

# e-Crime & Cybersecurity Congress NORDICS



## 7<sup>th</sup> Annual e-Crime & Cybersecurity Congress NORDICS

May 24<sup>th</sup>, 2022, Stockholm, Sweden

### Can anyone prove they're secure?

Everyone is a third party. So, if businesses will increasingly only work with the cybersecure, how can you prove you are? Especially if your third parties aren't.....

**AKJ Associates**

## Cybersecurity re-imagined

It has been clear for some time that the current model we use to try to keep organisations and individuals safe from cyberattack is flawed. It's not just that the traditional perimeter no longer exists, it's also that what is simplistically called 'basic cyber hygiene' is almost impossible to guarantee. As ransomware has taught us, if you combine the inherent insecurity of the legacy web, ubiquitous work applications and software based on open source libraries, with the continued inability of either technology or users to mitigate the problem of email-based malware attacks, then you create a situation in which sophisticated criminals are able to exfiltrate or corrupt valuable data almost at will.

In the Nordics region, attacks have continued to get through. So at the beginning of the year Norwegian media company Amedia suffered a cyber attack that shut down its computer systems, preventing the company from printing newspapers and operating its businesses.

The incident was the third high-profile cyber attack to affect companies in Norway. On December 21, food giant Nortura announced that it had shut down IT systems in several factories and was focusing on minimizing damage after detecting a cyber attack.

In addition, there is an ongoing question about the cost of the cybersecurity stacks required to provide even partial protection. A recently revealed cyberattack on the UK's Foreign, Commonwealth & Development Office (FCDO) cost £467,325.60 for "business analyst and technical architect support to analyse an authority cyber security incident" that concluded January 12 2022.

For most organisations spending that amount of money on one incident would be at best annoying and at worst unaffordable, particularly if they were already paying for a security stack, external pen testing, consultancy and everything else that goes with maintaining effective cybersecurity.

It is noticeable how little vendors talk about costs versus how much CISOs talk about resources. Is it time for a more open discussion about what an affordable security stack looks like, what affordable means for different types of organisations and what level of spend gets you what level of security and data privacy?

**So how can vendors, governments and CISOs work together to build a better model for cybersecurity? Is zero trust the answer and if so is it possible? These are just some of the topics we will discuss at the e-Crime & Cybersecurity Congress Nordics.**

**The e-Crime & Cybersecurity Congress Nordics will look at how we all need a new kind of security. Join our real-life case studies and in-depth technical sessions from the security and privacy teams at some of the world's most admired brands.**

## Key Themes

### Is ransomware the canary in the coal mine?

Ransomware tests every part of your cybersecurity infrastructure from awareness to endpoint protection to patching to phishing defences. Some attacks are sophisticated, but most rely on traditional methods and vectors. So why is it so hard to beat them? **Is AI or zero trust or something else the answer?**

### Behavioural analytics

If single point solutions are not the answer, then how about a holistic approach? Instead of treating every threat type and actor or network anomaly as a separate variable or alert, step back and look at the whole landscape and apply behavioural analytics. **Is this a viable methodology?**

### Re-engineering the SOC: from logs to automated XDR

Does anybody really look at all their logs? Data and alert overload have long been the Achilles Heel of the SOC team and they constitute a broader failing in many cybersecurity architectures. What companies need are systems that can process this data into actionable insights. **Can XDR help?**

### Building better Cloud security

Migrating to the cloud is a priority. But, if not properly managed, cloud migrations result in extra complexity and risk. So how can firms efficiently assess cloud readiness, plan and execute migrations and establish comprehensive cloud governance? **Can you help companies transition smoothly and securely to the Cloud?**

### 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?**

### Can zero trust be done?

Zero Trust / ZTNA / SASE – they promise solutions to key problems faced by CISOs today. But how realistic are they? Do they take into account existing legacy technology and the ways in which real companies actually do business day-to-day? **Can you explain how a real-world implementation works?**

## Key Themes

### Closing the cybersecurity skills gap

Increased regulation and a sharp rise in attacks and incidents mean security budgets in the Nordics are on the increase. However, CISOs may find themselves struggling to buy the resource they need most: skilled cybersecurity staff. **So how are companies retaining and hiring talent? And which technologies can bridge the gaps?**

### 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?**

### From smart machines to smart cities – securing the IoT

How long will it be before every significant device and location is part of an ecosystem of sensors connected to public and private networks? Driving apps tell insurers what premiums to charge. Packaging machines report their own breakdowns. **But are these devices visible on your network and how are you securing them?**

### Moving to Cloud Native?

Applications have become increasingly complex with users demanding more and more. They expect rapid responsiveness, innovative features, and zero downtime. Performance problems are no longer acceptable. They'll easily move to your competitor. **Should you go Cloud Native?**

### Are AI / ML solutions the answer or just hype?

Employees are still an attractive entry point for hackers. Analysts are overwhelmed by alerts in your SOC. CISOs are overworked and churn rates are high. Given these human problems, how can AI and ML be deployed to solve the problems of attack volume, stealth and sophistications? **Are AI, automation and orchestration the answer?**

### 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 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.



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**.

# Delivering your message direct to decision-makers



## Plenary Speakers

The e-Crime Congress Series events offer sponsors the opportunity to deliver content in a number of different ways.

Plenary speakers **deliver their presentations on the day of the event from a fully featured AV stage to a face-to-face audience.**

Their presentations can contain slides, video and audio and speakers can deliver their speeches from the podium or from any point on the stage.

Plenary presentations are 20 minutes long and take place in the main event auditorium guaranteeing access to the largest possible audience of cybersecurity professionals on the day.

**Presentations are generally designed to be informative, topical and actionable, with the use of case studies and up-to-the-minute references to current developments.**

Double-handed talks with clients are also welcomed.



## 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 sessions of up to 30 attendees are held in break-out rooms and delivered live to attendees.**

They are an opportunity for vendors to deep-dive into a topical problem, technology or solution in front of a group of cybersecurity professionals who have self-

selected as being interested in the topic being discussed.

**They are also the ideal venue for solution providers to go into technical detail about their own products and services.**

These Seminars run simultaneously, and attendees choose which session to attend.

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 an Exhibition Booth give sponsors the opportunity to be present in the main networking area of the event.**

At these booths, sponsor representatives can interact with delegates face-to-face, deliver messaging and technical information via video presentations, demo products using their own BYOD technology and to distribute printed marketing and product information.

Sponsors may wish to consider different ways to drive footfall to their booths.

For example, 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 available, including sponsor-supplied prizes, that can effectively drive traffic to booths.



# 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.

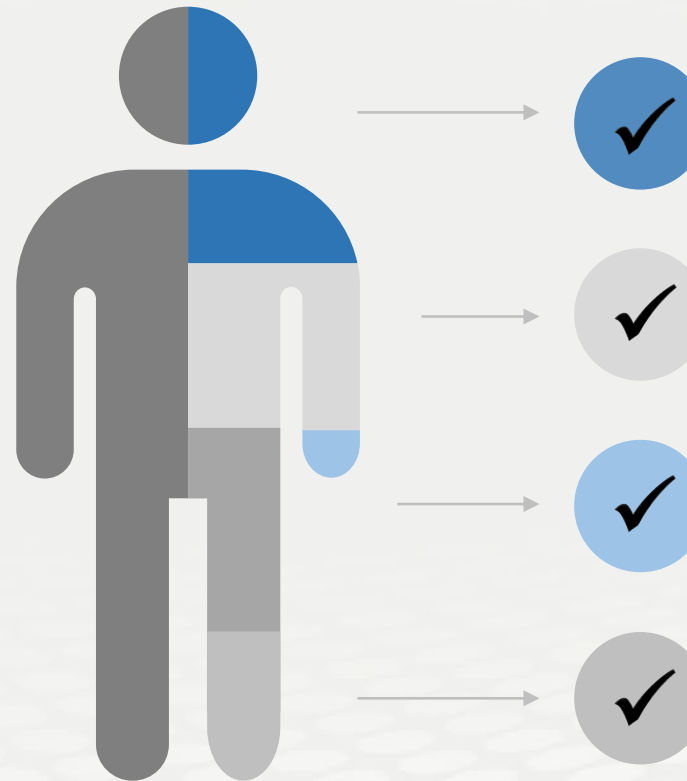
**You will have access to the most senior buying audience in the cyber-security market.**

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 a 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 Nordics

## 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** has been the hallmark of AKJ's events for 20 years.
- Each of our vendor partners will receive a delegate list at the end of the event.
- Through our targeted networking breaks built into our agendas you will have **unrivalled opportunities to network** with high-quality prospects with face-to-face networking 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 booth, and showcases your company's expertise
- AKJ's in-house content / research team will complement the agenda with best practice from leading experts and senior security professionals from the end-user community
- If you are not presenting, the exhibitor booth offers the opportunity to share white papers and other resources for delegates to takeaway

## 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 events keep the same ethos as when we first started 20 years ago, limiting vendor numbers. We will not be a hangar with hundreds of vendors competing for attention. We will keep our **events exclusive to give the best networking opportunities.**
- All 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.

✓ **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**