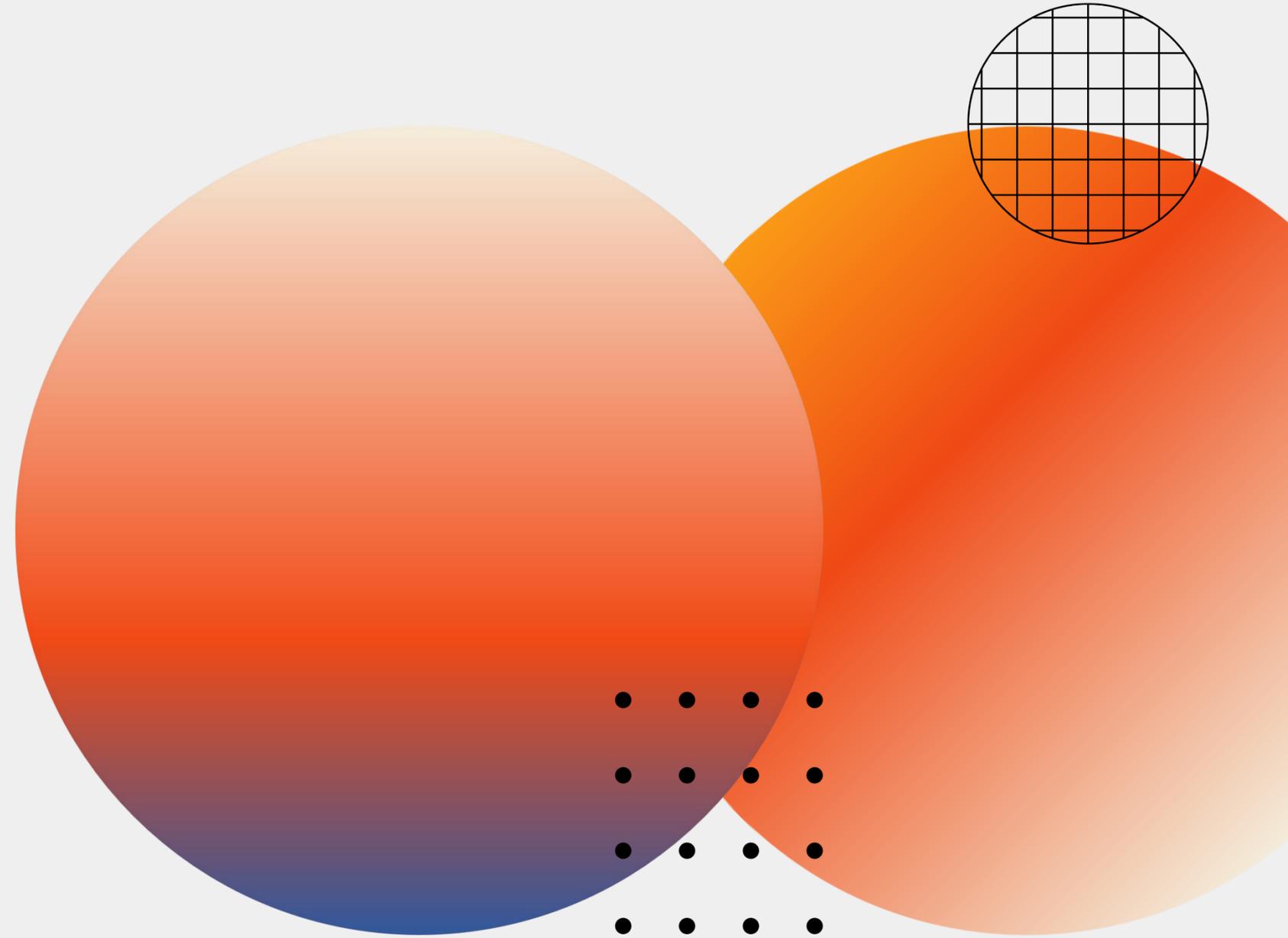




Cyber Vulnerability Solutions

# Cyber Vulnerabilities

A direct link to Business  
Continuity and Reputation



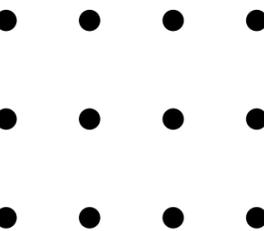
# Meeting Agenda

- About Us
- Cyber Reputation Risk
- Cause and Effect
- Mitigate Cyber Attacks
- What can we do?
- Solutions



# About Us

- Since 2007
- Maritime Risk landscape.
- Cyber risk is unique in many ways
- Specialised & trained personnel
- Multi-disciplined team handpicked
  - various backgrounds
- Trained by Veterans; cyber vulnerability audits
- Planned accreditation by CREST



# Our Team



**Merzyan Bhamgara**  
Head of Cybersecurity



**Capt. Errol Gonsalves**  
Principal Cyber Technologist



**Capt. Zarir Irani**  
Principal Cyber Technologist



**Karim Hassanin**  
Network Administrator



**Fahad Ansari**  
Cyber Security Auditor



**Ruben George**  
Cyber Security Analyst



**Ryan Romulo**  
Mobile Security Development



**Shazad Babycon**  
Mobile Security Development



# Presenter of the day

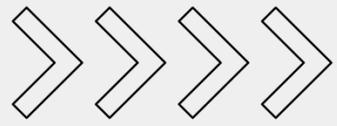
Capt Gonsalves has had a 20-year Maritime career and after completing a Masters at Cass Business School, London, has been involved with the Maritime Software landscape for nearly 19 years.

**Cybersecurity 2022 - what do I see?**

- Shift from large companies back to consumers
- Pandemic remote working
- Path of least resistance into a company's network



**Capt. Errol Gonsalves**  
Principal Cyber Technologist



# ● What are the assets of a business?





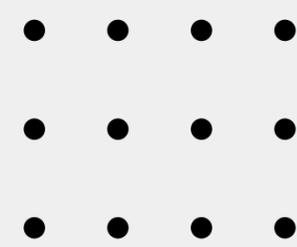
# Reputation

The value of reputation has always been one of the most critical assets a business can possess. Trust is often what clinches the deal.

The overriding message  
of reputation is **TRUST**.



# Cyber Reputational Risk



**Any risk that a company takes that can damage brand loyalty resulting in loss of sales.**

- **Customer service failures**
- **Environmental impact**
- **Cyber related incidents**

A survey by Gemalto of 10,000 individuals found 70% would stop doing business with a company that had experienced a data breach.





## How Companies Put Their Reputation At Risk

- Dynamic web pages at significant risk
  - Payment portals and login pages can be compromised
  - Many use same passwords

## Third-Party systems need attention too

- Store or have access to your business data.
- Rarely have the same security protocols in place



**“It takes 20 years to build a reputation and five minutes to ruin it. If you think about that, you’ll do things differently.”**



**Warren Buffett**

# 287

Number of days on average for a business to identify a data breach.

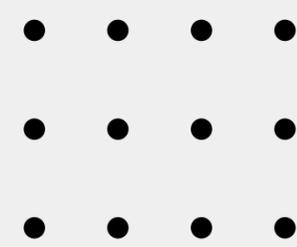
# 80

Number of days on average for a business to contain a data breach.

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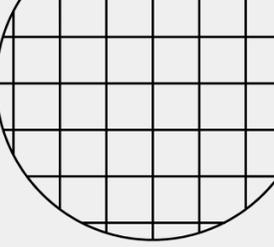
# Cyber Reputational Risk



## Target Data Breach

An example of a data breach impacting reputation is the Target data breach in 2013. Sales plummeted after the exposure of 40 million credit and debit cards due to a third-party vendor hack. Target laid off thousands of corporate and retail employees and has only recently regained some credibility.





# Aftermath of Target Breach

## 2013

Customers displeased with service and stopped shopping at Target

## 2015

Repair customer relationships and recover from breach

## 2018

Understood that tech should be constantly configured and tuned



## 2014

Customer shopping had their payment cards replaced or use cash

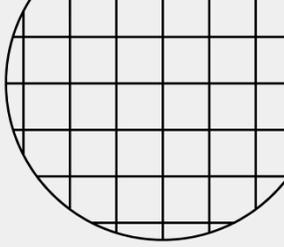
## 2017

Breach settlement had no effect to 39% of consumers



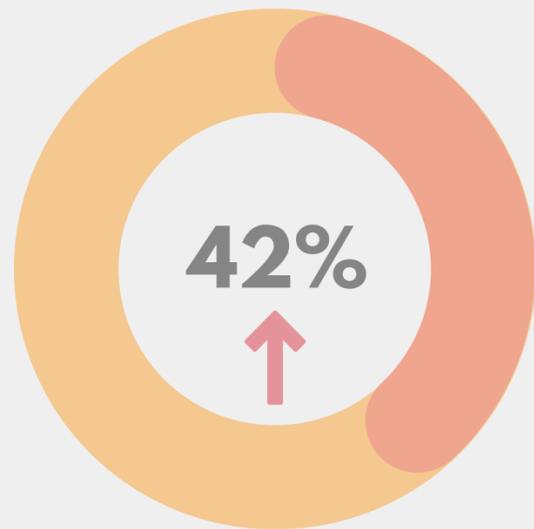
# Managing Reputational Risk

- Breach and loss of data – most damage to reputation
- Treat your customer as the smartest people around. Inform them early.
- Target waited 20 days to announce full extent.
- Loss of even more trust

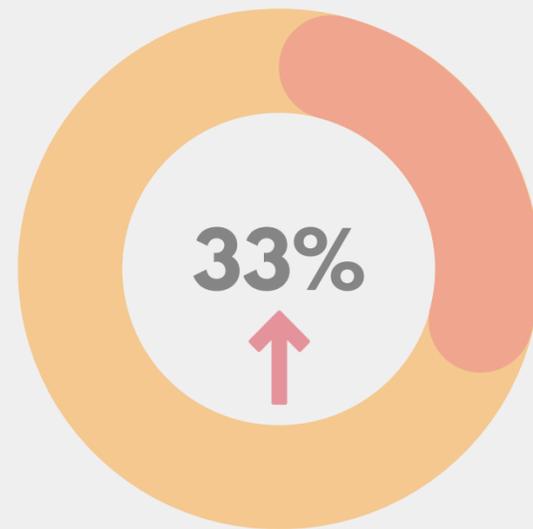


# Top 5 Risks

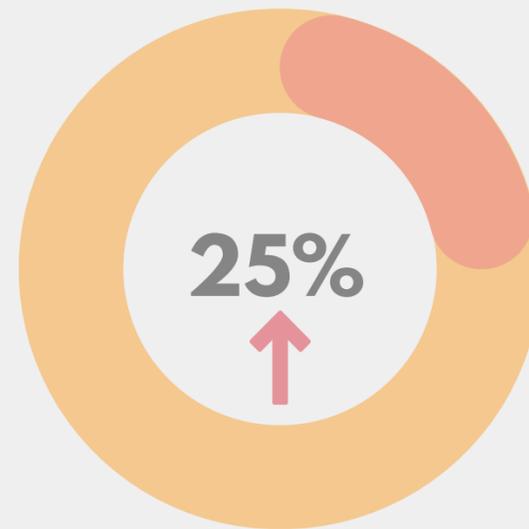
## Marine and Shipping



**Business Interruption**  
(including supply chain disruption)



**Natural catastrophes**  
(storm, earthquake, weather events)



**Fire and explosion**



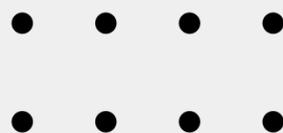
**Cyber incidents**  
(data breach, IT failures, cyber crime)



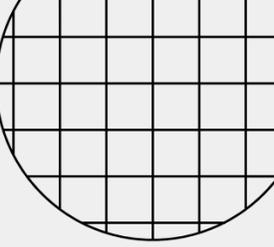
**Climate changes**  
(financial and reputation risk)

### Allianz Global Corporate and Speciality

Figures represent how often a risk was selected as a percentage of all responses for that industry sector



Cyber Vulnerability Solutions



# Top 5 Risks

## Oil and Gas



**Business Interruption**  
(including supply chain disruption)



**Natural catastrophes**  
(storm, earthquake, weather events)



**Fire and explosion**



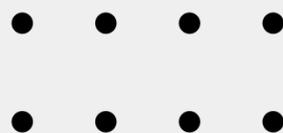
**Financial and reputation risk**

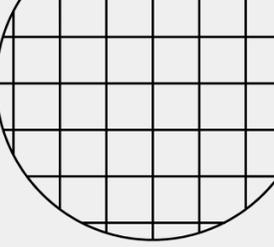


**Cyber incidents**  
(data breach, IT failures, cyber crime)

### Allianz Global Corporate and Speciality

Figures represent how often a risk was selected as a percentage of all responses for that industry sector



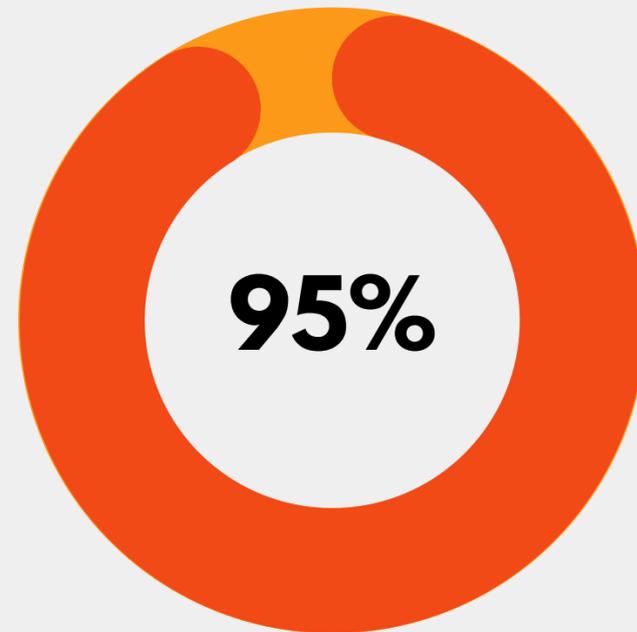


# Existing Problems

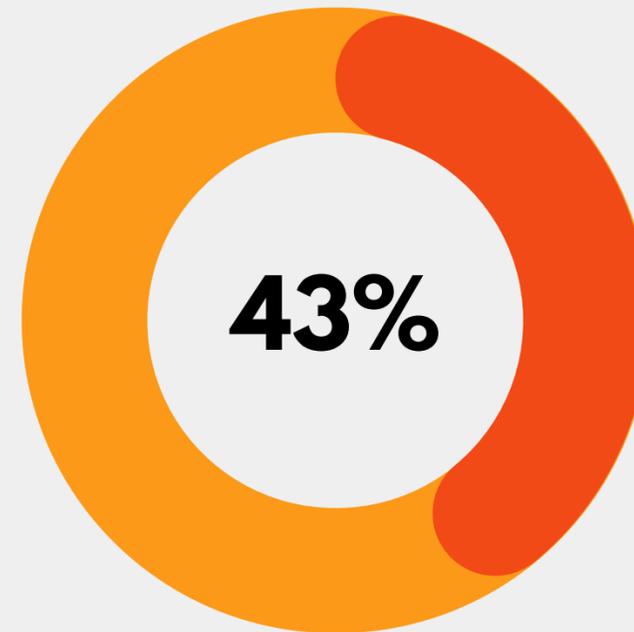
Alarming Cyber Statistics for mid-2022



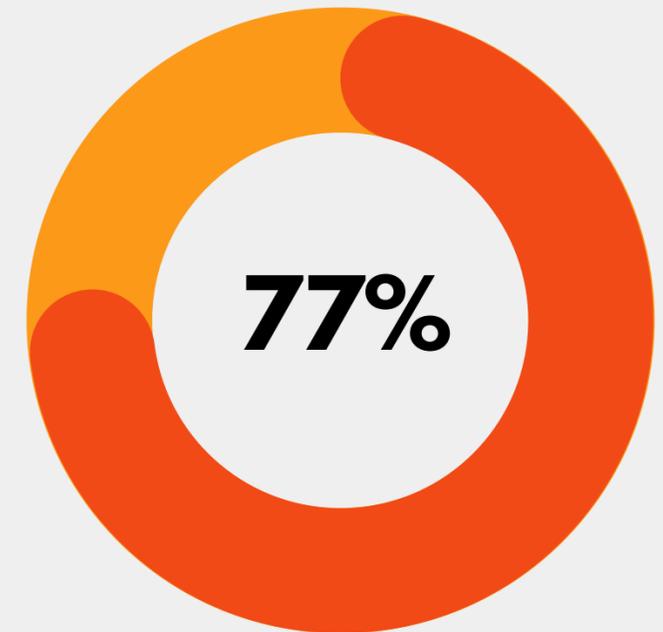
Every seconds  
that a Cyberattack  
occurs



Cybersecurity  
breaches caused by  
human error

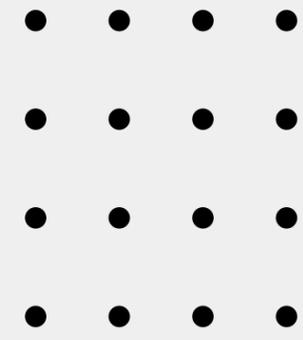


Small and Medium  
business affected by  
Cyberattacks



Companies that do  
not have Incident  
Response Plan





# Types of Cyber Attacks

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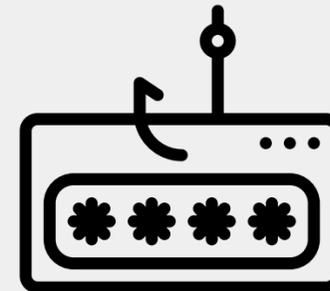
**Phishing Attack**



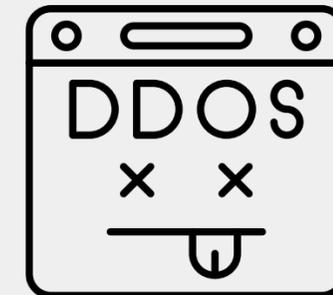
**Ransomware**



**Password Attack**

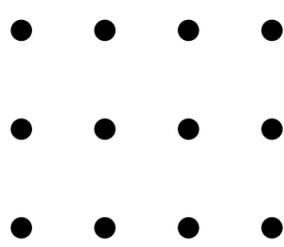


**Denial of Service**



# Steps to Lower Risk of Fatal Cyber Attacks

- Pinpoint specific possible threats.
- Identify digital vulnerabilities.
- Initiate a maritime cybersecurity action plan.
- Install smart detection tools.
- Launch new crew and employee cybersecurity training programs.



# Precautions to keep YOU safe



**Improve Your Passwords**



**Update Your Software**



**Verify Download sources**



**Monitor for Data Leaks**

- 
- 
- 
- 
- 
-

# Mitigate Cyber Attack

- 1** Minimize the impact of Cyber Attack
- 2** Report incident to relevant authority
- 3** Clean up the affected systems
- 4** Bring Business up and running in shortest time possible





**Here is where we come in**

# Our Cyber Security services



- Prepare a vulnerability assessment to our clients to help design and implement a cyber secure platform.
- Adopting Cyber Requirements with IMO Resolution MSC.428(98)
- Helps clients to track new risks in vulnerabilities and propose improvements in infrastructure.
- Provide comprehensive awareness campaign to onboard personnel to keep track of new trends in risks.

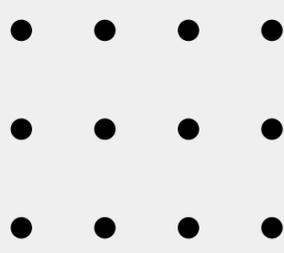
# Our Cyber Security services



Our experience and professional expertise can help you

- Secure network design deployment and documentation that includes firewall, filtering and traffic logging for analysis
- Configure User right privileges (access to confidential information between crews)
- Training staff to be aware of potential and plausible cyber negligence behaviour

# Our Achievements



**OJME 2021**



**Seatrade Awards 2021**



# Thank you

Do you have any questions?

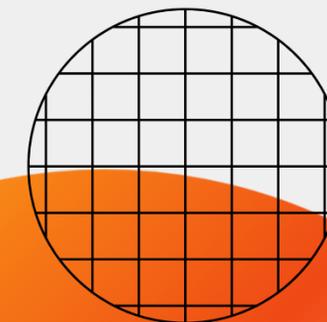


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