LOMBARD
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ASSURANCE

New technologies – buzzwords or true CISO helpers?

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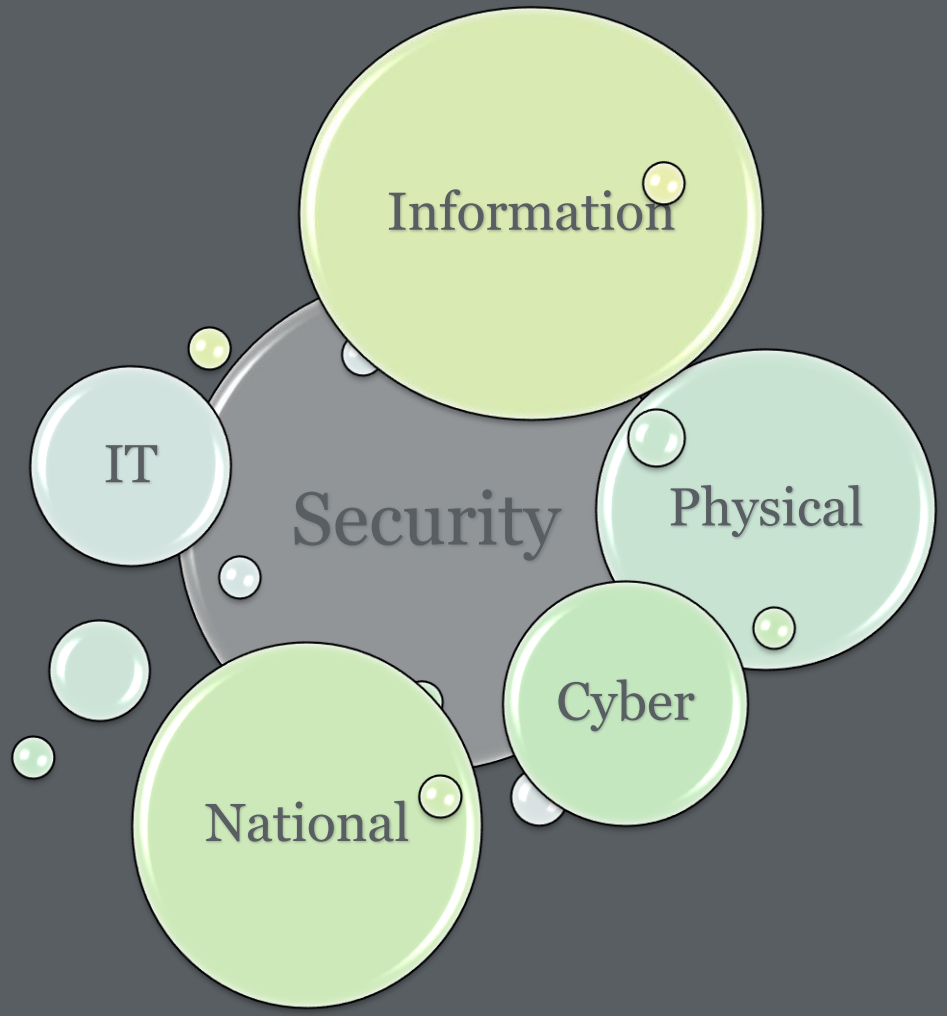
Introduction

- **Lombard International**
  - Life assurance solutions for succession and wealth planning
  - HNW and UHNW clients
  - The result of the acquisition by Blackstone of two specialised companies based in Luxembourg and Philadelphia
  - 15 offices in 10 countries

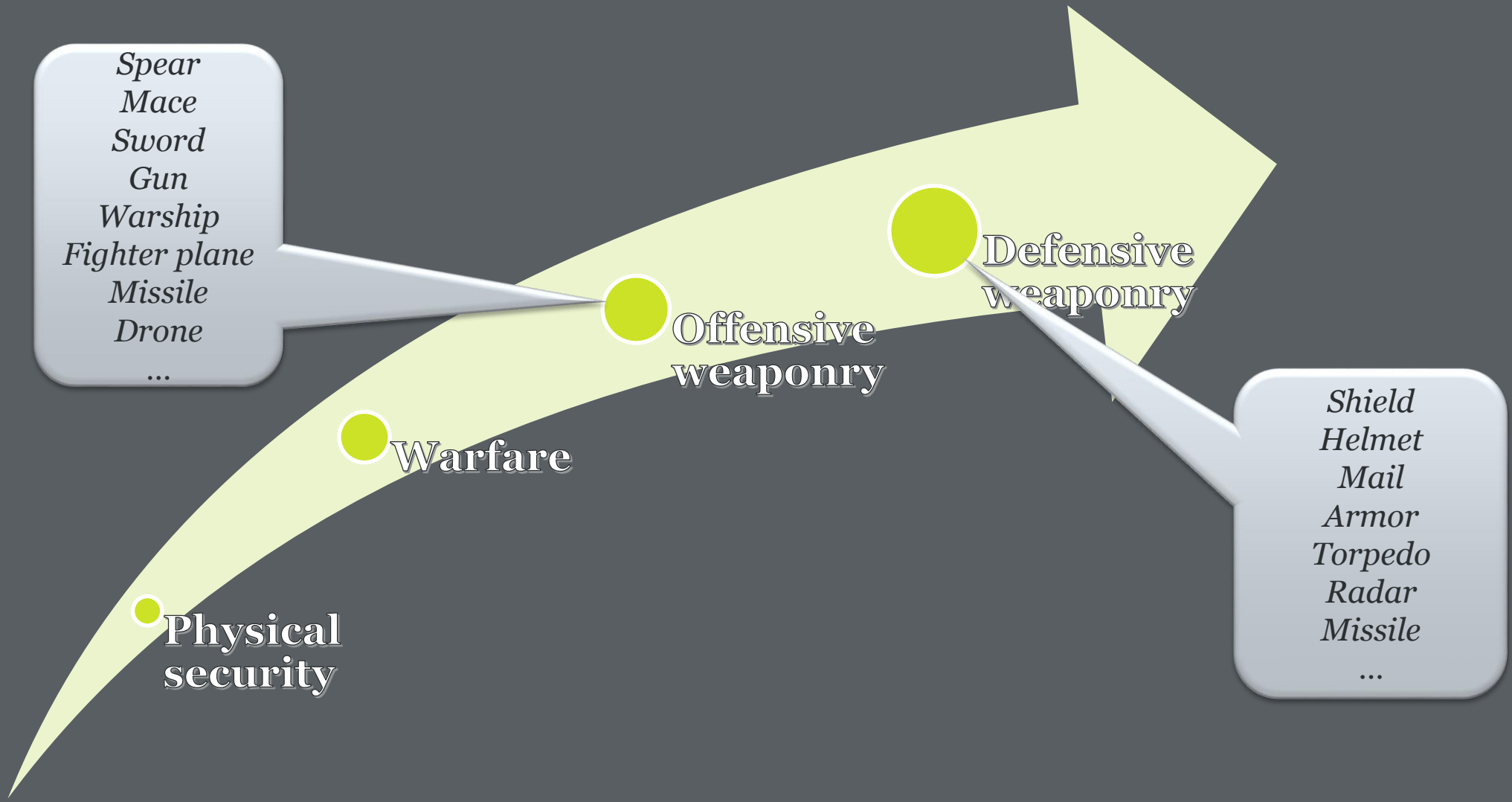
- **The presenter**
  - Global CISO at Lombard International
  - Previous experience in private banking, consulting, service provider and legal

Security and cybersecurity. Learning from history

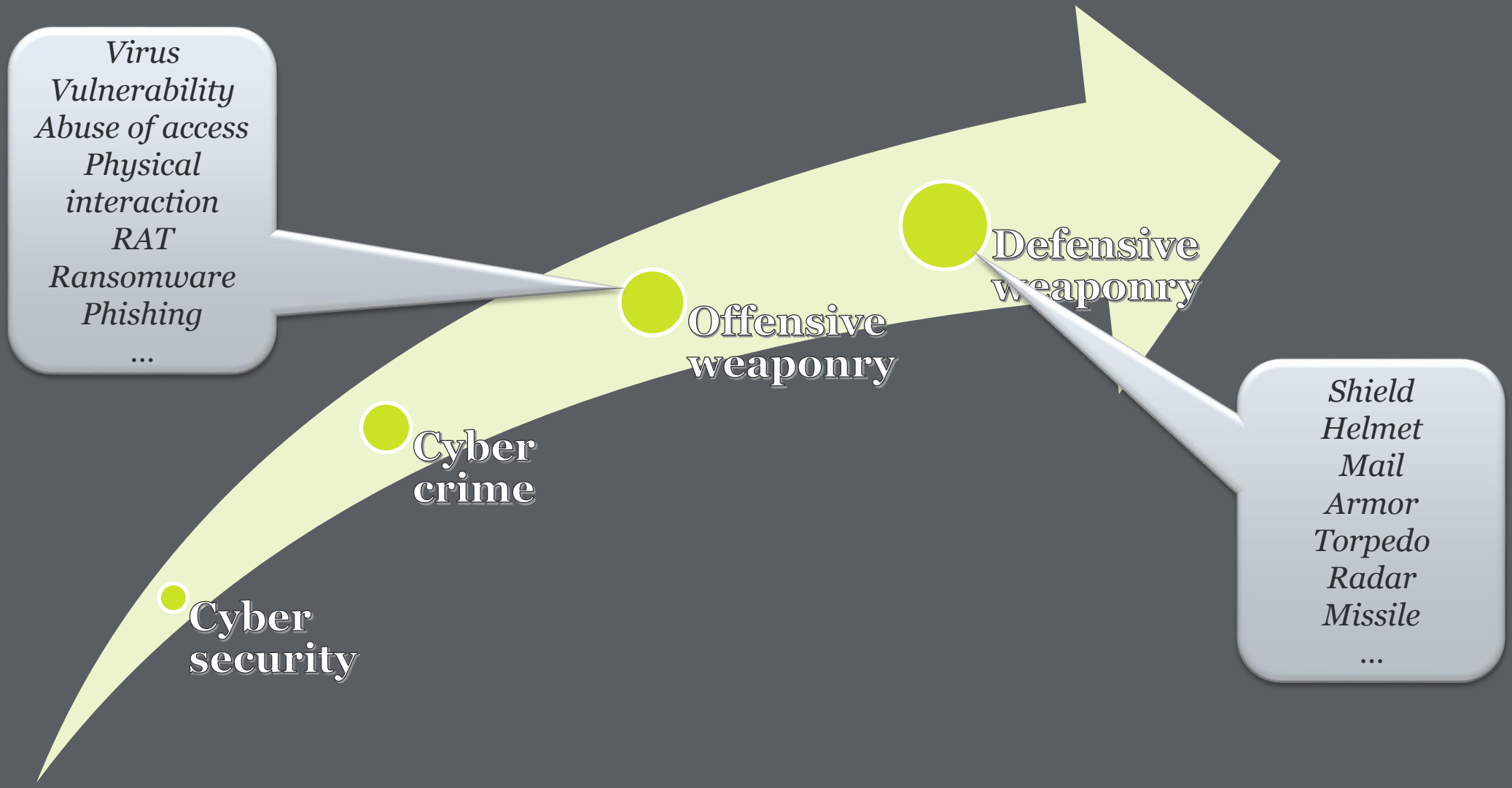
Security and cybersecurity. Learning from history



Security and cybersecurity. Learning from history



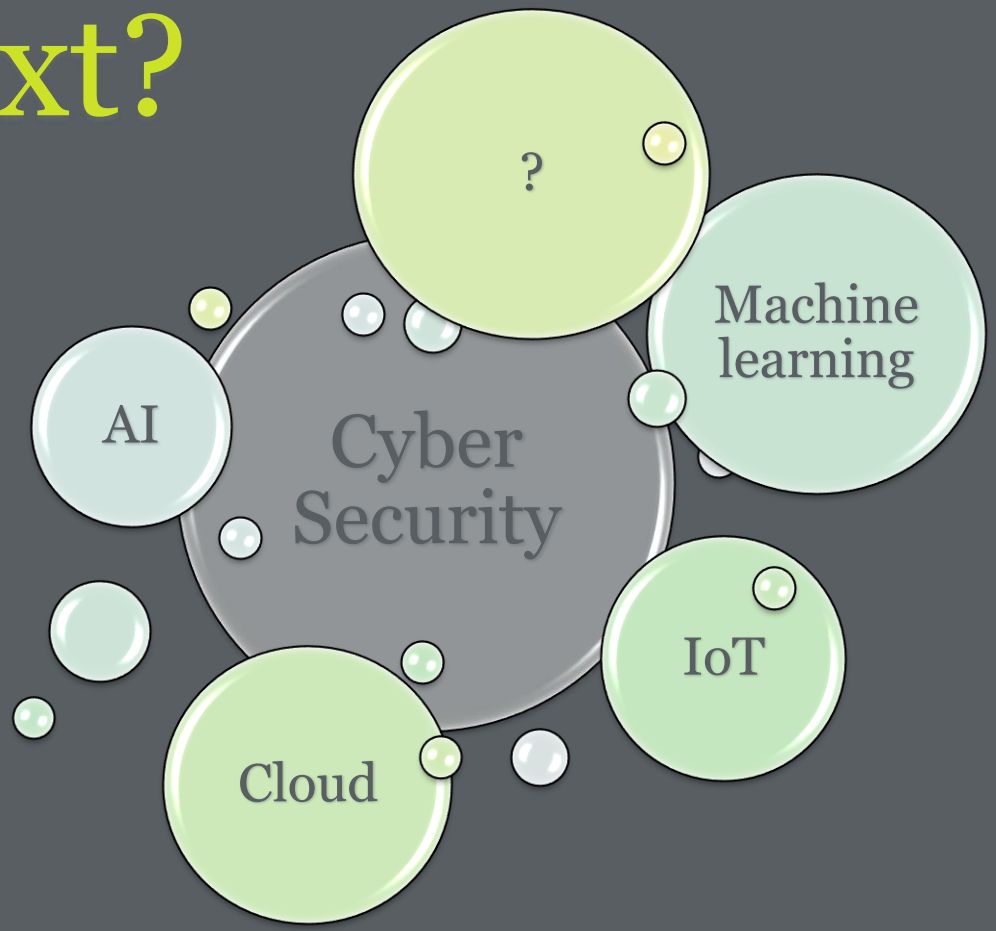
Security and cybersecurity. Learning from history



The reactive character of our defence capabilities

Improving our cybersecurity defence posture

What's next?



Buzzwords or real game changers?

Short term

- Tactical advantage

Long term

- Will be used as offensive weaponry
- Will be circumvented by newer offensive technologies

Buzzwords or real game changers?

Many solutions claiming to be the only one that we need

Providers focused on short term valuation rather than long term strategy

Some solutions have great features but might not have a good RoI

Heavy dependency on cloud (opex vs capex model)

Some are truly innovative, others offer new solutions for old problems

Is it what I need or what I'm told that I need?

True machine learning and AI or simple claims?

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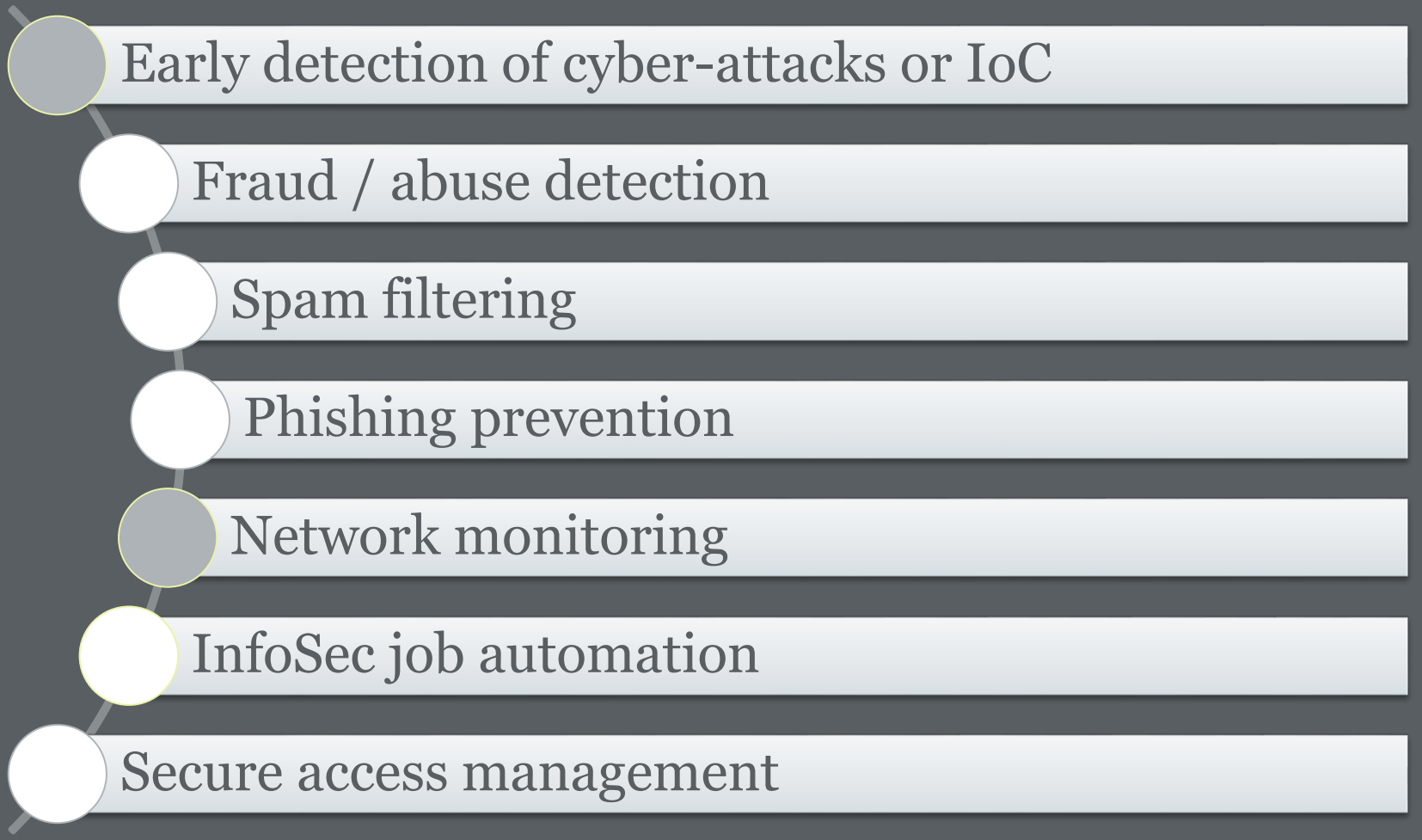
How do we make the difference?

Potential applications and benefits

Potential applications and benefits



Cloud resources and dependencies

Cloud resources and dependencies

Legal and regulatory issues

Should we keep our important data in a foreign jurisdiction?

CapEx vs OpEx

Third party risks

Frontend for other (hidden) services and charges

Conclusion

Cloud resources and dependencies

Does it work?

- Yes

Does it make a difference?

- Maybe!

Is it worth the money?

- It depends!

Is this everything I need?

- No silver bullet for all our cybersecurity concerns

Q&A

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