e-Crime & Cybersecurity Mid-Year Summit

17th e-Crime & Cybersecurity Mid-Year Summit

October 16th, London, UK

The Great Cybersecurity Reset

If cybersecurity is a national priority, then everything changes. So, what happens when security is truly taken seriously?

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http://akjassociates.com/event/midyear

New skills, new tech, new paradigm

Even if the Spanish power outage was not a cyber-attack, it made it clear how much a targeted attack on CNI would cause. Attacks on other parts of the public sector and a continuous stream of serious breaches in businesses large and small are a constant reminder of the ongoing costs to the economy and society of digital insecurity. And the rapid convergence of physical and digital infrastructure is amplifying the challenge.

But it has taken the resumption of, effectively, a new cold war to fully wake western governments up to the true scale of the threat. The initial responses, in terms of budget and regulation, are just the beginning.

In trying to secure their own critical functions, governments will learn that software developers and the manufacturers of connected devices will have to be regulated and forced to build secure products.

They will learn that their security actually depends on a host of insecure third parties who will have to be persuaded that their own individual security – with its particular P&L implications and ROIs – is insignificant versus the need for collective security. Weak links and selfish thinking will have to be replaced by rigorous standards that allow states to understand the national security posture.

Most importantly, they will learn just how little progress has been made so far. And it will shock them.

They will see how senior management has skimped on security while talking the talk. They will be surprised by the lack of cybersecurity expertise at Board level. They will want to know why security leaders are not more senior within corporate hierarchies and why security staff are so often contractors, or newly-hired and unstandardised.

And they are already dissatisfied with the levels of transparency and accountability in security, particularly when it comes to incident management.

Businesses, public sector organisations, providers of digital and phygital infrastructure and security vendors themselves all need to get in front of all this – and fast. What does this mean?

- We need to develop the current reactive security model towards prevention
- We must develop holistic security in the face of digital/physical convergence
- We must accept that 'when not if' breach arguments demand resilience more than security
- We need a truthful discussion around the critical under-funding of security at most organisations
- We need a new paradigm for CISOs and security staff with standardisation of roles, proper team staffing, better skillsets to cope with AI and automation
- We need more and better regulation to ensure collective security: the third-party problem (and indeed most of the traditional cybersecurity issues) is mitigated if everyone is forced to maintain a proper basic level of security.
- We need to look at firms who must be secure (in defence for example) and ask whether we should look again at Cloud and SaaS
- We need full regulation of monopolistic private sector firms upon whom CNI is critically dependent. They will become as regulated as those who depend on them otherwise resilience is an empty concept.

In other words, we need a radical re-engineering of security as it is currently managed, but based on truths we have all known for years. Yes, we also need new technology and better security stacks. But much of what needs to be done is simply taking security seriously as a material business risk and treating it just as we do other risks under the GRC umbrella.

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Key Themes

Making the best use of threat intelligence

In a pre-emptive security model, timing is everything — success depends on detecting and neutralizing threats before they become active incidents. To do this, security operations can't just rely on internal telemetry (e.g., endpoint or network logs). They need external, real-time context about emerging threats — **where do they get it?**

Improving continuous attack surface discovery

You need to know what attackers can see and what they can actually attack – and you need it on a continuous basis, not in some static inventory. Ideally you also need assets ranked by risk priority and put into the current threat and vulnerability context. **Is this feasible and is it cost effective?**

Adversary simulation and behavioural analysis

Automated adversary simulation
Identifies telemetry blind spots. They provide prioritized remediation guidance and control effectiveness metrics. They track progress trends and validate security ROIs as well as providing board and audit reporting.
How well do they work in practice?

Security Posture Management

Traditional vulnerability scanners don't handle cloud native architectures well.
Today's cloud environments spin up thousands of ephemeral assets without a traditional OS, without an IP address for long. **So how do you adapt to that dynamic, API-driven reality?**
How can traditional tools connect the dots – not just generate tickets?

The power of automation

There's too much manual intervention in security. SOAR pulls data from SIEMs, EDRs, firewalls, cloud APIs, ticketing systems threat intelligence feeds, and even email servers and coordinates actions across tools via APIs and prebuilt integrations and intelligent playbooks. **Well, that's the theory. How does it work in the real world?**

Dealing with regulations

CISOs now must build a single coherent security program that simultaneously satisfies divergent regulatory demands; they must interpret vague legal standards into technical architectures, and they risk non-compliance if auditors, regulators, or courts interpret differently later; they face unrealistic expectations around incident reporting; and they face personal liability. **Can RegTech help?**

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Key Themes

Achieving visibility across ecosystems

From exposed initial access points such as warehouse management systems to complex machine control software, simply understanding your device and application landscape, its connection and data flows and dependencies is a huge challenge. **Can you help with asset tracking and endpoint visibility? And what about anomaly detection after that?**

Transitioning OT to the Cloud?

OT traditionally was localized in particular sites and air-gapped from IT systems. But connectivity with broader corporate networks and the need to manage technology more centrally (especially during COVID) has seen companies looking at managed services in the Cloud for OT. **Is this a way forward?**

Defending against the latest ransomware variants

Ransomware is effective precisely because it can exploit whatever weaknesses exist in your security architecture and processes. The threat and the actors are constantly evolving and that evolution is forcing the hands of government and causing havoc in the insurance market. **What can CISOs do to better defend against ransomware?**

OT and the regulations

DORA, NIS2 and other regulations put more responsibility for resilience on firms deemed important or critical. Many have focused on IT networks but the regulations include all resilience and so OT environments matter. **What does this new emphasis from regulators mean practically for OT security?**

Why zero trust, isolation and segmentation are key

There has been a shift in recent attacks away from the theft of data – now threat actors are concerned with interrupting all operation activity. It is now critical that business functions are separated, and that internet access to OT networks is limited**. Can security teams keep up with sophisticated foes?**

Pen testing for OT / SCADA

Testing is key to identifying and fixing vulnerabilities before they're exploited. Regulations like NERC CIP require utilities to assess and mitigate risk. Testing checks OT security controls are functioning properly shows regulators an organization's commitment to security. **Can you help?**

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A History of Delivery

For more than 20 years, AKJ Associates has been running been 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.**

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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.

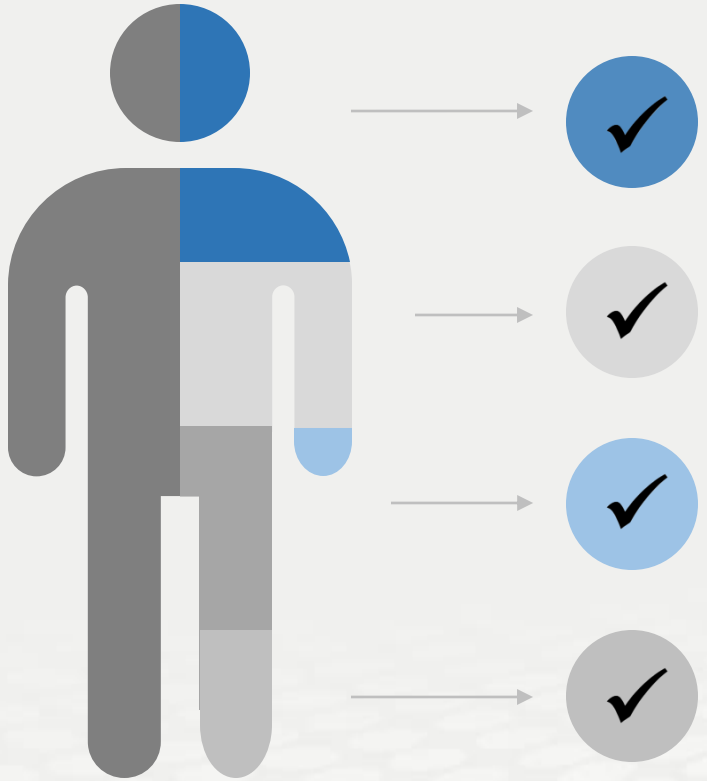
You will have access to the most senior buying audience in the cyber-security market.

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.

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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.

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PhishRod

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.

KASPERSKY lab

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.

vmware Carbon Black

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**

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