



IoT SECURITY STRATEGY DIALOG

26th-27th September 2017, Frankfurt

Solution Partners Offer:

IoT Security Strategy Dialog

26th-27th September 2017, Frankfurt

Decision makers come for your solutions.

Real business development made by CINTONA

It is our core business to connect key decision makers with innovative suppliers to discuss strategies and projects in face-to-face meetings. We identify corporate projects and search for suitable suppliers.

We help you to identify and address new corporate customers in a very efficient and convenient way. We know face-to-face meetings with qualified suppliers are of great value for CxOs as long as these meetings deliver real value-adds. That's why we specialised in finding these value-adds with our analytic methods and tools. Our advanced easy-to-use business matching tools enable you to meet the best potential customers.

- **Decision Makers:** You'll meet decision makers being interested in your solutions in one-on-one meetings
- **Workshops** included in packages „Elaborated“ and „Premium“
- **Qualified:** Tough pre-qualification grants for decision makers with true interest in vendor meetings
- **Matchmaking** of your solutions and competencies with projects and interests of corporate decision makers
- **You select your meeting partners** based on detailed well-documented matching results
- **Market focus:** Invitation-only combined with market focus lead to relevant meetings
- **Ultra efficient:** Up to 20 CxO meetings in two days. Invest below your internal cost of sales
- **Real Business Meetings:** Your meeting partners authorize each meeting and have clear expectations
- **Sales Support:** We present your solutions before the event in calls, newsletter, online presentations and campaigns
- **Reduced opportunity cost:** We fill your sales pipeline for a reasonable invest while you can close your „low hanging fruit“
- **Online Community:** Stay in touch and interact with your new contacts

IoT business models and processes with 20 billion devices connected by 2020 create massive security threats already today

According to Gartner 25% of all cyber attacks targeting companies will run via IoT, but only 10% of IT Security budgets will be spent in IoT Security. Half of the IoT Security budget will be invested in solutions for discovery, provisioning, data protection and authentication. One third will be allocated in network isolation and segmentation.

In order to run with controllable and acceptable risks, large IoT implementations require scalable cloud-based security solutions. Many suppliers of IoT devices are currently not capable to master cyber threats which makes the units to preferred targets. Analysts therefore



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CHIEF INTELLIGENCE

expect increasing invests in device security, especially with regard to authentication and data flow. At the network border points device detection, answer, access and other basic functions need to be secured first. IoT Security suppliers react with new concepts for network segmentation, isolation and extended cloud security solutions.

The emerging of IoT ecosystems consists of dynamic processes in very innovative markets. Final outcomes are hard to predict. Systems are heterogeneous. In order to secure IoT, IoT Security solutions at this stage need to be highly flexible and adaptable to match hard-to-predict future requirements.

IoT Security is also an organisational challenge since classical IT Security and product driven OT Security are both part of the game, since digital and physical worlds converge. IT and engineering have to collaborate, but their approaches, ways of thinking and cultures are different. In many companies IoT Security responsibilities are still not agreed on. Where are the differences and borders? Actually IoT Security requires a new approach but many managers don't see this yet. IoT Security Dialog connects executives responsible for IT and OT Security at end customers as well as at device manufacturers, vendors of IT security solutions, consultancies and scientists to exchange experiences and ideas to gain orientation in all fields of IoT Security.

Who attends from buying corporations?

- CISO
- OT Security
- CIO
- Product Development
- Engineering
- Business Processes / Operations
- Market Strategy
- Business Development
- Board Members

Main Topics:

- Device Discovery
- Device Provisioning
- Device Detection
- Data Security
- Authentication
- Network Segmentation
- Network Isolation
- Blockchains
- Cloud Security
- Data Flow
- IoT Ecosystems
- IoT Security Management

26th September 2017, Frankfurt Intercontinental

8:00
Start Registration / Breakfast

9:00
Opening

9:15
Business Case

9:50
Business Case

10:25
Coffee Break / Peer Networking

10:40-11:40

- **Workshop 1:TBA** -- oder
- **Networking Session 1** (10:40-11:10)
- **Networking Session 2** (11:10-11:40) -- or
- Round Table Discussions

11:40-12:40

- **Workshop 2:TBA** -- oder
- **Networking Session 3** (11:40-12:10)
- **Networking Session 4** (12:10-12:40) -- or
- Round Table Discussions

12:40
Lunch / Peer Networking

13:40
Business case

14:20-15:20

- **Workshop 3: TBA** -- oder
- **Networking Session 5** (14:20-14:50)
- **Networking Session 6** (14:50-15:20) -- or
- Round Table Discussions

15:20-16:20

- **Workshop 4: TBA** -- oder
- **Networking Session 7** (15:20-15:50)
- **Networking Session 8** (15:50-16:20) -- or
- Round Table Discussions

16:20
Coffee Break / Peer Networking

16:35
Business Case

17:10
Business Case

18:00
We invite you for drinks and snacks at the hotel bar - Chill out and networking after an exciting day

19:30 End Day I

27th September 2017, Frankfurt Intercontinental

8:00
Start Registration / Breakfast

8:30
Opening

8:40
Business Case

9:15
Business Case

9:50
Coffee Break / Peer Networking

10:05-11:05

- **Workshop 5: TBA** - oder
- **Networking Session 9** (10:05-10:35)
- **Networking Session 10** (10:35-11:05) -- or
- Round Table Discussions

11:05-12:05

- **Workshop 6: TBA** -- oder
- **Networking Session 11** (11:05-11:35)
- **Networking Session 12** (11:35-12:05) -- or
- Round Table Discussions

12:05-13:05

- **Workshop 7: TBA** -- oder
- **Networking Session 13** (12:05-12:35)
- **Networking Session 14** (12:35-13:05) -- or
- Round Table Discussions

13:05
Lunch / Peer Networking

14:05
Business Case

14:40
Business Case

15:15
Wrap-up and Closing Discussion

15:30
End of official part
Drinks, snacks and rooms remain available

**Send booking fax to +41 21 52 13 633
or mail scan to sven.hardt@cintona.com**

**We book the following package to become a solution partner of
IoT Security Strategy Dialog, 26th-27th September 2017, Frankfurt:**

<input type="checkbox"/> Premium	3 representatives	20 meetings + Workshop	10,000 EUR + VAT
<input type="checkbox"/> Elaborated	2-3 representatives	15 meetings + Workshop	8,000 EUR + VAT
<input type="checkbox"/> Advanced	2 representatives	10 meetings	6,000 EUR + VAT
<input type="checkbox"/> Basic:	1 representative	5 meetings	4,000 EUR + VAT

Company name and address:

Attendees (name(s), job title(s), email(s), can also be named later in time):

Main point of contact for us on your side (name, email, phone):

City, date

Signature

CINTONA Ltd | Hauptstrasse 14 A | CH-8280 Kreuzlingen

Sven Hardt | sven.hardt@cintona.com | +41 79 246 67 0

Terms & Conditions

- The booking becomes valid when confirmed by CINTONA.
- CINTONA guarantees for the services stated in this brochure.
- Payment is due prior to the event after booking, because CINTONA starts to work for the client immediately after booking (presentation of solutions, research etc.) and needs to pay services in advance herself.
- CINTONA is not liable for damages caused by technical malfunctions or force majeure like e.g. acts of God, war, riots, terrorist threats or activities, political constraints or trade disputes.
- The regular cancellation fee is 25% of the invoice. In a period starting 4 weeks before the event the fee is 100% of the invoice.
- The solution partner bears expenses for damages caused by the partner's representatives during the event.
- Place of jurisdiction shall be Kreuzlingen, Switzerland