

Security Evolution in a Commercial World

Focusing on the Response rather than the Protection

6th Information Security Conference 2019

Feb. 14 | Athens

Nikos Maroulianakis
INTERAMERICAN Insurance Greece

Interamerican at a glance

- The **most famous brand** in Greek Insurance Market
- The **highest brand awareness** (99%)
- **Balanced presence** in Non Life, Health and Life Business Lines
- The **only insurer** with its own Health and Assistance infrastructure
- **Multi distribution model** & innovative products
- The **1st direct insurer** in Greece through **Anytime**



IT security needs to focus on the response rather than the protection

OPTIMISED

Proactive in Over Regulated years

MANAGED

Data protection years

REPEATABLE

Internet exposed years

DEFINED

Cyber security years

INITIAL

Innocent years

Initial (innocent years)

Security ecosystem

Firewall

Antivirus

Proxy

Backup

Business needs

Cooperate web site

Internet Access

Electronic mail



Repeatable (internet exposed years)

Security ecosystem

Security Officer

Security Policy

Firewall UTM

VPN

Web Security Gateway

Risk Analysis

Endpoint Security

Log Management

Network Segmentation / Monitoring

E-mail Gateway

Patch Management

Physical Security Enhancements

Business needs

Audit & Compliance

e-Commerce

Remote users

WAN Agency Network

Mobile Network

Solvency II

Disaster Recovery Site



Defined (cyber security years)

Security ecosystem

RBAC - IDM

SIEM

Penetration Test - Vulnerability assessment

User Awareness

Business Continuity Management System
(ISO 22301)

Data Flow Management

Data Classification

IPS, Encryption, Device Control

Web Application Firewalls (WAF)

Business needs

Data Protection Regulation

e-Insurance

Uninterrupted Business Operation

Mobile Office



Managed(data protection years)

Security ecosystem

Data Leakage Prevention

Data Traffic Controller

24*7 Managed Security Services

DDos Protection

Mobile Device Management

Authentication/Authorization/
Accounting

Security Analytics

Threat Emulator

Endpoint Security USB Blocking

Mail Encryption

Business needs

GDPR

0-day malware

Ransomware

Emergency Incident response

Big Data



Optimized(proactive in over regulated years)

Security ecosystem

2 Factor Authentication

Compliance Management System

Control Transferred (2nd -> 1st line)

Enhanced Database Security

Advanced Network Security

Mobile Security Container

Secure Coding

Business needs

Proactive VS Reactive

Over-Regulated Environment

IOT



The New Digital Insurance Challenges

Artificial Intelligence 

Mobile 

Analytics 

Cloud 

Blockchain 

Internet of Things 

Insurance as a service 

Digital eEcosystem 

Insurtech 

Robotics 

Virtual Assistance 

Customer experience 

Security Governance

Internal Audit

External Auditors

3rd Line

Risk /Compliance
ISO/DPO

Control Framework

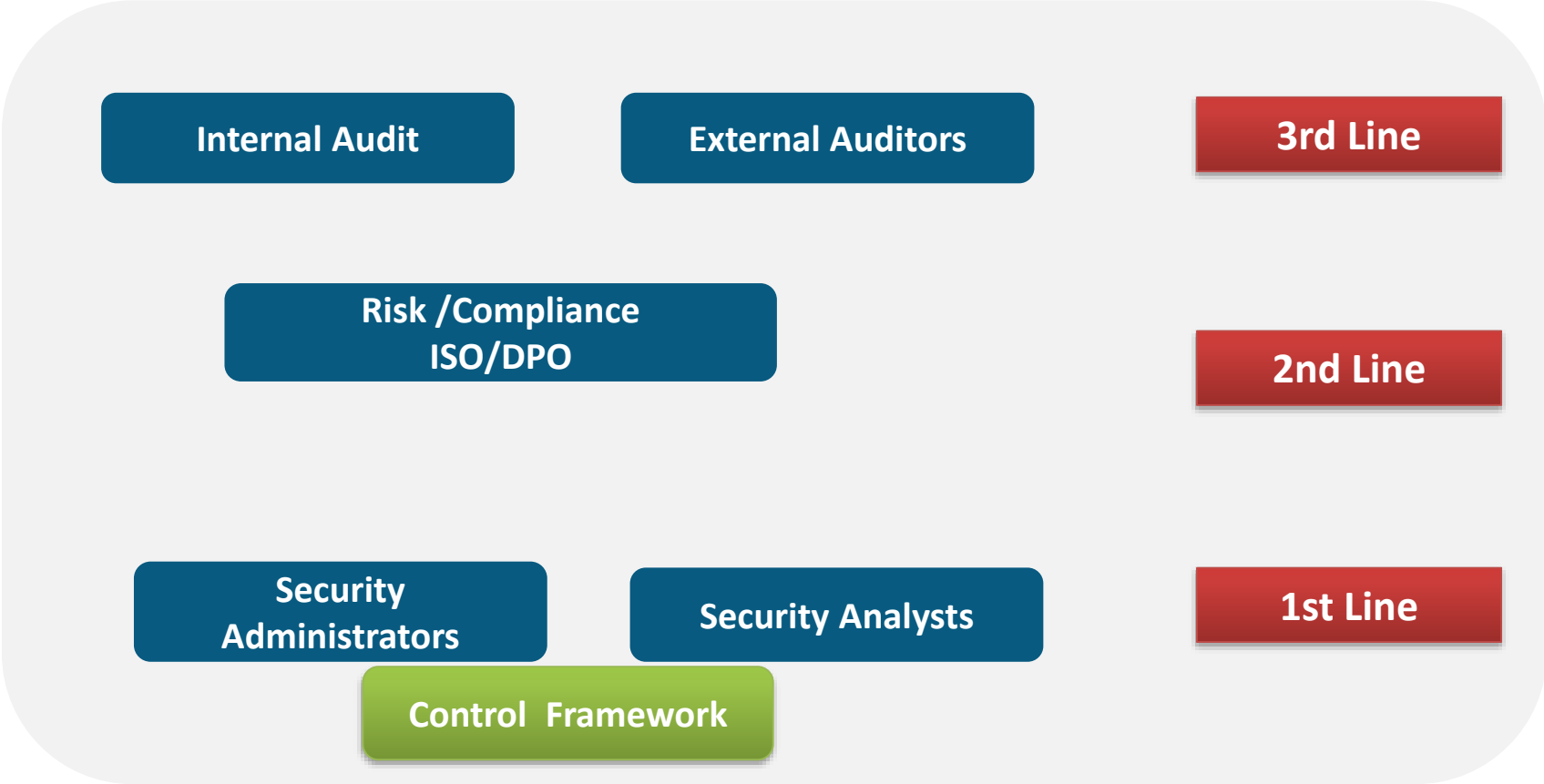
2nd Line

Security
Administrators

Security Analysts

1st Line

Security Governance



Needed Factors

Management
Commitment

Vision &
Strategy

Budget

Business Plan
Alignment with
Security Roadmap

Reliable
Partners

Security is a Business Process driving to

Operational Excellence

A dramatic landscape photograph featuring a large, dark, swirling storm cloud formation, possibly a supercell or a developing cyclone, dominating the sky. The clouds are dark and textured, with a bright, glowing area at the base where the sun is setting or rising, creating a golden light that illuminates the scene. Below the clouds, a road stretches into the distance, flanked by green fields and a few trees. The overall mood is intense and atmospheric.

“There are two types of companies: Those that have been hacked and those that will be hacked.”

Robert S. Mueller, III, Director FBI

“There are two types of companies: Those that have been hacked and those that have not been founded yet.”

Interamerican

Thank you!

Athens 2019

INTERAMERICAN Insurance Greece