



CYBERTHREATS

&

**CYBER
SECURITY
DAY**

POWERED
BY **UTI**

Cyber Security – A “must” all over the World

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Bucharest, Romanian Banking Institute

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PAC's Digital Trust Conceptual Model

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Cyber Security Threats 2015 vs. 2014

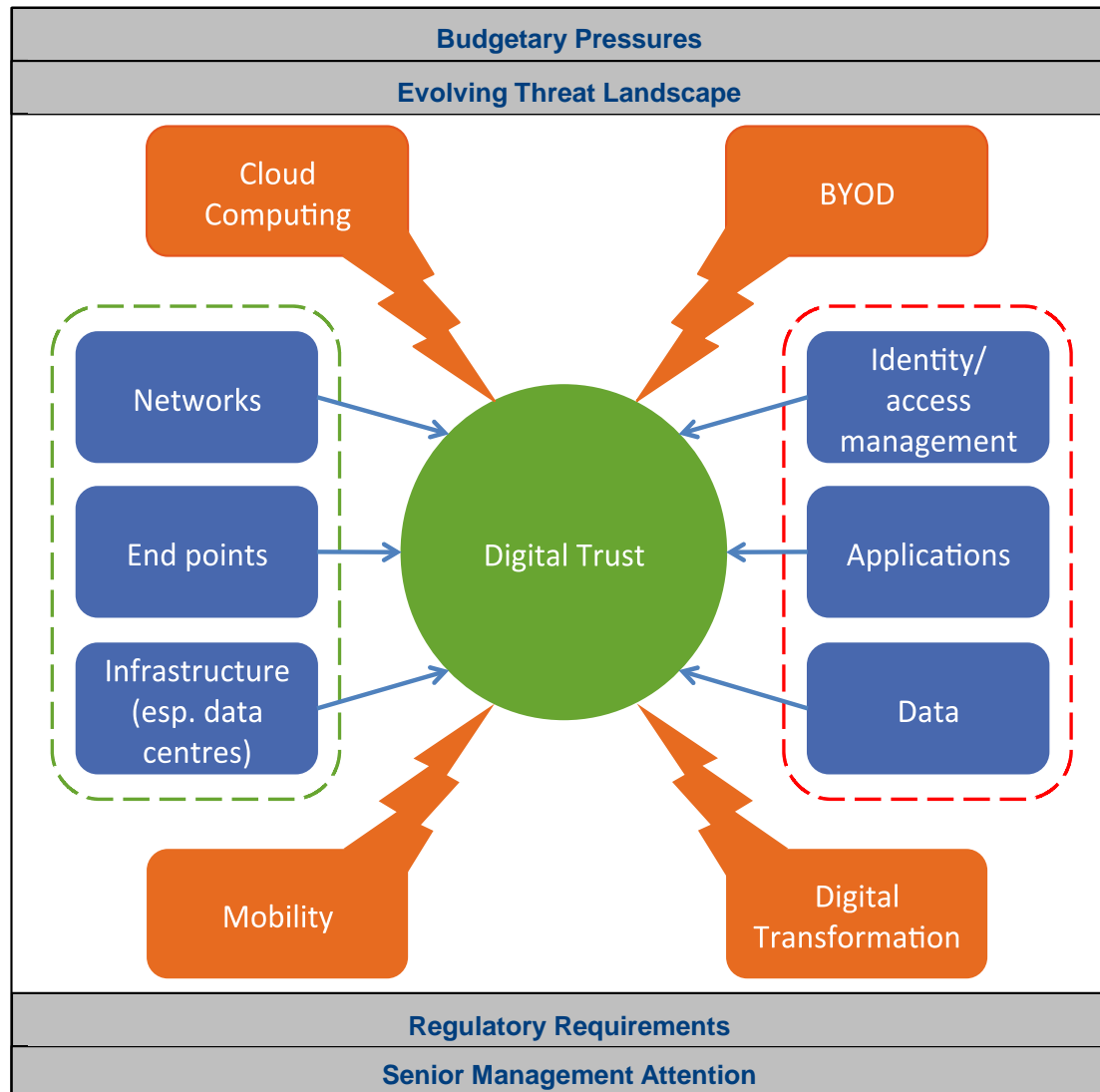
Security Solutions Adoption 2016-2018

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PAC's Digital Trust Conceptual Model

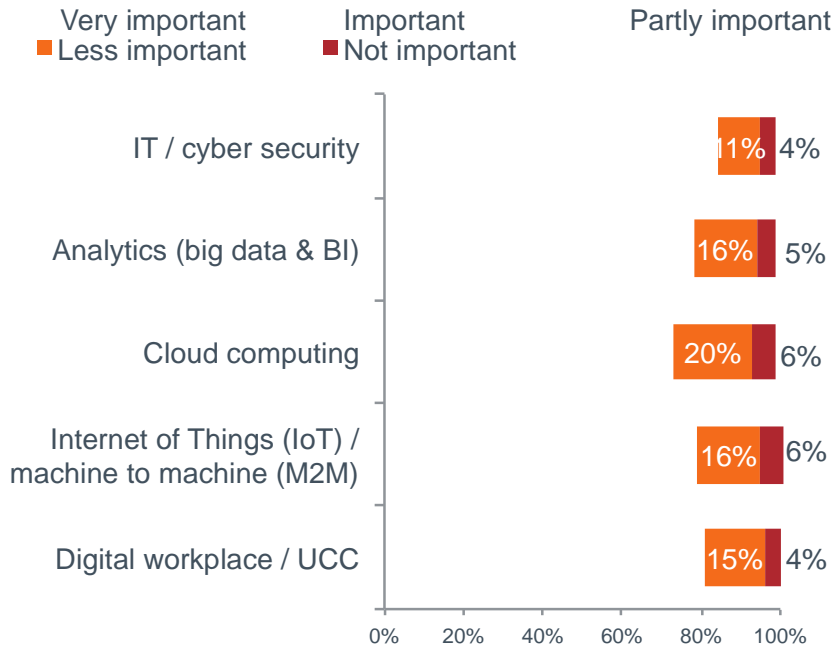


Relevant Market Figures

- In **2015, over 35 Bn EUR** will be spent by companies and Governments worldwide only for cyber security related software and IT services.
- PAC forecasts that, **until 2020, another 20 Bn EUR will be added**, which means an average growth rate 2-3 times higher than for the overall software and IT services market.
- There is no significant country in the world where the cyber security spending does not **grow by at least 7-8% per year; some see even +15-20% growth**.
- Out of the total SITS spending for cyber security, **70% will go to pure IT services**, of which the outsourcing/ managed services segment is the fastest growing area.

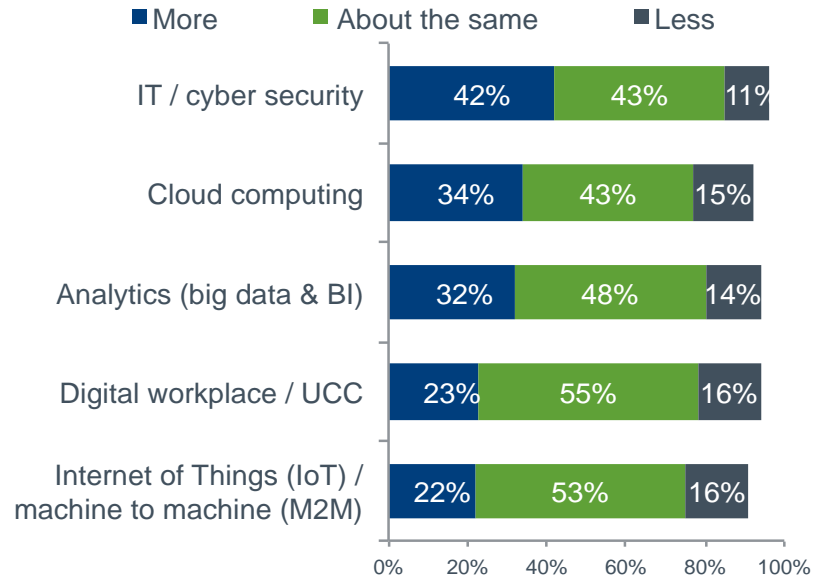
Hot Topics on the IT Agenda

How do you rate the topics on your IT agenda?



Shares in percentage of all companies surveyed, n = 2927

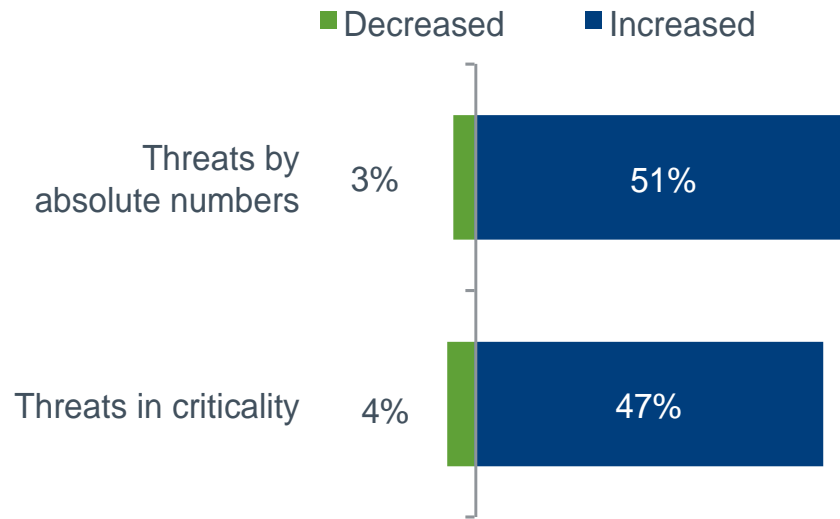
How will your IT spend change in the next two years for projects related to the following topics?



Shares in percentage of all companies surveyed, n = 2927
("No IT spending" not shown)

Cyber Security Threats 2015 vs. 2014

Have the cyber security threats faced by your company increased or decreased compared to the year before?



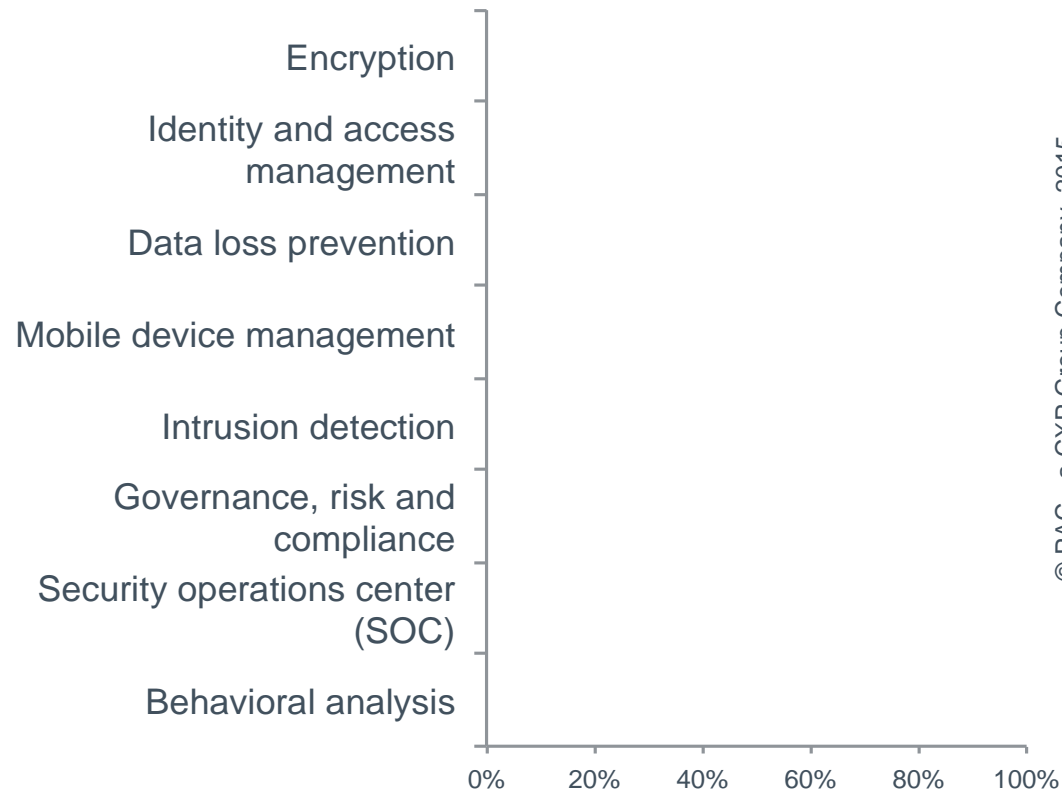
Shares in percentage of all companies surveyed, n = 2927
("Remained about the same" not shown)

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Security Solutions Adoption 2016-2018

Which of the following security solutions are you going to implement within the next three years?

Solutions for:

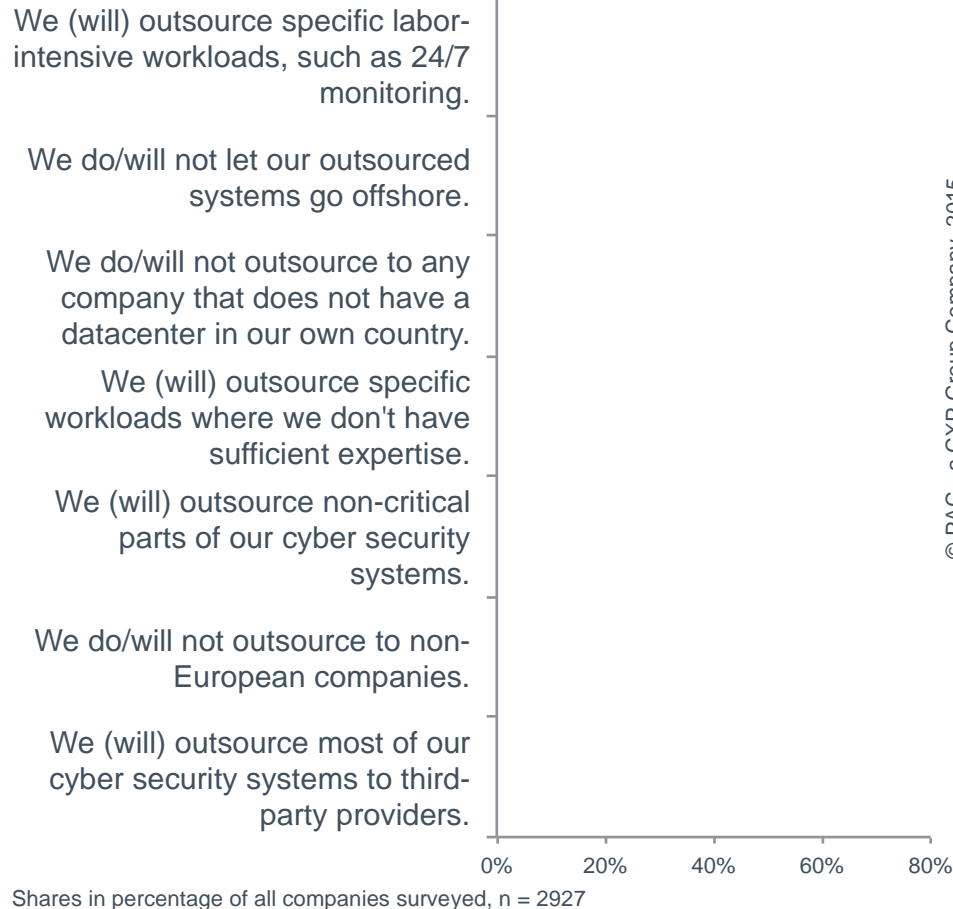


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Shares in percentage of all companies surveyed, n = 2927

Intentions about Cyber Security Outsourcing

Which of the following statements best describes your strategy in terms of cyber security outsourcing within the next three years?



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Recommendations for IT Users

- Make security become part of every IT project, in the entire lifecycle from design to maintenance. Security must be integrated in the architecture of the IT projects.
- Security is like an insurance, you know its value as soon as you have a problem.
- Negligence is among the top risks for IT security.
- Security is as much about people and processes as it is about technology. MSSPs can be valuable partners in both identifying and achieving best practice for end user behavior (e.g. good security ‘hygiene’) and security processes (e.g. breach readiness).
- **Shift From ‘Defend & Protect’ to ‘Identify & Respond’**

About PAC



Founded in 1976, Pierre Audoin Consultants (PAC) is part of the CXP Group, the leading independent European research and consulting firm for the software, IT services and digital transformation industry.

The CXP Group offers its customers comprehensive support services for the evaluation, selection and optimization of their software solutions and for the evaluation and selection of IT services providers, and accompanies them in optimizing their sourcing and investment strategies. As such, the CXP Group supports ICT decision makers in their digital transformation journey.

Further, the CXP Group assists software and IT services providers in optimizing their strategies and go-to-market approaches with quantitative and qualitative analyses as well as consulting services. Public organizations and institutions equally base the development of their IT policies on our reports.

Capitalizing on 40 years of experience, based in 8 countries (with 17 offices worldwide) and with 140 employees, the CXP Group provides its expertise every year to more than 1,500 ICT decision makers and the operational divisions of large enterprises as well as mid-market companies and their providers. The CXP Group consists of three branches: Le CXP, BARC (Business Application Research Center) and Pierre Audoin Consultants (PAC).

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