

# SGS CYBER SECURITY GROWTH OPPORTUNITIES

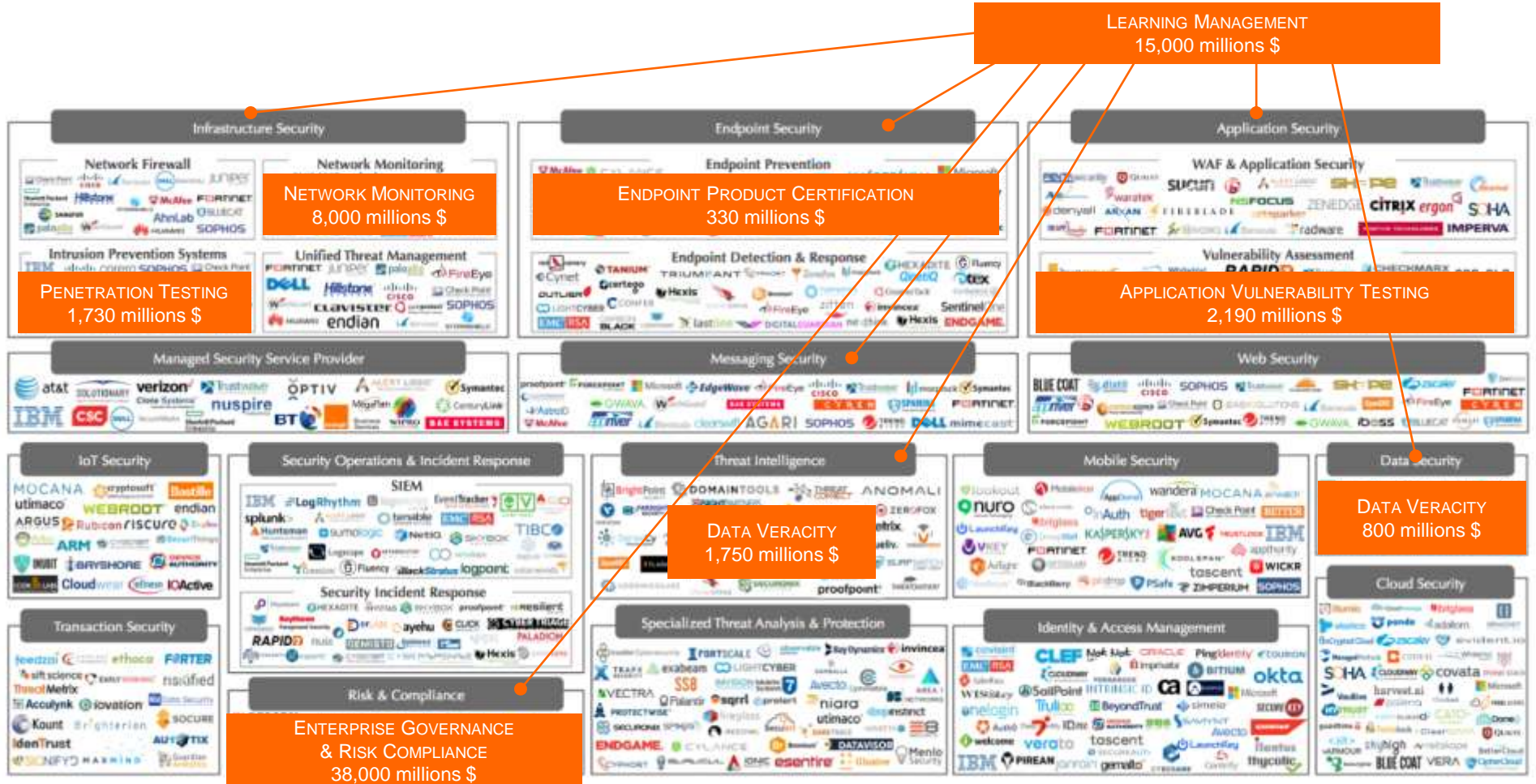
Eric Krzyzosiak – GENERAL MANAGER DIGITAL

Jeffrey Mc Donald – Executive Vice President  
CERTIFICATION & BUSINESS ENHANCEMENT

Eric Lee – WIRELESS & CONSUMER RETAIL

WHEN YOU NEED TO BE SURE





Source: Momentum Partners.

**SGS WILL PLAY A MAJOR ROLE IN MANY DIFFERENT MARKETS SEGMENTS**

## CERTIFICATION & TRAINING

### Develop Market Presence

- ISO 2700x, 15408, 22301
- IEC 62443, 62351
- Cloud CSA Star
- SAE J3061
- SGS Cyber Security Seal
- eGRC
- PCI DSS

**SGS**  
DIGITAL  
TRAINING

### Training

Online Training on Certification

## DATA VERACITY

### Veracity Databases

- IoT (Internet of Tools)

**SGS IoT**  
STRATEGY

## TESTING

### Product Security

- Component (chip)
- Sub-Component (motherboard)
- Product (phones, IoT,...)
- Networks (wireless)

**SGS IoT**  
STRATEGY

### Network Security

- SGS Security Operation Center
- Real time Network Monitoring

**SGS**  
CYBER  
LAB

## DATA PROTECTION

### GDPR for SMB

- Consulting Services

**SGS**  
GDPR  
Platform

### GDPR for Major Accounts

- Build Consulting Force
- Targeted Acquisitions

**SGS**  
GDPR  
Consulting

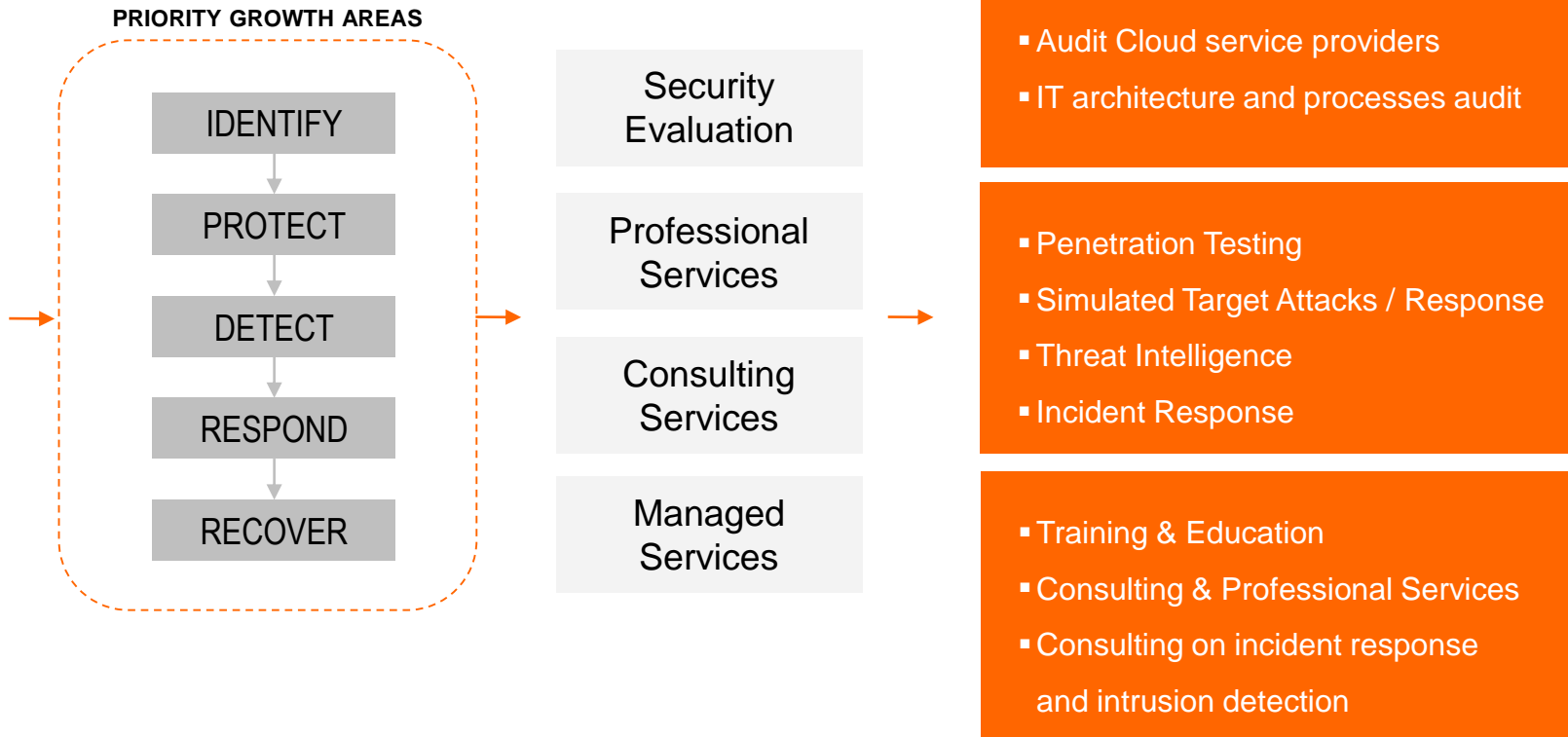
# SGS CERTIFICATION & TRAINING DIGITAL SERVICES

JEFFREY MCDONALD

WHEN YOU NEED TO BE SURE



  
**CYBER  
SECURITY  
SERVICES**





- Key courses offered: ISO 27001 (Information Security) & ISO 22301 (Business Continuity) and support courses
- Majority of revenue coming from traditional ISO courses with expansion into other technical cybersecurity areas
- Face to Face training as well as eLearning options



- CBE double digit training revenue growth for 4 consecutive years
- LC of training in line with CBE average



- Implemented iPlus Learning Management System in over 25 countries
- Integrated SGS Financial Systems (BOSS, Kronos, and Syscom) with iPlus
- On-line payment facility

### SGS DIGITAL LEARNING KEY FACTS: 2017



**OVER 70 COURSES DELIVERED  
IN 2017**



**DELIVERED IN 13 COUNTRIES**



**OVER 800 STUDENTS IN 2017**

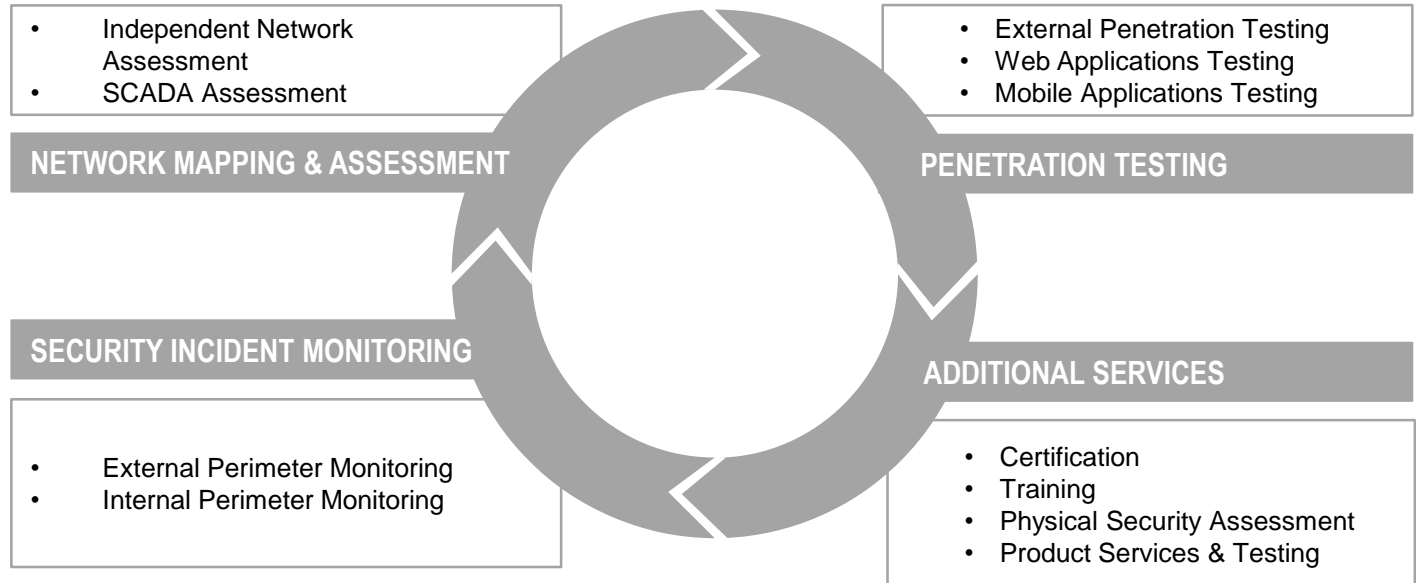
### THE CYBER LAB

is SGS' solution to the challenges of IT security.

Our service portfolio offers a variety of solutions to meet any digital security need, including but not limited to:



1<sup>st</sup> SGS Cyber Lab opening  
**October 15<sup>th</sup> 2017**  
**Madrid, Spain**





The SGS Cyber Lab **Security Operation Center (SOC) service** provides real-time, security event analysis and response across the Customer's security and critical infrastructure 24 hours a day, 7 days a week

FEATURE	DESCRIPTION
SGS Cyberlab Customer Portal	Provides ticketing workflow management for incident management and other Security Operations Centre (“SOC”) interaction. Also, provides real-time visibility and reporting of security events and associated incidents.
Health and Performance Monitoring	Health monitoring using event trending technology to ensure that the SOC is receiving events from the monitored systems 24 hours a day, 7 days a week.
Security Event Monitoring	Automated monitoring of logs to identify and respond to security threats 24 hours a day, 7 days a week.
SOC Access	Access to SGS CyberLab SOC security analysis staff via the ticketing system, email, and phone.

Availability: **NOW**



# SGS IOT DIGITAL SERVICES

ERIC LEE

WHEN YOU NEED TO BE SURE



**IoT  
Manufacturing**

Manufacturer Validation  
IoT Testing

**WHEN YOU NEED TO BE SURE  
YOUR IOT DEVICES ARE  
MANUFACTURED BASED  
ON STANDARDS**

**IoT  
on a Network**

IoT Validation  
vs Network Regulation

**WHEN YOU NEED TO BE SURE  
YOUR IOT ARE NETWORK  
COMPLIANT**

**IoT  
Security**

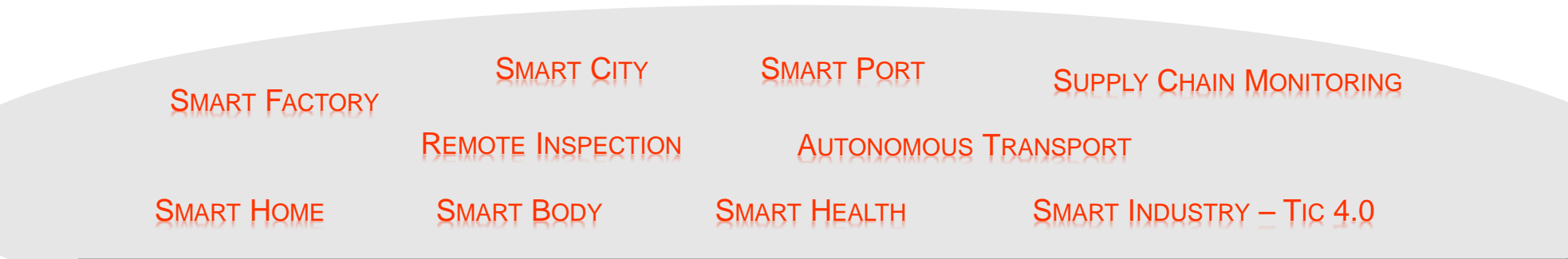
IoT Validation against  
Network Security

**WHEN YOU NEED TO BE SURE  
YOUR NETWORK IS NOT  
EXPOSED BY IOT DEVICES**

**IoT  
Data Veracity**

IoT Calibration

**WHEN YOU NEED TO BE SURE  
DATA COLLECTED BY IOT  
ARE ACCURATE**



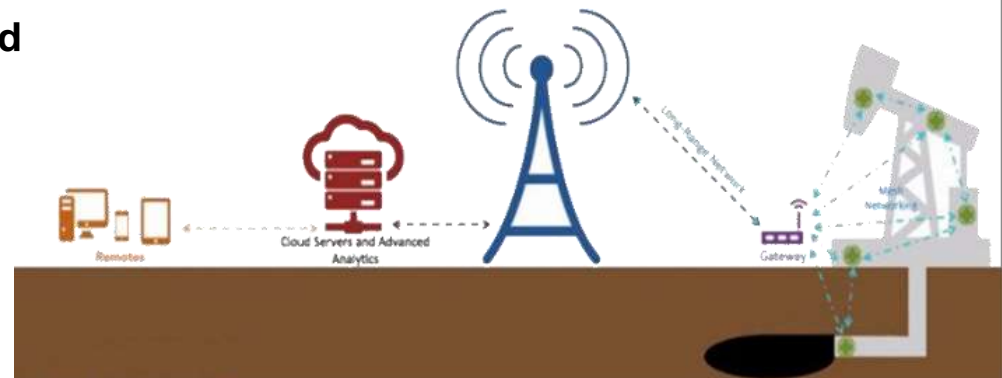
OIL  
GAS  
AND  
CHEMICAL

## Remote control and management system for Oil field

- Meshify, a US-based IoT solution provider, implemented Monitoring and Control application solution for oil field with IoT application.
- Meshify’s IoT solution for Oil, Gas and Chemicals provided
  - Radio communications for hard-to-reach assets to communicate with the back office
  - Rapidly deployed IoT Application to remotely monitor and Service
  - Reduced Operational Cost with decreased “truck rolls” and on-time delivery of consumables
  - Increased Site security with automated tracking of persons and vehicles on sites.
- These IoT solutions contribute to achieve the goals: cost effective management, enterprise level security & scalability, easy & quick integration with existing systems.

**IoT solutions can be applied to all the areas of Oil, gas and chemical industry:**

Exploration, Production, Transport, Refining and Distribution



## ■ Connected Car

5G to enable V2X communication

- Gartner: by 2020, 250 million connected vehicles will be on the road.
- Connection with other entities such as traffic signs, building, parking lot, pedestrian, smart phone and network will make driving experience closer to being unattended. For this advanced automated driving, gigabytes transmission is required and 5G, which is targeting 20 Gbps, will contribute to opening the era of real automated driving.
- In September 2016, Qualcomm, Intel, Ericsson, Huawei, Vodafone, Intel, and other IT companies have joined forces with BMW, Daimler, Audi to establish 5GAA to address the future of 5G wireless technology and convergent automotive technology.

Vehicle to Pedestrian Communication  
(V2P)



Pedestrian passing the crosswalk

Vehicle to Network Communication  
(V2N)



Traffic status of 5km ahead

Vehicle to Vehicle Communication  
(V2V)



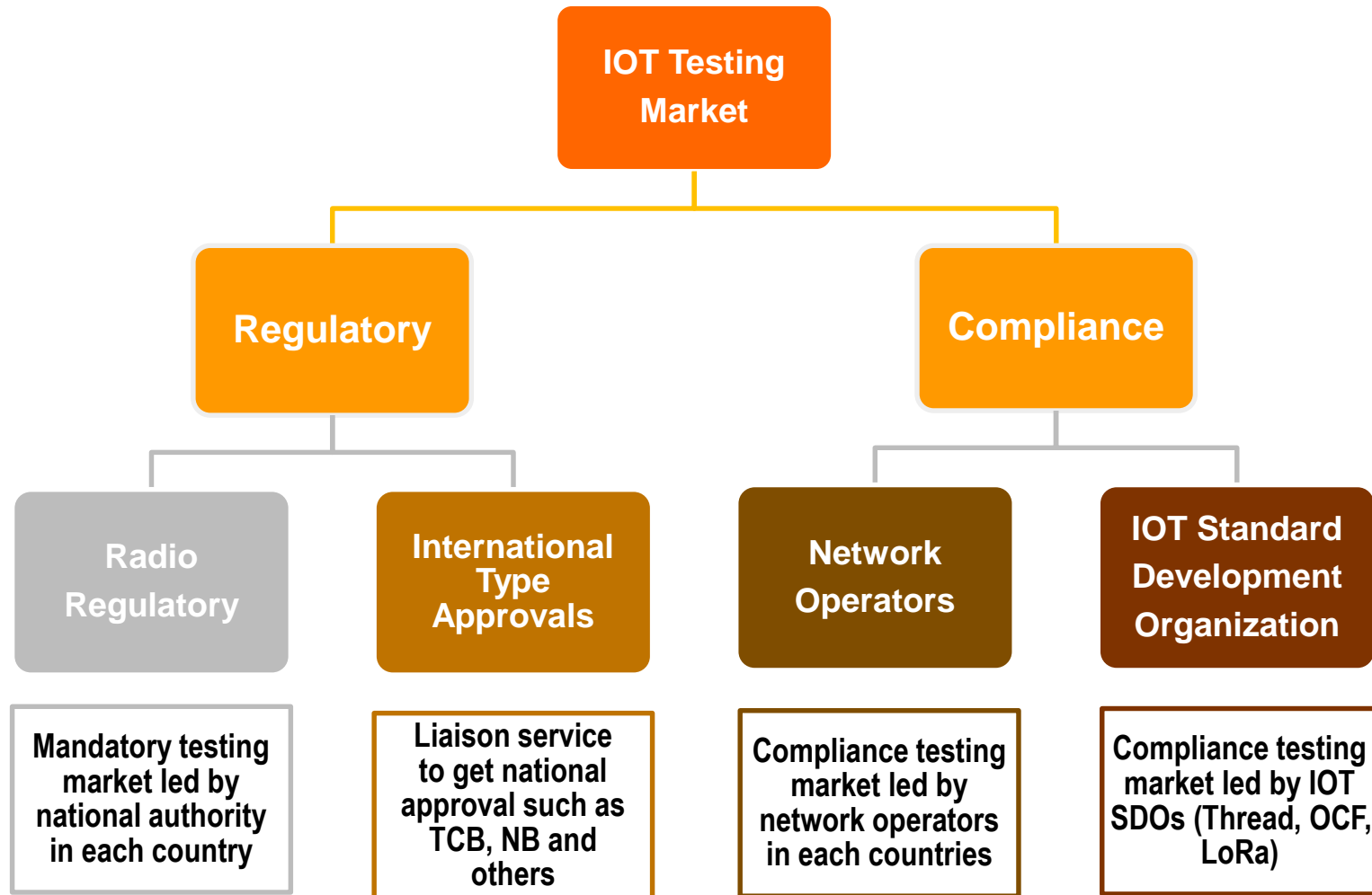
Emergency car approaching



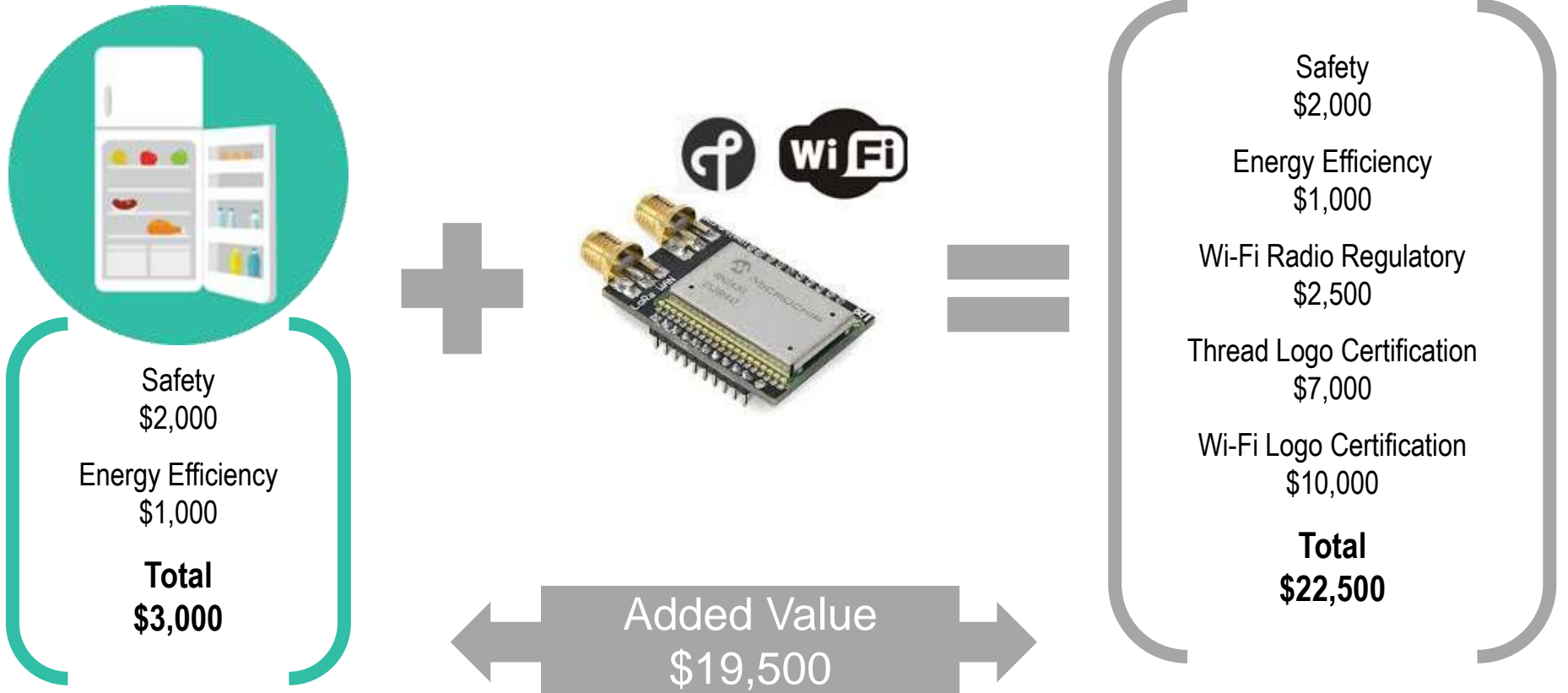
Vehicle to Infra Communication  
(V2I)



Signal lamp change



■ Refrigerator with Thread + Wi-Fi for US sales



- Car Infotainment System with LTE + Bluetooth + Wi-Fi for US and other 20 countries sales



Automotive EMC  
\$8,500

**Total**  
**\$8,500**

Added Value  
\$308,000

Automotive EMC  
\$8,500

BT / Wi-Fi / LTE Regulatory  
\$40,000

Bluetooth Logo Certification  
\$5,000

Wi-Fi Logo Certification  
\$20,000

PTCRB  
\$33,000

ITA Service for 20 countries  
\$210,000

**Total**  
**\$316,500**

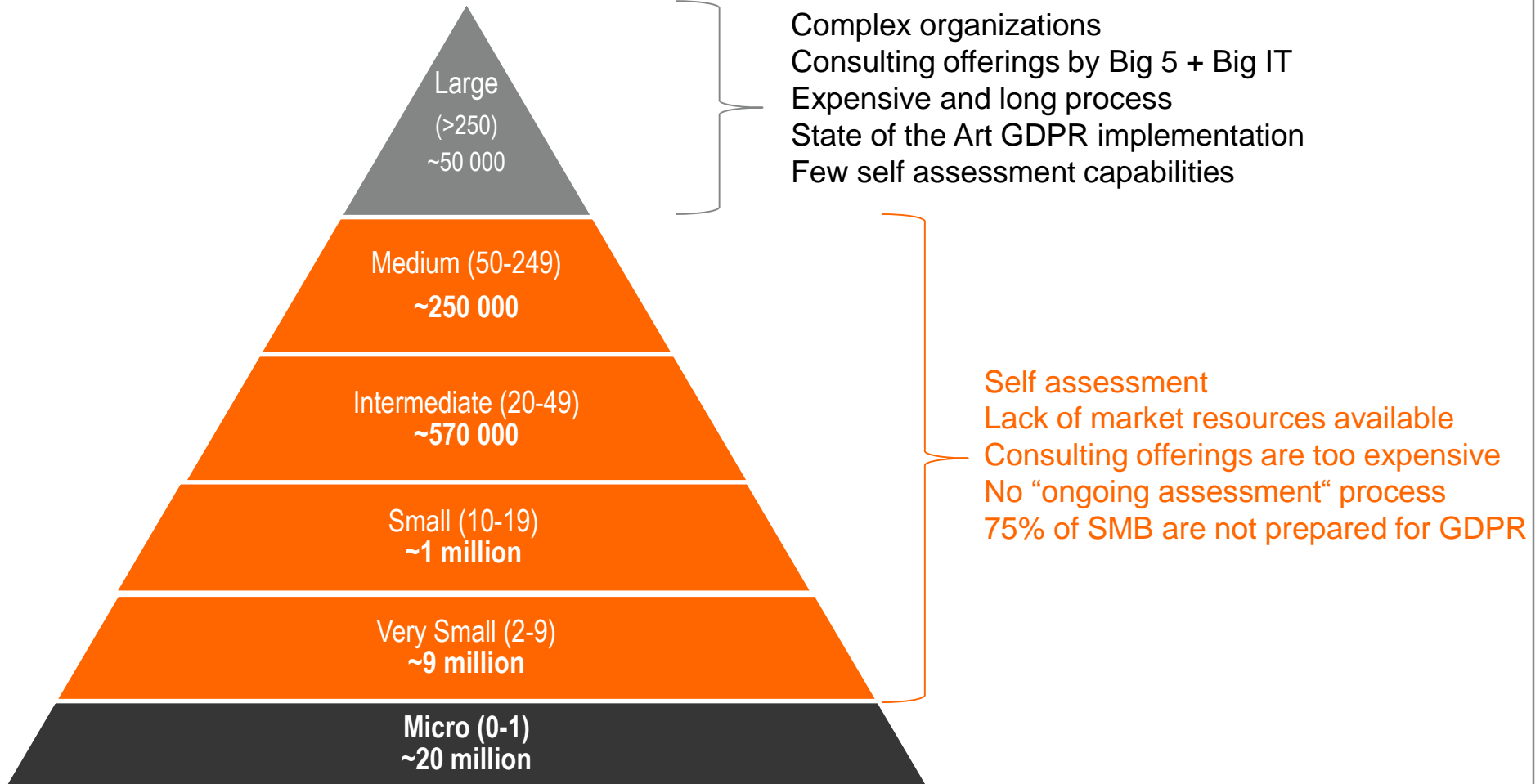
# SGS GDPR DIGITAL SERVICES

ERIC KRZYZOSIAK

WHEN YOU NEED TO BE SURE







- Business opportunity of 3.5 B€ revenues for IT industry  
(mixed sources)



■ Software & Hardware GDPR By Design   ■ Self Assessment tools & Services   ■ Consulting Fees

  
**GDPR  
DIGITAL  
SERVICES**

