsoring vendors or marketing service providers** to this closed-door event. This **attention to quality over quantity** will be the case for our virtual offering.
- Each of our vendor partners will receive a delegate list at the end of the event.
- Through our chat lounge, presentation Q&A chat box, and Virtual Booth chat you will have **unrivalled opportunities to network** virtually with high-quality prospects at the event.

## Get Your Message Across

- **Content is king**, which is why the e-Crime & Cybersecurity Congress prides itself on delivering informative and useful content, to attract senior audiences of decision-makers.
- Deliver an exclusive 20-min keynote presentation in the virtual plenary theatre, or host a 30-min targeted workshop session: good content drives leads to your virtual booth, and showcases your company's expertise
- AKJ's in-house content / research team will moderate and complement the agenda with best practice from leading experts and senior security professionals from the end-user community
- If you are not presenting, the virtual booth offers the opportunity to share white papers and other resources for delegates to download

## Exclusivity Delivered

- AKJ Associates has never done trade shows. We see most value in working with a **select number of the top vendor partners**, and offering those companies the best access to leads.
- Our virtual events keep the same ethos, limiting vendor numbers. We will not be a virtual hangar with hundreds of vendors competing for attention. We will keep our **virtual congresses exclusive and give you the best networking opportunities.**
- All virtual booths offer the same opportunities with the same capacity and functionality regardless of the vendor company.
- This is an opportunity to **continue building pipeline and driving leads** in partnership with our outstanding 20-year reputation and the e-Crime & Cybersecurity Congress brand.

# What our sponsors say about us



It was indeed a great show. Despite the situation overall [COVID 19] the number of people that turned up, shows the trust people have of the e-Crime brand. Wish you all the best for the upcoming events and we shall surely be a part of them.



This is always a great event for 'taking the temperature' on security issues, to get a feel for people's impressions on current security challenges and to find out what organizations of all kinds are doing.



AKJ has been a valuable partner for us for a few years now, enabling us to build relationships and engage with the CISO community in a number of key territories across Europe. The events they hold are a great vehicle for discussing the latest challenges and opportunities in the security sector, and our work with them has delivered way beyond expectations.



The level of engagement yesterday [at the Virtual Securing Financial Services Congress] was outstanding and we have already managed to book 2 meetings as a result, live on the day.

✓ **Ninety five percent of our exhibitors and sponsors work with us on multiple 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**

**AKJ Associates**