

Introduction



Ioannis Fragkoulopoulos

Senior Manager | Cybersecurity & Data Protection Services

Leading Digital Resilience as well as the Data Protection related solutions with special focus on regulatory compliance.

... member of a high performing team!



>300
Cyber professionals in CESA



50+Countries the team
has served worldwide



15+CVEs from top end Vendors



100+Certifications collectively

... providing top end cybersecurity solutions!

Cybersecurity strategy & management

Digital identity & access

Data and application protection

Privacy

Cyber threat Management

Respond

Cybersecurity Compliance and Standardization

IoT/ OT Security

Typical approach to compliance



Assess

Gap analysis & remediation/compliance planning





Implement

Implementing privacy & data protection policies and procedures



Operationalize

- 1. Accountability / Data Subjects
- 2. Data protection
- 3. Ecosystem



Operationalization meaning...

Minimum documentation required to demonstrate compliance, e.g.:

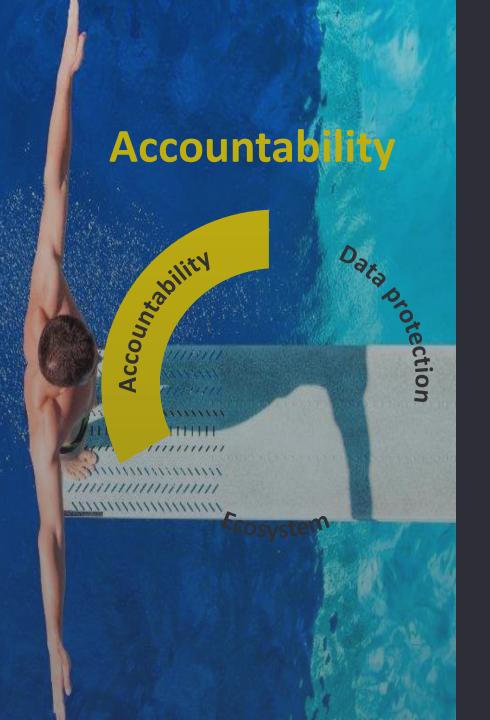
- RoPAs
- DPIAs
- Policies & Procedures
- Compliance Plan

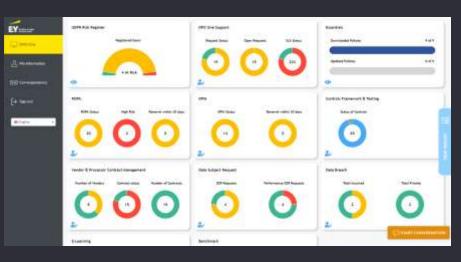


- IT systems
- 'Knowing where our data is'
- 'Erasure and record retention'

- Procurement Process
- Contracts
- Third Party Risk Assessment
- Third Party Audit





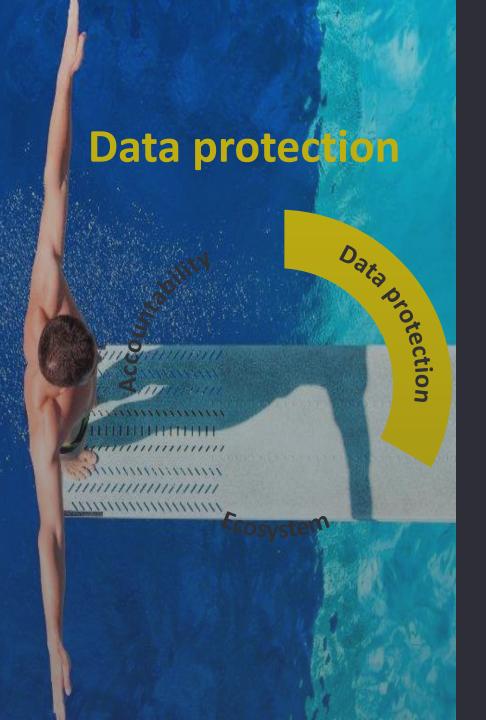












It is critical to articulate the business impact of cyber risk at board level down. This can be achieved by defining cyber risk appetite and metrics, and by producing accurate and up-to-date reports that enhance decision making.



16%

of organisations state that their reporting of information security meets their needs

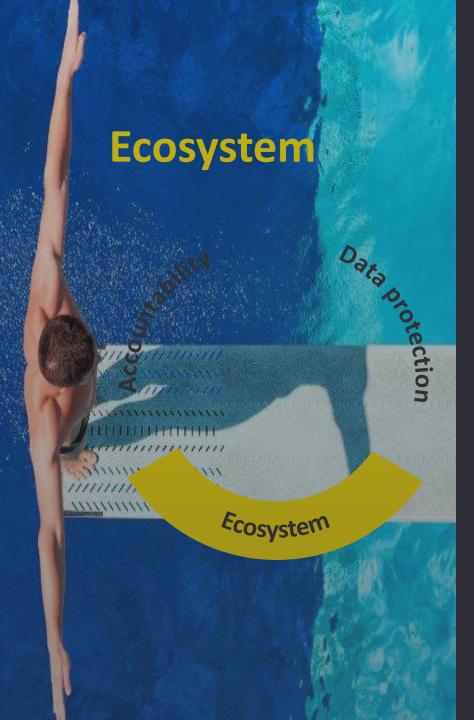
28%

of organisations say the maturity of their cyber metrics and reporting is poor or non existent

82%

of boards fail to make cyber security a strategic agenda item





Third Party Risk Management (TPRM) is the oversight of key service providers who contribute to operations. This can be achieved by defining cyber risk appetite and metrics, and by producing accurate and up-to-date reports that enhance decision making.



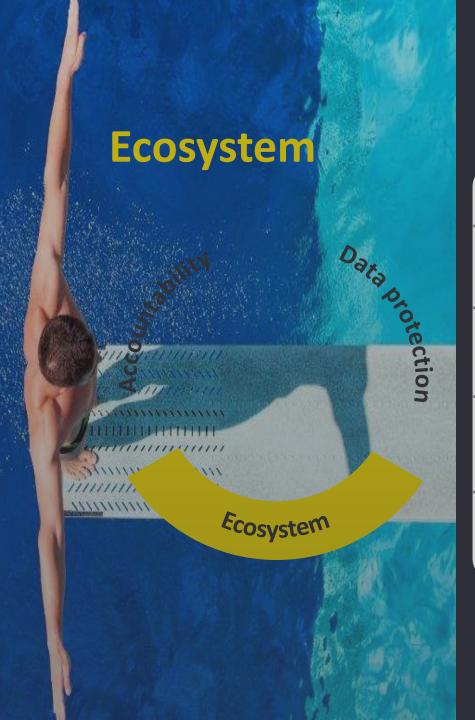
50%

of organisations that identify fourth parties do not maintain an inventory for monitoring and governance purposes

44%

of organisations have experienced data breaches that happened at the third party





Classification of Data Handled by Vendor	Examples of Type of Data Handled by Vendor	Example of Vendor Business Relationship
Tier 1 Vendor Highly Confidential	 Protected health information Medical records Patient /member information Treatment & condition information Credit card information Member address Phone number Biometric info Email address Date of birth 	 Outsourced software development Outsourced software maintenance and support Customer/Member helpdesk Claims processing Mail/Envelope stuffing and fulfillment
Tier 2 Vendor Confidential	 Payroll information Employee performance data HR and personnel records Proprietary and trade secrets Proprietary code & business logic Investigations Tax information Employee SSNs Highly sensitive reports 	 Payroll and check printing services Benefits administration services Tax compliance services HR consulting and outsourcing services Mission critical consultants and contractors
Tier 3 Vendor Internal Use Only	 Reports Assessments Findings and recommendations Strategy and roadmap documents Internal company memoranda Trade secrets Budgets Financial performance data Projections Departmental memos/reports 	Professional services firms Consultants and advisory firms Professional service contractors Law firms (e.g. contract review, regulatory advisory) Business and operational auditors
Tier 4 Vendor Public Distribution	 Marketing and promotional materials Mailings and solicitations Public relations Campaigns and outreach Telemarketing Surveys Advertising material Web and media 	 Advertising agency Event marketing firm Web-design and digital media services Printing and graphics design Marketing and survey companies



We have identified the following priority areas to focus on...



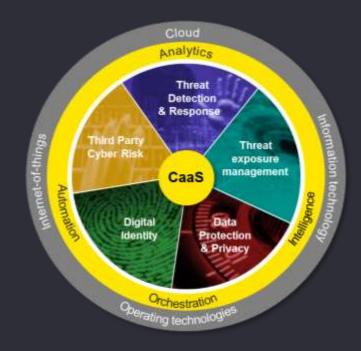
How can we help?

Digital identity (DI)

- Access enforcement
- Identity governance administration
- Certificate management
- Cloud Access Security Broker
- Operation support services
- Application onboarding service
- Managed PAM services
- Manged DI transformation

Data protection (DP)

- Sensitive data discovery
- Data minimization
- Data loss prevention
- Permissions and activity monitoring
- DLP policy management and incident response
- DLP platform
- Managed DPO services
- CASB management



Third party risk management (TPRM)

- Managed TPRM
- Risk assessment
- Static and dynamic assessments
- TPRM automation
- Cyber risk management
- Third party lifecycle management

Threat detection and response (TDR)

- Threat detection
- Threat response
- Threat hunting
- Incident response/Breach response
- Threat intelligence
- Technology management
- Forensic support

Threat exposure management (TEM)

- Vulnerability discovery and management
- Configuration scanning
- Application scanning
- Penetration testing
- Remediation orchestration
- Risk mitigation support
- Enterprise integration
- DevSecOps security
- Threat lifecycle services





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