



**FORTINET**<sup>®</sup>

# The journey to eIDORAdo

From digitization to regulation

**Ricardo Ferreira**  
EMEA Field CISO

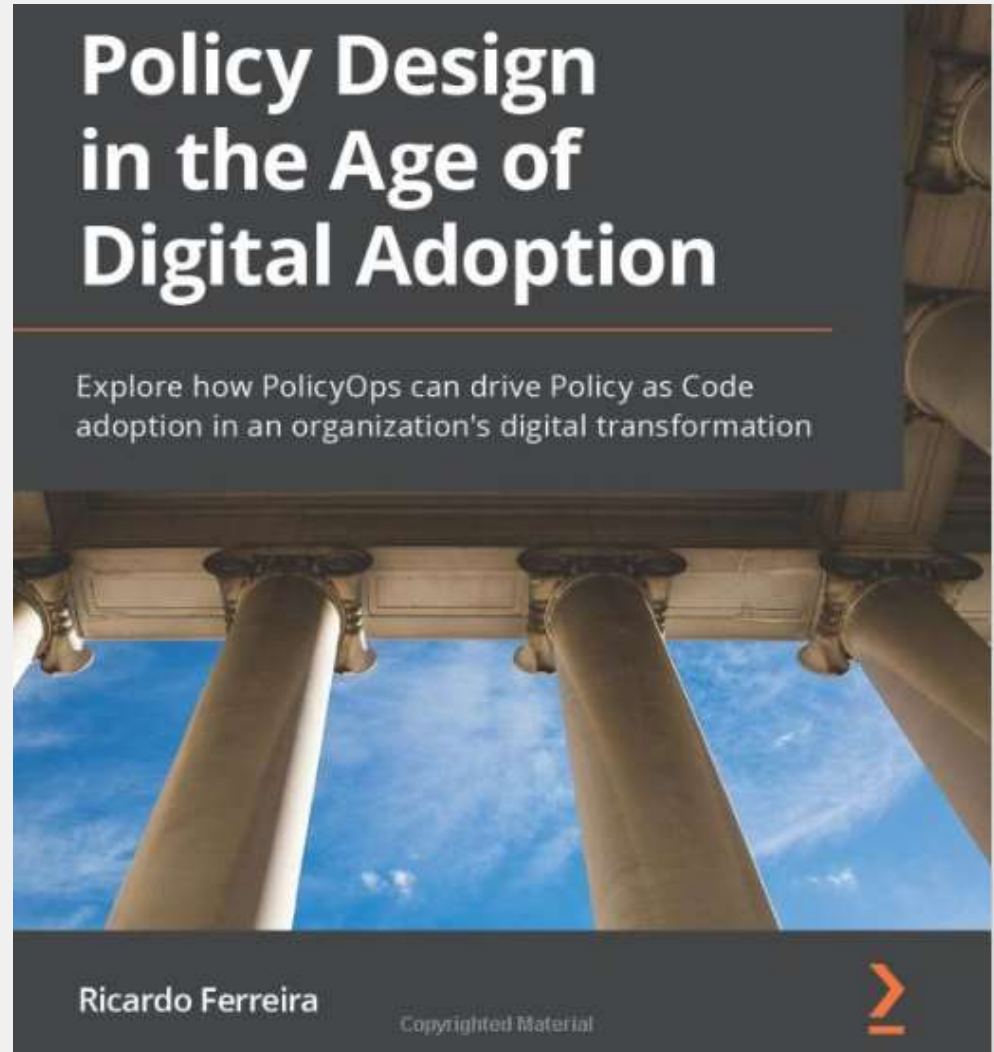


## ABOUT ME

Started working on  
Cybersecurity in late 90's

Wide range of  
experiences (CSCO,  
RAX, HSBC, EY, FTNT)

Currently focused on  
NIS2 and DORA



# The Cybersecurity Partner You Can Count On

# FORTINET

**22 years as a  
Growing,  
Diversified,  
Profitable,  
Cybersecurity Technology company.....**

*.....that's not going to change*



# Broad Global Footprint

**1,255**  
Patents Globally

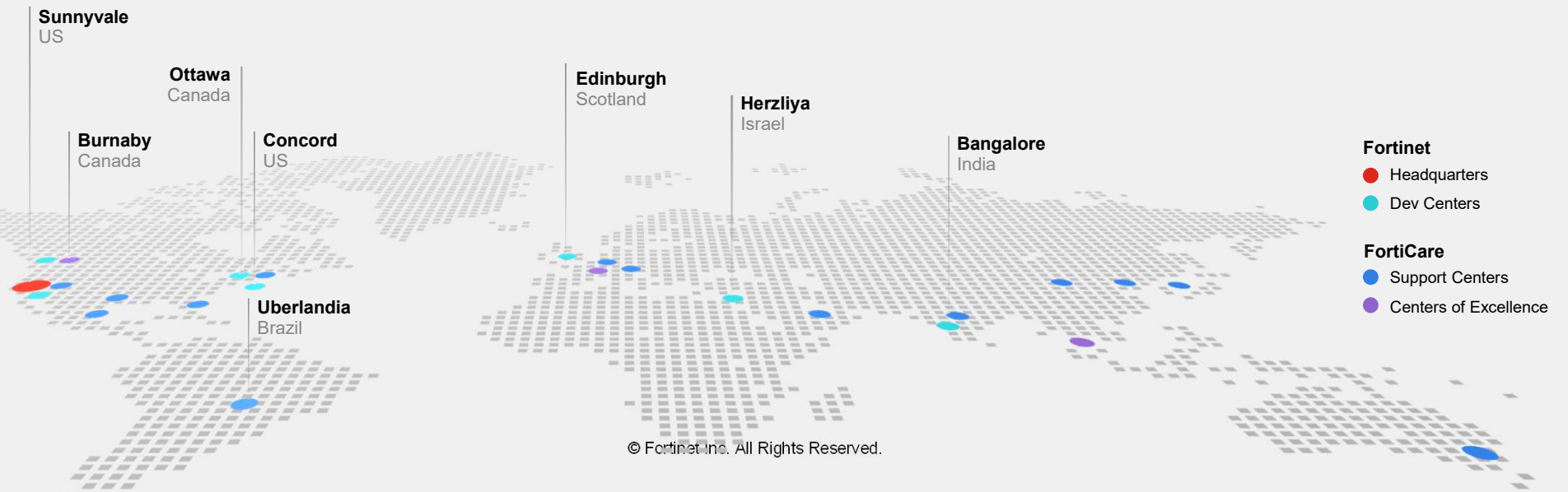
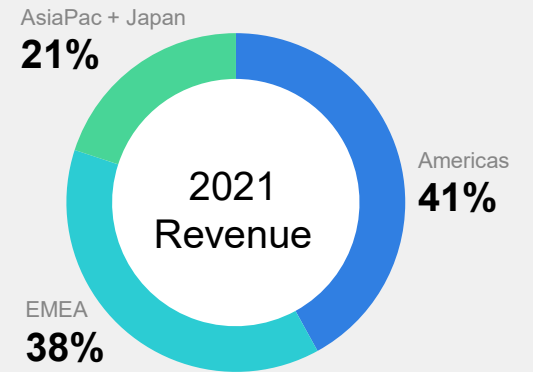
Top Innovator

**10,000+**  
Employees

Global Leader

**565,000+**  
Customers Worldwide

Massive Customer Input

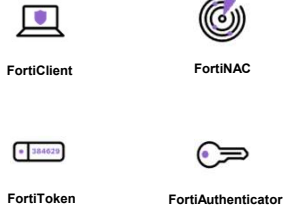


# Fortinet: A Holistic Approach to Cyber Security

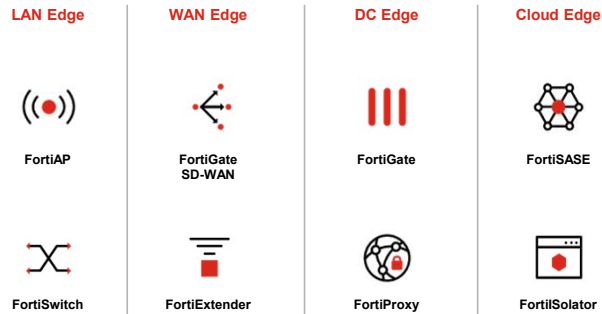


Digital Security, everywhere you need it.

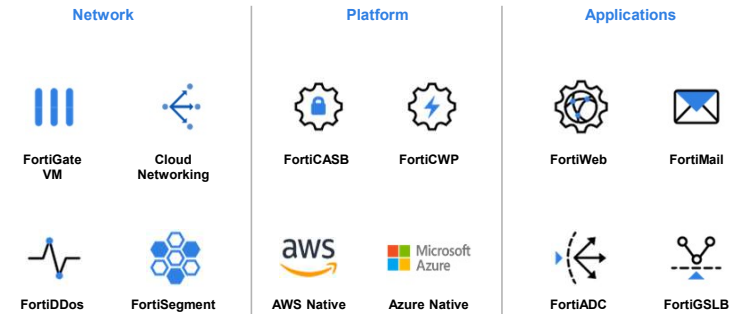
## Zero Trust Access



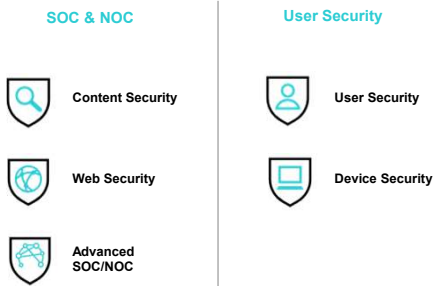
## Security-Driven Networking



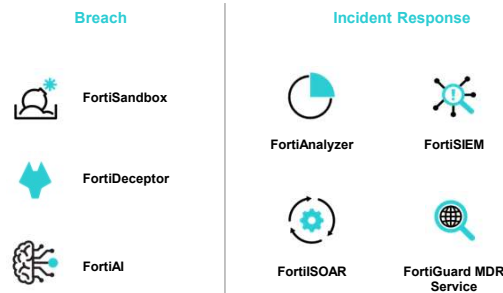
## Adaptive Cloud Security



## FortiGuard Security Services



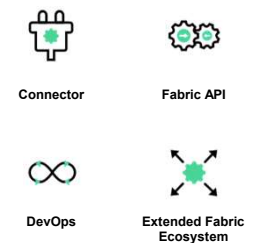
## Fabric Management Center - SOC



## Fabric Management Center - NOC

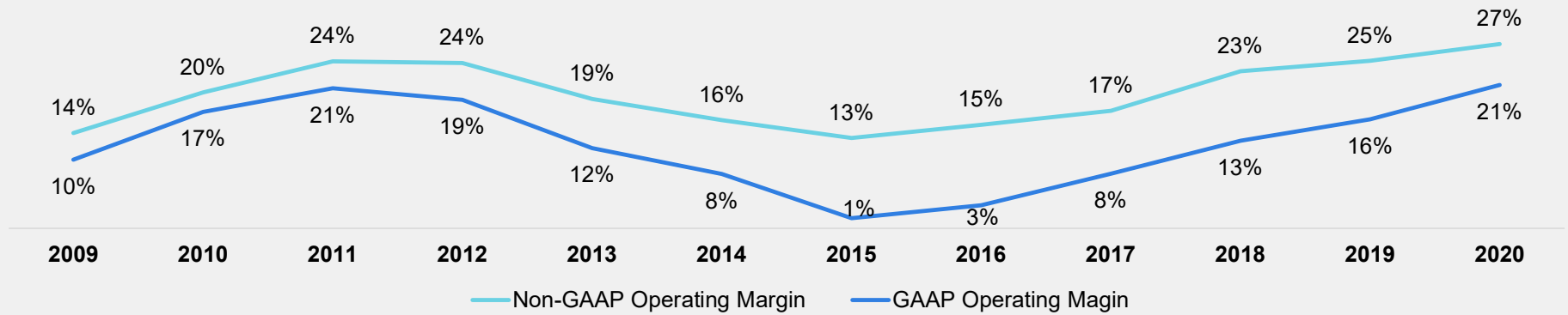


## Open Ecosystem



# Profitable and Free Cash Flow Positive Since IPO

## Operating Margin



# Digital Acceleration

Securing the Hybrid Network — Consistent Security and Performance Across All Edges and Applications

## Accelerated Digital Business Initiatives



"IDC identifies Cybersecurity as a Top Investment Priority for **28%** of EMEA organizations in the Future of Industry Ecosystems to better adjust to market changes and identify competitive opportunities

IDC European Future Enterprise Resilience and Spending Survey, Oct 2021

## Digital Experience Critical



"Moving towards digital models: **44%** of CEOs consider betting on digital first business models the most impactful driver of change for their organization in 2021."

IDC European Future Enterprise Resilience and Spending Survey, 2021

## Improved Operational Efficiency



"**67%** of the respondents will prioritize investment in automation over the next 12 months, and 65% already have adopted automation in security analytics in their organization

IDC Customer Security Survey, July 2021



# Ever Evolving Threat Landscape

Increasing in both volume and sophistication and an emerging Crime-as-a-Service model

## Destructive ransomware



“**67%** of organizations reported having been a ransomware target, half more than once. Ransomware is shifting to aggressive tactics including destructive system wipers, raising the level of risk. Volume is up roughly **11x**.”

Global Ransomware Survey 2021 / FortiGuard Threat Landscape Report. 1H21

## Advanced persistent cyber crime



“Cybercrime groups are deeply funded and organized with reconnaissance missions in APT like fashion. **36%** of organizations state sophistication of threats is their top challenge to prevent ransomware.”

FortiGuard Labs 2021

## Weaponization of AI



“AI is being weaponized to evade security defenses and penetrate systems with agility. Deepfake weapons are enhancing social engineering ploys while phishing attacks are up more than **2x** YoY.”

FortiGuard Labs 2021





# FortiGuard Labs FSI 2021 IPS

Financial services sector is a high-value



CENTERS ▾

RESEARCH AREAS ▾

## About the FinCyber Strategy Project



**Threat Signal Report:**  
<https://www.fortiguard.com/threat-signal-report>

**Outbreak Alert:**  
<https://www.fortiguard.com/outbreak-alert>

**PSIRT Advisories:**  
<https://www.fortiguard.com/psirt>

**Zero Day Research:**  
<https://www.fortiguard.com/zeroday>



# The journey of IT Transformation Regulation in FSO

2015

**BBVA** banks on the Google Cloud

2016

**FCA FG16/5:** Guidance for firms outsourcing to the 'Cloud' and third-party IT services

2017

**HSBC** Embraces Google Cloud For Big Data Analytics /AML detection

**EU** launches new cybersecurity measures to address **resiliency** and incident response

2018

**FINMA** issues **Circular 2018/3** Outsourcing – banks and insurers

**EBA** issues final recommendations on outsourcing to Cloud service providers

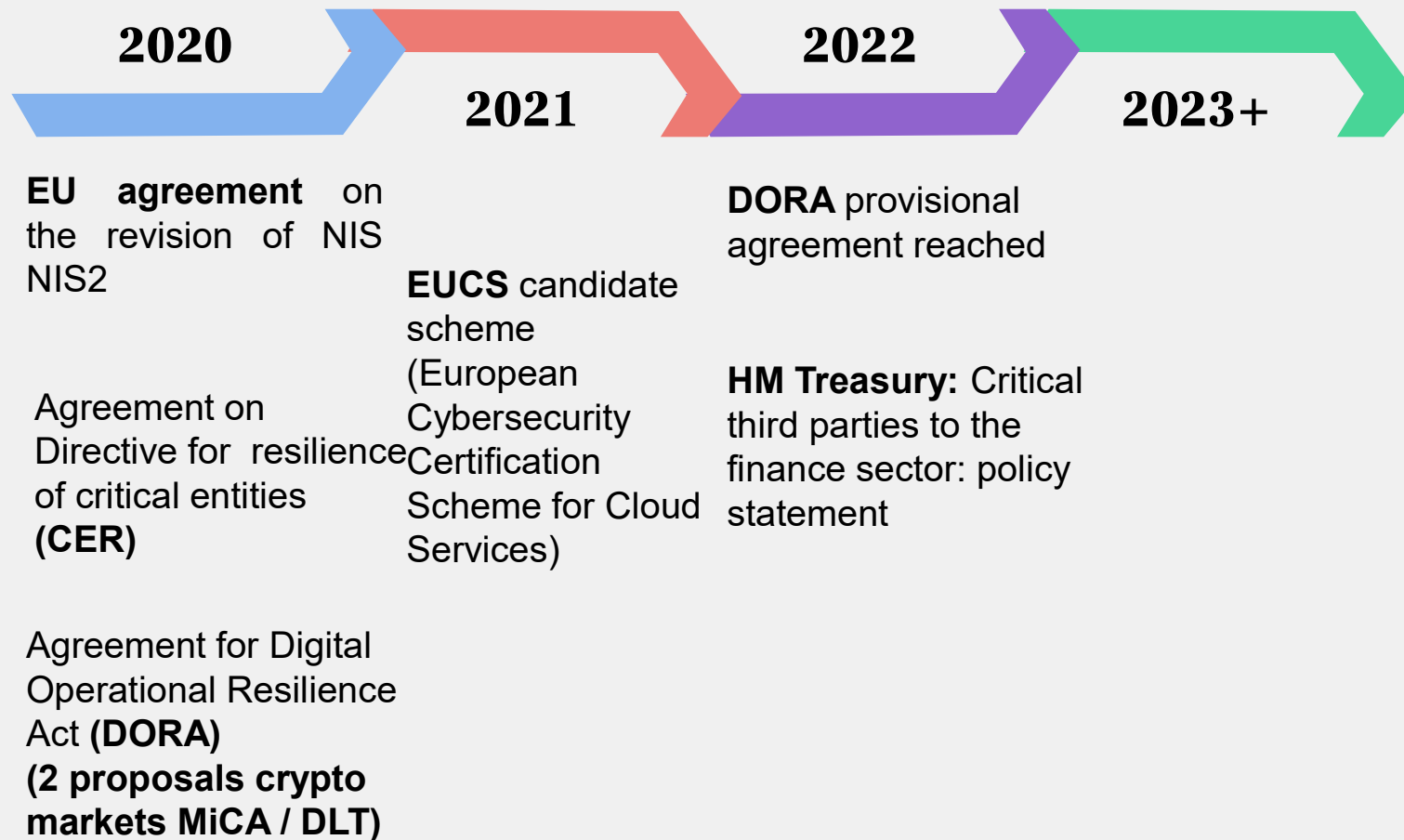
2019

**EBA** issues guidelines on ICT and security Risk management, replacing **PSD2** Guidelines

**FCA** publishes consultation paper CP19/32 addressing Operational Resilience



# The journey of IT Transformation Regulation in FSO



# The need for Resilience^W Regulations

Hot topics

## DORA (NIS2)

- Going through legal process
- Implementation 18-24m

Regulatory Framework  
Mitigate cyber threats  
Operational Resiliency

## Bank Of England

- Consultation

Public Cloud concentration

## Others

- UK/DORA Hints - May '22
- FCA - PS21/3
- SEC - Cyber regulation

Regulatory Framework  
Mitigate cyber threats  
Operational Resiliency

Source - <https://www.consilium.europa.eu/en/press/press-releases/2022/05/11/digital-finance-provisional-agreement-reached-on-dora/>



# Fortinet DORA View

- Risk

- Report

- (e) outlining the different mechanisms put in place to detect, protect and prevent impacts of ICT-related incidents;
- (f) evidencing the number of reported major ICT-related incidents and the effectiveness of preventive measures
- (g) defining a holistic ICT multi-vendor strategy at entity level showing key dependencies on ICT third-party service providers and explaining the rationale behind the procurement mix of third-party service providers

## *Testing of ICT tools and systems*

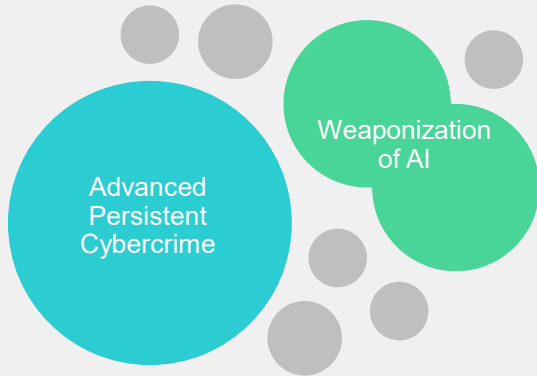
1. The digital operational resilience testing programme referred to in Article 21 shall provide for the execution of a full range of appropriate tests, including vulnerability assessments and scans, open source analyses, network security assessments, gap analyses, physical security reviews, questionnaires and scanning software solutions, source code reviews where feasible, scenario-based tests, compatibility testing, performance testing, end-to-end testing or penetration testing.

https

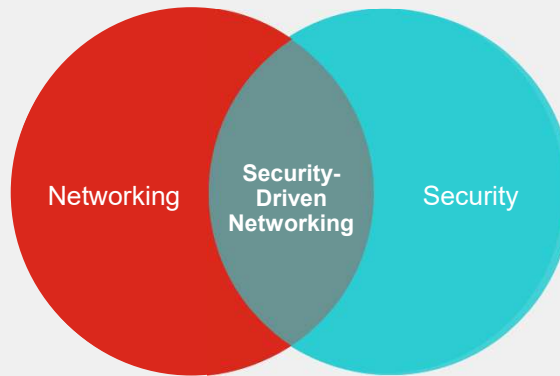


# 3 Key Take Aways

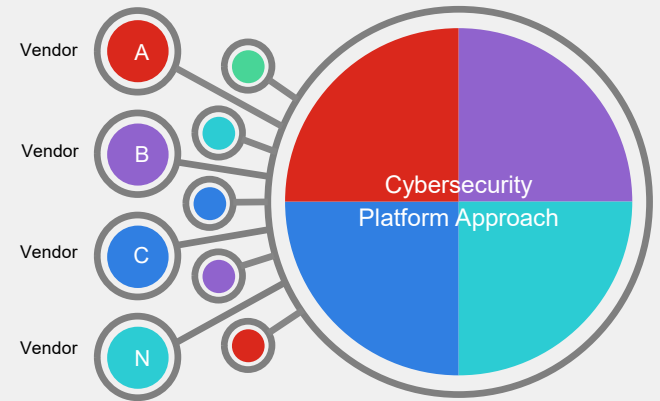
### Threat Landscape



### Convergence of Networking and Security



### Consolidation of Security Point Product Vendors





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