



DIGITAL RISK MANAGEMENT: THE EVOLUTION OF RISK

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RSA Security (RSA Archer), a Dell Technologies Company

Lloyd's Old Library - September 19th, 2019

BUSINESS-DRIVEN SECURITY™

DRIVERS OF DIGITAL TRANSFORMATION

INVESTMENT IN NEW TECHNOLOGIES ARE MADE TO CREATE NEW EFFICIENCIES, ENHANCE CUSTOMER EXPERIENCE & BUILD NEW BUSINESS MODELS

Investment Drivers

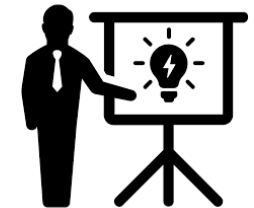
Enables Bottom Line Efficiencies

Enables Top Line Growth

New Efficiencies

Customer Experiences and Outcomes

New Business Models



Complexity

Low ————— High

Certainty

High ←———— Low



RSA Archer customers

Many of top Global Insurance companies have RSA Archer for Governance, Risk, and Compliance/Controls (IRM)

Over 1900 deployments into many diverse business categories – Pharma, Retail, Energy, Aviation, Transport, Shipping..... 9 of the Fortune 10, 38 of the Fortune 50, 69 of the Fortune 100



@RSAsecurity
@RSA_Archer



Global operations

~\$1B revenue

2,700+ employees

1,000+ technology partners

30+ years of cybersecurity expertise

15+ years of risk expertise

Part of **Dell Technologies**



RSA Archer analyst recognition

A Leader in:

- Gartner Magic Quadrant for Integrated Risk Management
- Gartner Magic Quadrant for Operational Risk Management Solutions
- Gartner Magic Quadrant for IT Risk Management Solutions
- Gartner Magic Quadrant for Business Continuity Management Planning Software, Worldwide
- Gartner Magic Quadrant for IT Vendor Risk Management

OUR PARTNER: BLUEFORT SECURITY

- Multi award winning cyber security specialist
- Unique skillsets to supplement cyber security shortage
- RSA SecureID and Identity Governance

ATRIUM



AVIVA



ReAssure



LLOYD'S

"We've got a suite of expertise available to us by working with BlueFort that we would otherwise need to find ourselves. BlueFort are an extension of our IT team."

Atrium Underwriters











State of Change

78% believe digital transformation should be more widespread throughout their organization.

51% believe they'll struggle to meet changing customer demands within years.

1 in 3 fear they'll be left behind.

Barriers to Progress

- 1 Data privacy and security concerns  4
- 2 Lack of budget and resources  1
- 3 Lack of the right in-house skill sets and expertise  1
- 4 Regulation and legislative changes  5
- 5 Immature digital culture  3
- 6 Lack of the right tech to work at the speed of business  2
- 7 Information overload  6
- 8 Lack of senior support and sponsorship  5
- 9 Lack of a coherent digital strategy and vision  2
- 10 Weak digital governance and structure  1








DIGITAL TRANSFORMATION

The Digital Transformation is disrupting Risk Management

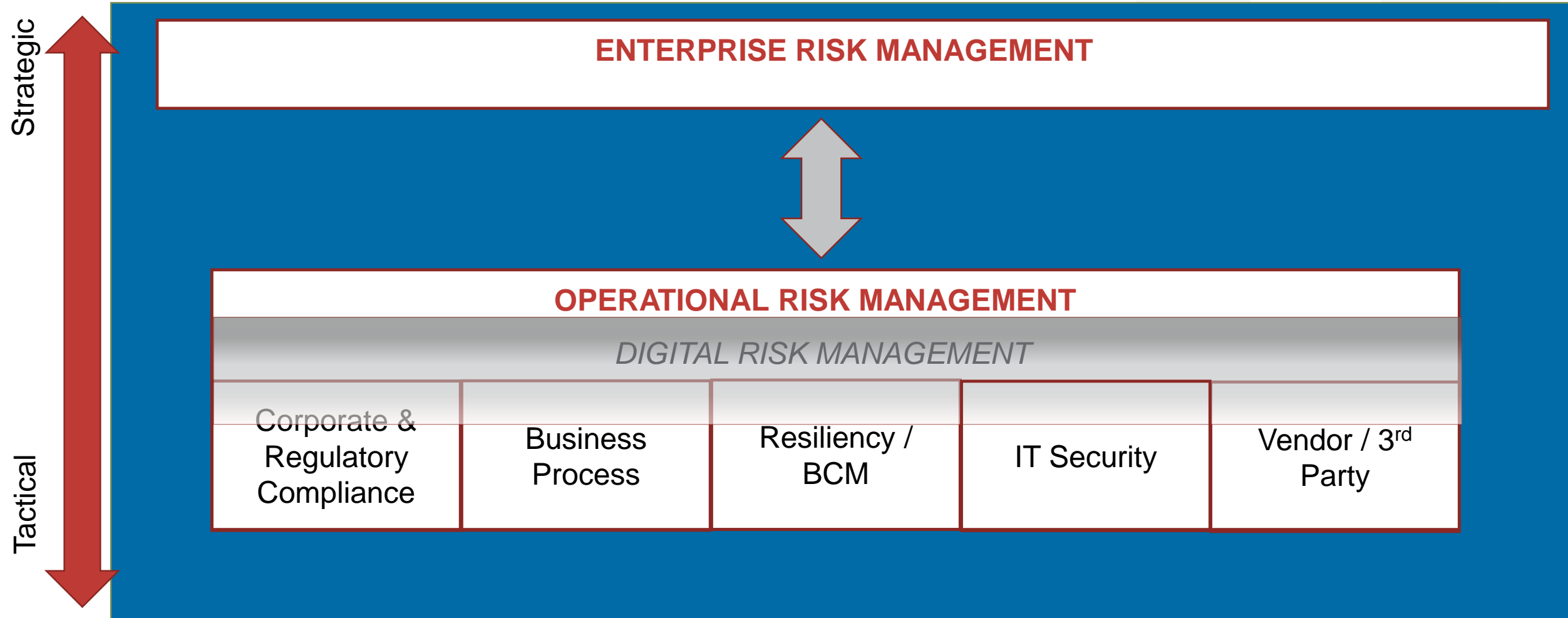
DIGITAL TRANSFORMATION IS DISRUPTING TRADITIONAL RISK MANAGEMENT

DIGITAL TRANSFORMATION WILL FORCE ORGANIZATIONS TO FUNDAMENTALLY REASSESS THE GOALS AND REQUIREMENTS OF THEIR RISK PROGRAMS

Category	Current State	Future State
Key Objectives 	Ensure compliance Prioritize Risks to treat	Exploit Opportunities
People 	Centralized	Decentralized
Process 	Qualitative, Periodic & Backwards Looking	Quantitative, Continuous & Predictive
Technology 	Questionnaires & Workflows	Data integrations, Analytics, & Automation
Content 	Analog Risks Internally focused	Digital Risks Ecosystem focused

DIGITAL RISK MANAGEMENT: TODAY'S VIEW

INTEGRATED RISK MANAGEMENT - Today



DIGITAL RISK MANAGEMENT: FUTURE VIEW

INTEGRATED RISK MANAGEMENT - Future

Strategic

Tactical

ENTERPRISE RISK MANAGEMENT



OPERATIONAL RISK MANAGEMENT

DIGITAL RISK MANAGEMENT

Corporate &
Regulatory
Compliance

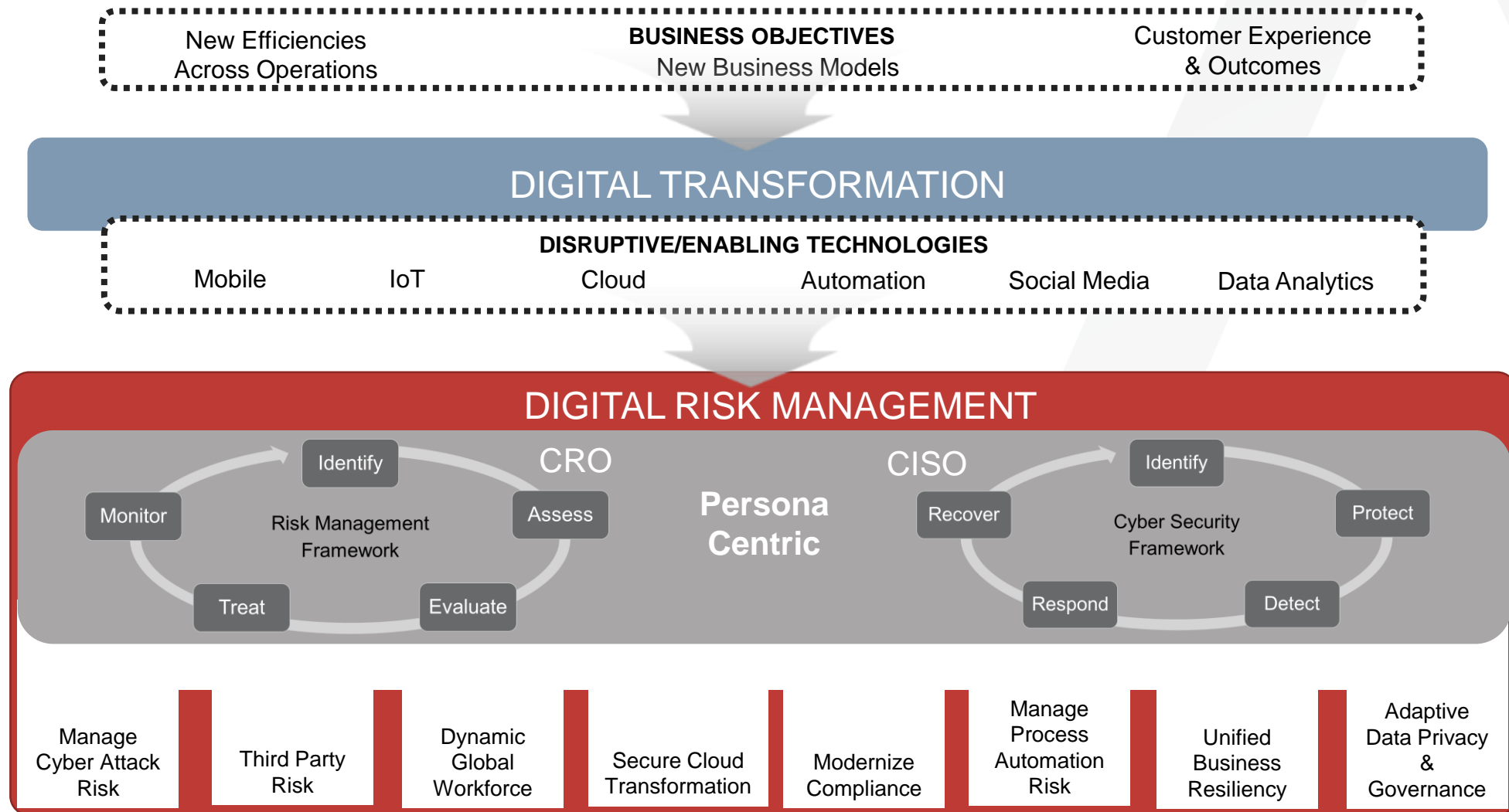
Business
Process

Resiliency /
BCM

IT Security

Vendor / 3rd
Party

TAKING THE DIGITAL RISK DISCUSSION TO MARKET





RSA®