

e-Crime & Cybersecurity Congress Virtual Series: DACH



17th e-Crime & Cybersecurity Congress DACH

VR

16th June, 2021, Online

Security for sustainable digital business

Build in haste, regret at leisure: digitalization should encourage top-down security cultures. But does it?

AKJ Associates

Laying the foundations of a digital future...or not

At AKJ's last DACH event, attendees were asked what had changed most about cybersecurity in the past five years. One of the commonest responses was that while the threats have become more frequent and complex, and cybersecurity itself has entered the public mainstream in terms of awareness, neither business heads nor more senior management are operating with a security-first mentality. And this is creating real problems: responses in our research suggest that organisations are unwilling or unable to make the kind of large-scale operational changes required for a truly mature security culture.

Most obviously, digitalisation has become a matter of business survival. So, the priority has been speed of roll-out, not building-in security or establishing better procedures for including security teams in digital business projects. Cloud applications have been spun up, e-Commerce platforms bought in, on-prem application development stepped up – very often with security brought in much later than they should be. The business, not security, has the upper hand in this response to the pandemic.

Within digitalisation, that reliance on third-parties for an increasing proportion of business-critical infrastructure is also a security risk. We didn't need the Solar Winds hack to tell us about third-party risk, but it was a timely reminder of how fundamental it is.

This business-first approach reflects, according to our research, a continued view at senior management levels that security is just 'a necessary expenditure', a tax on the business, to be minimised where possible. CISOs still have to work hard to show the Board why security is not unnecessary friction but an enabler.

And the broader problem of security culture remains: if short-term business goals trump security, if tick-box compliance on data privacy gets budget but real security does not, then not only do businesses face increasing risk in new technologies upon which they now depend, they also face an uphill struggle to build the top-down security culture every business needs in the longer term.

And while businesses incur ever more technical debt in solving business and security problems piecemeal, cybercriminals are operating with increased organisation and sophistication.

Left unchanged, this divergence, between what businesses are prepared to commit to cybersecurity and what bad actors are prepared to invest in terms of time and resources, threatens the sustainability of many digitalisation business models.

The e-Crime & Cybersecurity Congress DACH will take place online and will look at how cybersecurity teams, risk management functions and boards are tackling the key issues. As digitalisation goes critical, is this finally the moment at which traditional cybersecurity management has to change?

Key Themes

Cybersecurity for business 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?**

Security for the 5G revolution

The zero latency of 5G will crystallize the IoT revolution. The ability to question devices in real time (e.g. from mobile apps) is a gamechanger. But because connections happen faster, attacks and breaches also happen faster and potentially with much more reach. **How can cybersecurity teams help? Is automation the answer?**

Securing the enterprise of sensors

Any firm with a manufacturing operation or a supply chain is already hugely exposed to the IoT. From manufacturing, to logistics to services, this is just the beginning. **With so much data flowing from sensors and legacy control systems outside normal networks, how does security work?**

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?**

Building-in security: from DevOps to SecDevOps?

It is critical, as companies ramp up their digital business models, that they build security in from the beginning. But 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 collaboration

The workplace revolution will not be undone. Lockdowns will end and the extremes of WFH will fall away, but the cost savings, productivity gains and carbon benefits of remote working are too great to be entirely abandoned. New hardware and software solutions will be required and new or enhanced security. **What can you offer?**

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?**

Securing 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?**

Performing critical security tasks remotely

Security teams take for granted their ability to do penetration and forensic tests and general upkeep on systems. But many security tools depend on being on the local network. How do security teams ensure that they can do the basics remotely: change and monitor access privileges (under pressure from the business) monitor logs etc.? **Can you help?**

Securing digital currencies

The move towards non-cash payment methods during the crisis has been extreme and looks irreversible. In addition, many more governments are now looking at developing their own digital currencies. **So how do we go about securing a world in which most, perhaps all, payments are digital?**

Why AKJ Associates?



For more than 20 years, AKJ Associates have 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.



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.



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.



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 and creating commercial opportunities. They can't just stop. 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 will be adding to our traditional physical service offering.**

The e-Crime & Cybersecurity Congress Virtual Series will offer 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 will 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 all of the key features of our physical events, preserving all the key engagement and lead-generation opportunities sponsors have come to know and expect:

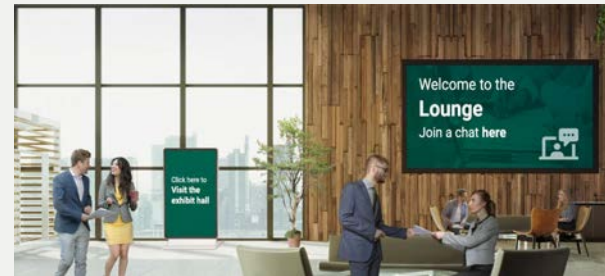
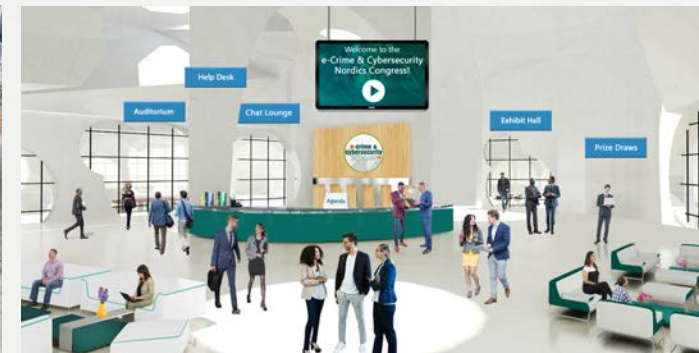
- Lobbies with extensive sponsor signage
- Opportunities for sponsors and end-users to deliver plenary presentations to all registered attendees
- The chance to provide in-depth Education Seminar sessions in breaks between plenary sessions
- Exhibition booths that can contain video, text, PDF and live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

This Education Seminars are effectively pre-recorded webinars 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 event. Attendees choose which session to attend and, again, 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.



Keynote presentations				
Filter By: All				
	Play	Hacked! Security Beyond the Hype		
<ul style="list-style-type: none">- Worldwide spending on information security products and services exceeds more than \$100B annually, growing at ~10%. Complexity is growing even faster. And breaches feel like a daily affair.- As we continue our digitalization journey and as more "things" start getting connected, securing businesses and individuals becomes increasingly paramount.- Drawing insights from past breaches, we will explore key learnings and our path forward in getting ahead of the attackers and the attacks				
	Scheduled	Transforming Cybersecurity Risk Management, Monitoring & Reporting	Countdown	
		It is now much easier to determine what's important, dangerous and a real risk to your cybersecurity p...	00 days 00:08:20	
			June 1st 2020, 1:20 pm	
	Scheduled	The Shifting Front Line of Fraud	Countdown	
		Attack Evolution - the attack-roadmap as it has progressed from the commodification of credential stu...	00 days 00:28:20	
			June 1st 2020, 1:40 pm	

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.



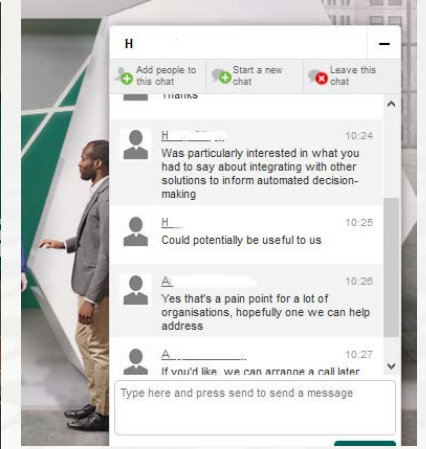
Networking Opportunities

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.

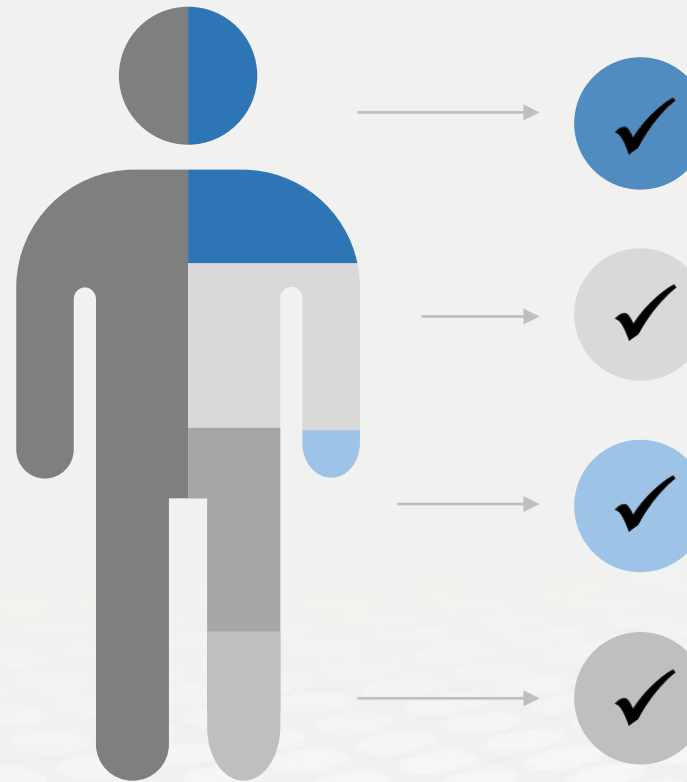
You will have access to the most senior buying audience in the cyber-security market.

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.

e-Crime & Cybersecurity Congress Virtual Series: DACH



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