18th e-Crime & Cybersecurity Mid-Year Summit

October 15th, London, UK

The CISO Capacity Gap: Securing Digital Dependency in the Real World

How can security leaders bridge the chasm between what boards and governments expect and what they give security teams to work with?

e-Crime & Cybersecurity Mid-Year Summit

A realistic MVP of tech and teams

Cybersecurity is entering a period of hard trade-offs. Most organisations have become structurally dependent on digital technology faster than they have become structurally capable of securing it. And most organisations will never have enough people, budget or specialist expertise to secure every system, supplier, identity, application and data flow to the level they would like.

Nor can they build every capability in-house: cloud security engineering, identity architecture, incident response, threat intelligence, third-party assurance, application security, OT security, AI governance, resilience testing and regulatory evidence production are all competing for limited capacity.

The next phase of cyber maturity will therefore depend increasingly on making better decisions under permanent constraint. Security leaders must decide:

- What must we own internally?
- What can we safely outsource?
- What should be automated?
- What should be escalated to the board as an accepted business risk?
- What must we stop doing because it consumes capacity without materially reducing risk?
- How do we prove resilience/security without creating a compliance bureaucracy?
- Which suppliers are genuinely part of our resilience model, and which are themselves a source of risk?

At the same time as these concrete operational issues around resources and CISO capacity, security teams are also being dragged into the wider problem of European and UK technology dependency – a much bigger challenge than patching, tooling and compliance. They are now central to decisions about cloud concentration, AI adoption, supplier resilience, operational continuity, data control and institutional trust.

DORA, NIS2, the Cyber Resilience Act and the UK's own cyber resilience agenda are all symptoms of the same shift: governments and regulators no longer regard cyber as a technical risk owned by security teams. They increasingly view it as a systemic resilience issue affecting financial stability, healthcare delivery, energy security, public services and democratic confidence.

Add all of this together and it's clear that CISOs and their security teams face an impossible capacity gap. So, what does a practical CISO capacity framework look like? What tooling and team does it imply? What genuinely matters? What must security own directly and have in-house? What does a strategic outsourcing strategy look like? How can capacity be freed up through complexity reduction, automation, and third-party tools? And can teams honestly document unresolved capacity gaps to make them formally accepted business risks – rather than silently absorbing impossible expectations?

The e-Crime & Cybersecurity Congress Mid-Year Summit is designed around that gap. It will examine how CISOs can prioritise under constraint: what to own, what to outsource, what to automate, what to escalate, what to stop doing, and how to make a credible investment case for the security capabilities on which organisational and national resilience now depend.

The e-Crime & Cybersecurity Congress Mid-Year Summit will look at how at how security teams and the business must respond to a new era in cybersecurity. Join our real-life case studies and in-depth technical sessions from the most sophisticated teams in the market.

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Key Themes: AI and Quantum

Identity, authority, and control for non-human actors

CISOs must rethink core identity and governance frameworks, including the adoption of robust agent identity models (spanning machine, service, and workload identities), and clearly defined delegation structures that determine what authority an agent holds and who grants it. **What technologies can help them maintain visibility and control?**

AI anti-phishing and social engineering defences

AI is shifting defence from static filtering to behavioural detection at scale, flagging anomalies that rules / signatures miss. It can also enable pre-emptive defence against social engineering, identifying manipulation cues. The result is a move from reactive blocking to adaptive defence reducing both successful attacks and analyst workload. **Can you help?**

Integrity and the AI-enabled supply chain

AI-native operating models imply dependence on a complex supply chain of foundation models, internal systems, and external APIs and orchestration layers that collectively produce legal work. Imagine the consequences of hacking such a system. **So how do CISOs stop that happening?**

Data protection and leakage risks

What does "insider threat" mean when the actor is non-human? For CISOs, the focus shifts to monitoring the behaviour of agents as well as users, developing capabilities to detect anomalous machine activity, and establishing effective controls that balance guardrails, detection, and containment. **Do you need AI defences to do that?**

Who needs to be quantum-ready?

Anyone responsible for long-lived sensitive data or critical infrastructure has a quantum problem. That means banks, governments, telecoms, energy, healthcare whose datasets need to last decades. If your encryption protects value over time, you need crypto-agility and a migration path now, not when quantum arrives. **How does this work in the real world?**

Intelligent Threat Detection

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: Building Better Security

Making the best use of threat intelligence

In a preemptive 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?**

Securing the Cloud: still a problem

The Cloud may be secure but misconfiguration, API proliferation, federated identity challenges, third-party compromise and a misplaced trust in shared responsibility all make Cloud environments extremely complex to understand and secure. Son is the answer CSPM/CIEM tooling> Wat about CNAPP/CWPP? How to push your controls into SaaS providers and MSSPs? **Can vendors help?**

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Key Themes: Best Practice Fundamentals

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 is a huge challenge. **Can you help with asset tracking and endpoint visibility? And what about anomaly detection after that?**

Defending against the latest ransomware variants

Ransomware evolution is forcing the hands of government and causing havoc in the insurance market. So firms must go back to basics (see below) but also invest in immutable back-ups and real resilience. Detecting early-stage infiltration is also critical. **Whate lse can CISOs do to better defend against ransomware?**

Why zero trust, isolation and segmentation are key

There has been a shift in recent attacks away form 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 still keep up with sophisticated foes? Should they upgrade their capabilities?**

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? Or does the Cloud just create more problems?**

Securing the basics

The endpoint and email are still a critical cybersecurity battleground. So, organisations still need EDR/XDR everywhere; they need advanced email security; they need more aggressive patching of internet-facing anything. They need to move from awareness training to behavioural conditioning. **What does that mean practically for CISOs?**

Dealing with regulations

CISOs now must simultaneously satisfy divergent regulatory demands; they must interpret often vague legal standards into technical architectures, and they risk non-compliance if auditors, regulators, or courts interpret those regulations differently later; they face unrealistic expectations around incident reporting; and they face personal liability. **Can RegTech help?**

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Why AKJ Associates?

e-Crime & cybersecurity MID-YEAR

A History of Delivery

For more than 25 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 & Cyber Security 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, manufacturing, retail, healthcare, CNI.

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 25 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.**

Your team and your resources available in real time

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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 your message direct to descision-makers

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Plenary Speakers

The e-Crime & Cyber Security 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.

Delivering the most senior cybersecurity buyers

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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.

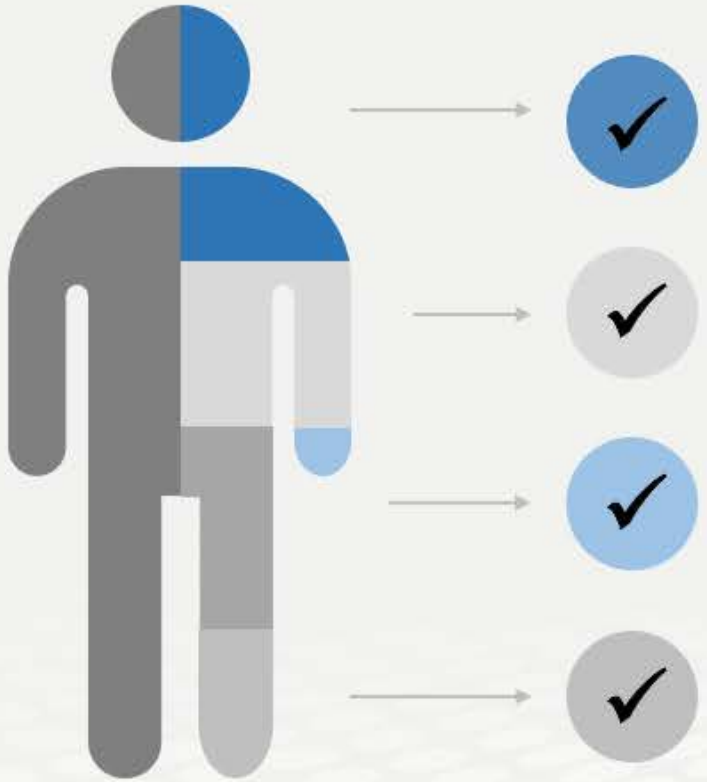
You will have access to the most senior buying audience in the cyber-security market.

AKJ Associates has been building relationships with senior information risk and security professionals for 25 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 lead generation and always increases profitable sales activity.



Cyber-security
We have a 25-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

Delivering 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 25 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 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 25 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 25-year reputation and the e-Crime & Cybersecurity Congress brand.

What our sponsors say about us

e-Crime & cybersecurity MID-YEAR

OneSpan

"Firstly, a big thank you for yesterday — it was a fantastic event, and we really felt it was a great success. The quality of the attendees was excellent; people were genuinely engaged and very open to conversation. We had strong interest at the stand throughout the day, with many visitors eager to learn more about our solutions."

Sales Manager UK & I

Recorded Future®

"Thank you for your email. I attended the event yesterday and have to say it was very well organised.

We were very happy with the turnout for our afternoon session as well - all in all, it was a very successful event!

Senior Marketing Executive

Red Helix

"AKJ are a pleasure to work with.

A lot of work goes into making physical events a success, and with AKJ the team are there to support at each step.

They ensure the events are a great success for both suppliers and end users alike."

Senior Digital Marketing Manager

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 our work with them has delivered way beyond expectations."

Senior Marketing Manager

95% percent of our exhibitors and sponsors work with us on multiple events each year.

This is because they generate real business at our events every year. Our sponsor renewal rate is unrivalled in the market.

AKJ Associates

http://akjassociates.com/event/midyear