



# TOTOTHEO

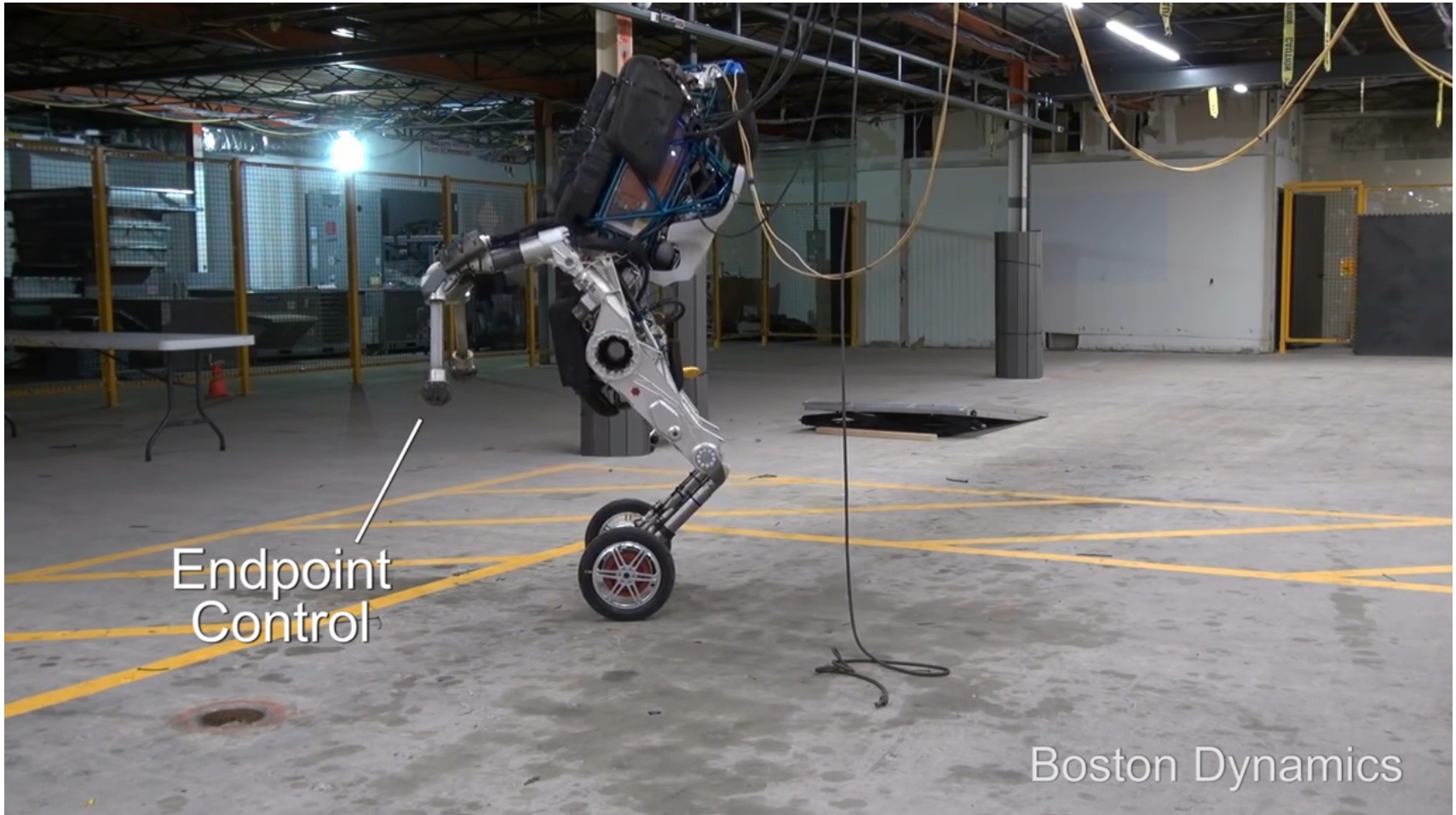
## MARITIME

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# Perception

What we see vs what a customer sees











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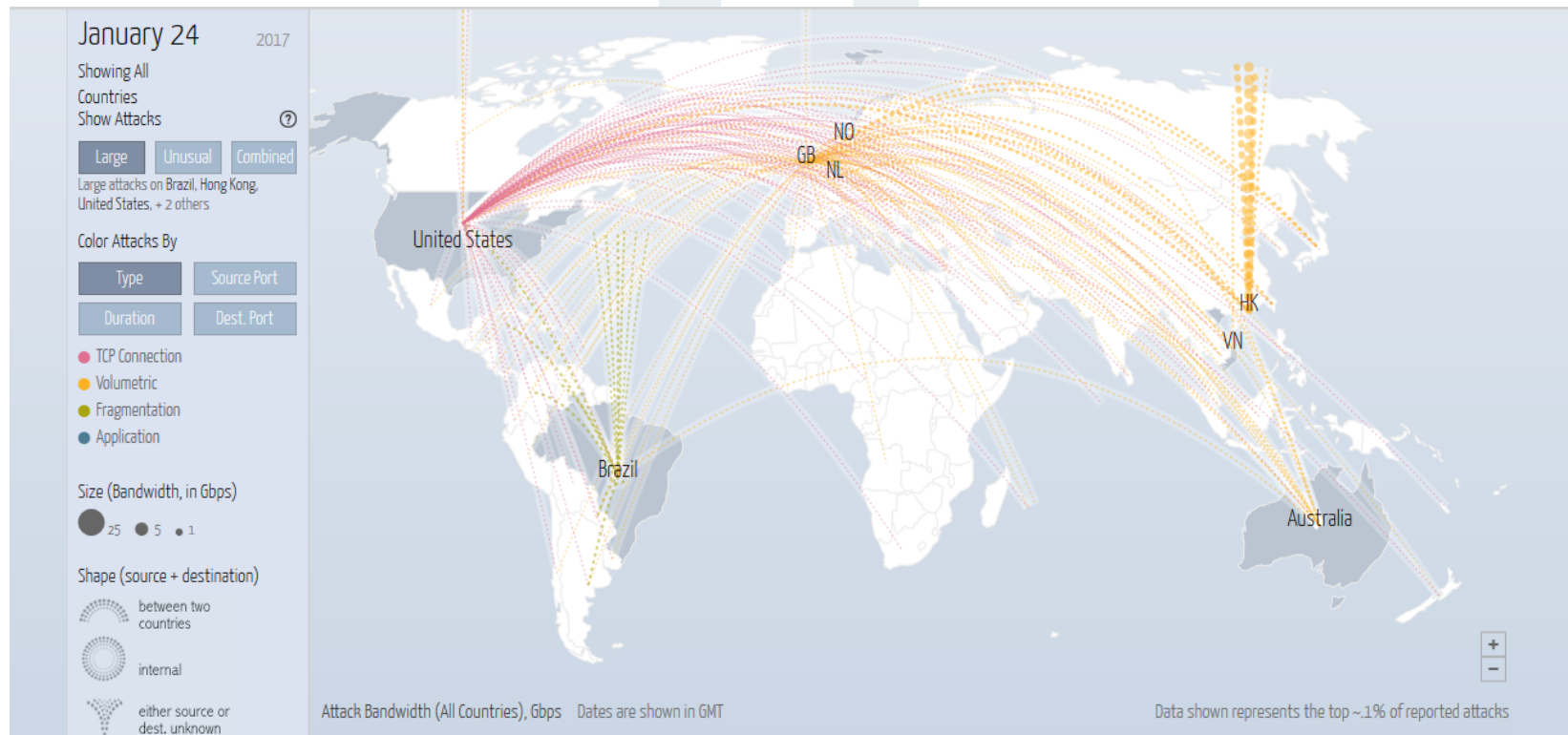




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# What are these vulnerabilities?



# What are these vulnerabilities?



# How do you balance cost?





# The Five Pillars

1. Prepare
2. Protect
3. Detect
4. Respond
5. Recover





Same people, same values, **we evolve.**

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# Q & A with the panel:

George Efthimiou – Gourdomichalis Maritime S.A

Joe Dauncey – Inmarsat

Svend Lykke Larsen – Palantir

Asterios Voulanas - PWC



# Q & A with the panel:

Q1: Do we believe that security is being taken seriously? How can we improve this within the industry?

Q2: Is this really worthwhile, or is it just a money gaining exercise?

Q3: So what if I get hacked/ransomware? I/crew pays the bill and gets on with life. Can we talk about fuel prices...

Q4: How do you really convince a customer who is fighting with P&L that they need a security solution?

Over to the WebApp. Any  
questions from the audience?

Thank you for your time