

AN INVITATION TO PARTICIPATE IN

# THE IT SECURITY ANALYST & CISO FORUM

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22nd & 23rd June 2021

AND 29th June 2021

A VIRTUAL EVENT COMBINING ONE-ON-ONE  
ANALYST BRIEFINGS & A CISO ZOOM  
ROUNDTABLE DISCUSSION



BRIEF IN TWO DAYS THE MOST POWERFUL IT SECURITY ANALYSTS IN THE WORLD &  
PARTICIPATE IN A ROUNDTABLE DEBATE WITH A DOZEN TOP CISOs

On the 22nd and 23rd of June 2021, we will be inviting 8-10 analysts to participate in our annual IT Security Analyst & CISO Forum. However, as we will be hosting this event virtually, we have decided to reformat the event slightly.

We will host the analyst briefings over two half-days, with 4 - 5 briefings per day. Individual timetables will be created to account for varying time-zones as well. Unfortunately, we expect that vendors on the US West Coast will need to start at 7.30 am, if they wish to speak with UK/European-based analysts.

The CISO Forum will be held the following week on the 29th of June at 5pm BST.

### THE IT SECURITY ANALYST FORUM WILL ENABLE YOU TO:

- Build, nurture and update key analysts who assess and define your company's future, in both a formal and informal environment.
- Provide an extremely cost & time effective way for your CTO or CEO to brief a year's worth of analysts in two days.
- Gather insight into current analyst thinking and assessments.
- Be ahead of your competitors!



### THE CISO AND ANALYST ROUNDTABLE DEBATE - PLUS YOUR CHANCE TO QUIZ THE CISOs

- This annual roundtable is attended by a dozen or so CIOs & CISOs, as they know it's one of the only truly honest environments where they can vent their opinions and exchange their experiences amongst like-minded colleagues in a private and informal setting.
- What is unique and special is that the analysts and vendors get to put a question to the table in order to stimulate debate, resulting in unique insight and the inside track on what the CISOs are looking for from the vendor community. This event will have your sales guys chomping at the bit to participate!
- Meet, network, debate & influence a dozen of Britain's top CISOs!



## COST

As the event will now be hosted online, we have decided to reduce tickets from £13,500 to £9,950. Registration is available to the first 10 vendors only on a first come first serve basis, so we urge you to book your place soon!



## SOME OF THE ANALYSTS WHO HAVE RECENTLY ATTENDED (JAN 2021)

**Aberdeen** - Derek Brink

**Bloor Research** - Fran Howarth

**Kuppinger Cole** - Warwick Ashford

**Frost & Sullivan** - Jarad Carleton

**Omdium** - Eric Parizo

**S&P Global 451 Research** - Fernando Montenegro and Scott Crawford

**IT Harvest** - Richard Steinnon

**Securosis** - Mike Rothman

**IDC** - Mark Child, Duncan Brown and Joel Stradling

**Forrester** - Brian Kime

**Omnisperience** - Teresa Cottam



## END-USER COMPANIES WHO RECENTLY ATTENDED (FEB 2021)

IBM

Transferwise

GlaxoSmithKlein (GSK)

ArQit

Canon Europe

HSBC Group

Cigna

APM

Trafigura

CloudKubed

Which?

Payment Sense

Cylon

Legal & General Group

Deloitte LLP

Cabinet Office

# TESTIMONIALS

**Scott Crawford, S&P Global**

*We know this has been a challenging year for everyone, particularly so for events, and we know how much you've [Eskenzi PR] invested in this personally and corporately. I'm confident I speak for the other industry analysts involved in noting that this is an event we always look forward to, and we particularly look forward to getting together again in person. Until then, I think you've done a heroic job with the event this year.*

**Derek Brink, Aberdeen**

*I truly enjoyed the conversations with the vendors; thank you as always for organizing a valuable and well-run experience!*

**Eric Parizo, Omdium**

*Enjoyable and informative event as always. Really compelling and insightful conversation.*

## Analysts

**Tami Casey, Director of Global Corporate Communications at Qualys**

*Congratulations on a successful event! Thanks so much for hosting the events and for including Qualys. You had a great group of analysts and CISOs and our CISO greatly benefited from the engagement. And of course your team did a fabulous job with notes and follow-ups.*

**Perry Carpenter, Chief Evangelist at KnowBe4**

*It was a wonderful event which we've attended previously and will certainly attend again as it ticks so many boxes, including meeting top security analysts over the course of two days and we get incredible insight and connections with the CISOs during the CISO roundtable.*

**Jan Carroll, Marketing Director at Edgescan**

*Edgescan was very well received by a number of the analysts who hadn't necessarily heard from us before. We're very excited to learn that we will now be featured in a number of reports that we wouldn't have been included in if it wasn't for the Forum. - thank you Eskenzi for arranging these high level briefings.*

## Vendors

# TESTIMONIALS

## **Stephen Khan, Head of Technology and Cyber Security Risk at HSBC**

*I have attended and enjoyed Eskenzi CISO round tables for many years. Discussions and conversations are engaging, open and very candid based on senior leadership experience on the ground. This has helped me steer strategic vision and add tangible value to my organisations. Through these exchanges, I'd be surprised if my peer network, industry analyst, and of course vendors do not draw value which will help in their roles. In particular, vendors get a blunt view of CISO drivers, offering ideas for a meaningful conversation and product and services alignment.*

## **Sandip Patel, Chief Security Officer at APM**

*I've been attending the Eskenzi CISO roundtables for a number of years as it's a unique forum the brings together CISOs from a diverse range of industries and allows me to gauge the "feeling" of the moment amongst my peers - as everyone feels very free to open up and share their insight and experiences across a wide range of topics.*

## **Mark Swift, CISO at Trafigura and Group Companies**

*I find it an invaluable opportunity to engage with leading analysts and vendors, to gauge general security industry sentiment and future focus. They get a lot from the event in return, as the exchange helps them dip-test their product ideas/research with the real world of a bunch of hardened CISOs, who are both candid and honest.*

## **Shan Lee, CISO at Transferwise**

*I've attended the Eskenzi IT Security Analyst & CISO forum every year since returning to the UK. It's a great opportunity to tell analysts and vendors what we think about what we're seeing in the industry, what we want from them, and I'm sure the analysts get plenty out of the inevitable banter that ensues between vendors and CISO's.*

## **Avtar Sehmbi, Board Member of Cigna Health Services, Chief SO International Markets & Global Head of Global Solutions**

*I always make sure I make time for the Eskenzi CISO roundtables as it's a unique mix of peer leaders, leading industry analysts and product vendors in attendance. This allows me to gain a holistic view of the latest industry challenges and varying views on solving these items.*

## End-Users .....