

SECURING THE LAW FIRM



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Securing the digital client journey

The growth of emerging legal technology and increased outsourcing mean additional challenges for CISOs



AKJ Associates

Costs versus risks – a difficult conversation?

One recent Gartner survey predicts that legal departments will increase their spending on technology threefold by 2025. This spend will buy workflow and automation tools, contract lifecycle management systems, legal applications on top of business application platforms like Microsoft, SAP, Salesforce and ServiceNow, and the adoption of non-legal-specialist technology applied to legal challenges using artificial intelligence (AI), ML, advanced analytics, process automation and other emerging technologies.

Law firms are also increasing their use of Alternative Legal Service Providers (ALSPs) to effectively outsource routine services such as document review, contract management, litigation support, discovery and electronic discovery, investigation support and legal research, IP management and even analyzing financial transactions as a component of corporate merger due diligence operations.

And of course, both the new technologies law firms are buying and the outsourcing partners they are using rely upon huge volumes of data exchange and, usually, the Cloud. ALSPs also tend to use off-shore outsourcing and web-based services.

The growth of emerging legal technology, the use of ALSPs and reliance on Cloud all have security implications.

At the same time, the current economic and geopolitical turbulence is making law firms an even more attractive target to traditional and nation-state attackers. So:

- **How are legal cybersecurity professionals coping with the expansion of the attack surface via new tech and outsourcing?**
- **How are they ensuring third-party security with regard to ALSPs?**
- **How are they building in resilience against Cloud outtages that can affect all elements of their business processes and even their SaaS cybersecurity vendors?**
- **And how are they progressing with the core cyber hygiene we all struggle with around hybrid working, email security, ransomware, patching and IDAM?**

Securing the Law Firm will look at the latest thinking around legal cybersecurity. As well as presentations from some of the world's largest firms we will also be asking how small and medium-sized organisations can keep up with cybersecurity best practice in the sector.

Key Themes

How secure is new legal technology?

The drive for process efficiency is putting ever more sensitive data into on prem and Cloud applications and giving access to that data to more people in more places. The use of web browser interfaces is common. This creates both security and resilience risks. **How can CISOs prove that they are on top of those risks?**

Cloud incident response

Recent Cloud outages have not simply disrupted low-level infrastructure, they have disabled cybersecurity solutions and, in turn, sometimes, shut down corporate access to critical network assets for significant amounts of time. **As well as managing Cloud security, CISOs need good Cloud incident response. How are they going about it?**

Mapping resources and controls to material business risks

How can CISOs understand which threats represent real business risks? It's easy to say 'talk to the business' – but how does that conversation work? If it does then CISOs can create a framework for prioritizing security, resilience, incident response and BCP spend. **So, what does this look like in practice?**

Insider threats at a time of crisis

When economies are under stress, employees too can find themselves in financial difficulty. When geopolitical tensions rise, people can take sides. Insider threats of various kinds become far more prevalent and dangerous at times like these. **So, how have security and other MIS tools matured to make detecting malicious insiders easier and more accurate?**

Some third parties are more important than others

Ensuring the security of an entire supply chain is probably impossible. But as law firms outsource key processes to non-legal service providers, a clear set of material third-party risks is created. How are firms assuring their clients (like the banks) that this outsourcing is secure? **And do those measures create a path to broader third-party security?**

Why maturity matters

The range and variety of security technology available continues to grow in volume and complexity. One way to determine which solutions work best for which firms is to understand what those solutions require in terms of ongoing costs and management. **How mature do firms have to be to use which kinds of security software?**

We deliver 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.



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**.

We deliver 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.

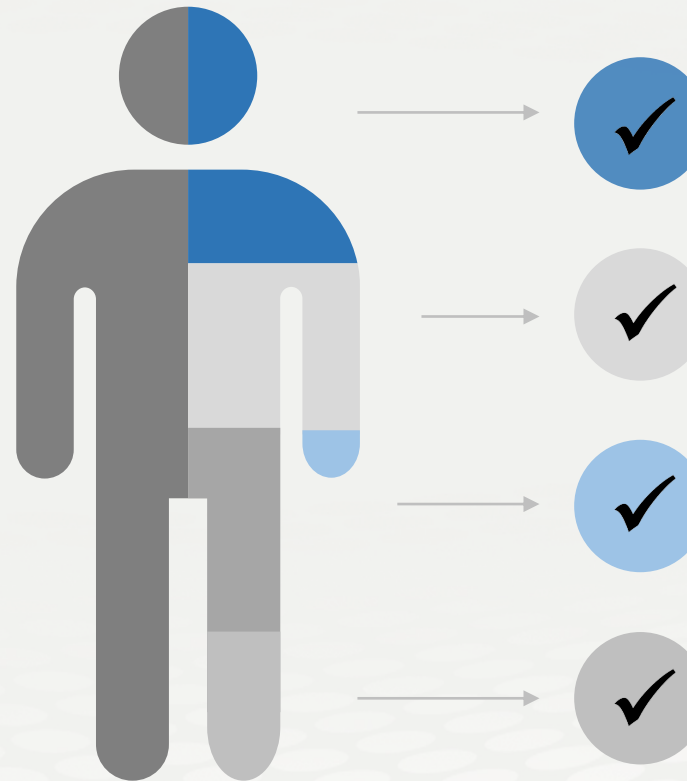
You will have access to the most senior buying audience in the cyber-security market.

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.

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**