



BAE Systems AR Brunch

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Welcome to the second edition of BAE Systems AR Brunch.

I hope you enjoyed reading the [opening newsletter](#) last quarter, and learning more about the company's vision and strategy, as well as getting a better understanding of how BAE Systems continues to be a leader in the supply of cyber, intelligence, financial crime and security solutions. Since then, my team has been working hard to bring to you, the analyst community, relevant updates on activities taking place and, in this edition, I am also excited to share with you the just published, [Cyber Defence Monitor 2017](#).

The report highlights the importance business leaders place on the cyber security of their organisations and in the research, C-Level executives at Fortune 500 companies, along with IT Decision Makers, were asked about their attitudes towards risk, their understanding of the adversaries facing them and how they marshalled their organisations resources in defence. The results will probably be of no surprise to you as industry analysts but what is interesting and potentially more worrying, as you read the report, is the varying attitudes towards risk and the lack of communication between executives and IT leaders.



Along with the report, you will also find the latest announcements and be able to hear from BAE Systems' experts via blogs, videos and webinar content, as well as understand what our customers think about us and how they are using our technology.

In the "Spotlight" section of this edition, I would like to introduce to you Bulent Teksoz, Global Cyber Security Strategist. Bulent plays a key role in the business and is more than happy to speak with you about his plans for the year ahead.

For now, please enjoy this edition and, as always, my team and I value your feedback, as it enables us to deliver content that is relevant to you and your research. If you have any comments, please do not hesitate to contact myself or you can email the team directly at analyst.relations@baesystems.com.

Oh, yes - don't forget to follow us on Twitter as well @BAESystemsAR

Best regards

Kevin Bailey

Vice President, GTM Strategy



The Intelligence Disconnect The 2017 Cyber Defence Monitor: A Global Perspective

- The cost of each cyber attack by C-level executives is estimated at **\$11.6 million**, while IT Decision Makers estimate such attacks at **\$19.2 million**
- Half of executives fear the loss of **sensitive information**, but, for ITDMs, this is secondary to the loss of **personal data** and other customer information
- Respondents believe cyber security is one of the **top three challenges** their organisation face
- Between **27% and 28%** of cyber security and defence capabilities are **outsourced** to another organisation
- Those **charged** with business risk and those responsible for IT have the **same intentions**. The catch is, they don't **perceive the threat**, the treatments or the solution in the same way

A copy of the full report can be found at: [Cyber Defence Monitor 2017](#).

Latest Announcements

The below links highlight some of the latest news and customer win stories

BAE Systems' cyber threat hunting experts are helping US businesses to track down threats that would otherwise evade detection through its newly expanded Managed Security Service. [See here for more details.](#)

BAE Systems Applied Intelligence research finds a quarter of Australian businesses don't have the security controls in place to defend against cyber attacks. [See here for more details.](#)

NFU Mutual has selected BAE Systems to safeguard against fraud. [See here for more details.](#)

BAE Systems has extended its partnership with Cyber London (CyLon), Europe's first dedicated cyber security accelerator to help drive innovation and nurture talent in the UK cyber security sector. [See here for more details.](#)

ICBC has signed a five-year agreement with BAE Systems to use the fraud analytics software and case management solution to help identify and target fraudulent claims early in the claims process. [See here for more details.](#)

O2 and BAE Systems have joined forces to protect customers from cyber crime. [See here for more details](#)

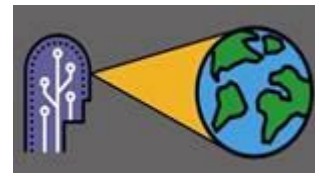
Blogs



In our changed world, fraudsters can steal or buy real identities off the dark web for a pittance or create synthetic IDs to apply for bank accounts meaning **everyone has become a target for the fraudsters**



Know Your Customer systems provide financial institutions with both the processes and workflows they need to assess the level of risk to which they might be exposed: [read the latest blog here](#)



There's no doubt that security analytics is a grey area – even a black hole – when it comes to defining what it is and does. Read this blog [Security Analytics: Shedding light on a dark world](#)

Read about 'Wayne,' 'Ron' and 'Smaug' and understand [how not to fall over your feet when managing your own intelligence](#)

In this blog, you will get a further insight into AML modernisation occurring at a time of change in our industry, and how the **transformation of AML promises rich rewards**

A new age of digital disruption experienced across European insurers has left established players at risk of falling behind new and innovative brands; and seemingly behind the curve, in relation to other industries. Discover about **how insurance companies can ride the wave of digital disruption**

Events



Visit BAE Systems at RSA on booth 3735 in the North hall to meet with our subject matter experts

You will be able to learn more about our Managed Security Services and Threat Analytics products and how they help businesses enhance and develop security operations in line with business challenges and security objectives.

RSA Conference 2017



BAE Systems is a gold sponsor at the 2017 ACAMS Annual International AML & Financial Crime Conference on April 3-5, 2017 in Hollywood, Florida, USA.

Please contact the analyst relations team if you would like to meet to discuss our suite of AML and financial crime products.

ACAMS Conference 2017

Videos/Webinars

At BAE Systems, we recognise that the cyber threat is constantly evolving. Organised criminals and other adversaries are becoming increasingly sophisticated and ambitious in their approaches and tactics.

Below is a selection of 'On The Frontline' videos that will enable you to hear from the people whose expertise defends nations, governments and businesses from cyber-attacks around the clock.

Traces
\$7 million

On the Front Line
APT Targeted Attack

Rogue Printer
Unicorn



Trends in payments fraud

In this webinar, you will hear about the emerging trends and attitudes towards payments, and the corresponding increase in opportunity for fraudsters to commit crime. The rise of technology has changed customer expectations, payments are getting faster and fraud prevention needs to be able to move fast as well.

It's More Than Compliance – GDPR as a Business Enabler

This **GDPR Podcast** outlines BAE Systems' approach, focusing on the benefits of becoming a data-driven organisation that can use customer data as a business asset – while still maintaining privacy and security.

Spotlight

Bulent Teksoz – Global Cyber Security Strategist

From his college days back in the 1990s, the world of IT and security has always held a fascination for BAE Systems' global cyber security strategist Bulent Teksoz. His curiosity to explore whatever might be contained in this dark biosphere ran deep from the outset. "Where others said that you couldn't do certain things and 'not to go there', that was my cue to delve in and find out more," he recalls.

After graduating, his early career took him into networking and security administration. What he discovered was that, engaging as the hardware and software side of this was, what resonated with him most of all was the people aspect of the business. "Yes, I could develop and use my technical skills to help move things forward, but, to me, the inter-personal skills were just as important. I really enjoyed that close engagement."



Small wonder, then, that Bulent is now a frequent speaker at industry conferences, and regularly addresses cyber security issues in regional media, television, radio and print publications. "It's a role that enables me to be a conduit between the company and the 'outside world', and allows me to understand and help solve the challenges that organisations are facing, but also to absorb their feedback and employ that to everyone's advantage within BAE Systems itself."

What he finds most engaging in his current role is the BAE Systems heritage – a resource that embraces the company's innovation, and the delivery of leading-edge products and services to its customers. It was set up to inspire current and future generations, both inside and outside the organisation, demonstrating the key company values: 'Trusted, Innovative and Bold'. "What is great about that heritage is that computer security is connected to everything else, not just technology, and our customers love that."

He also emphasises how the company brings together, into the one fold, cyber security and financial security. "Most organisations treat these separately, through different divisions, whereas they really do need to be interconnected. BAE Systems does a great job in providing solutions that address both."

If Bulent wasn't actively engaged in helping to carve out a secure pathway through the labyrinths of cyber security, what would he be doing? "I've always felt great enjoyment and happiness in seeing others realise their potential. This is something I get from my role now, but, if I had parallel lives, I would be a coach." Premier League football ideally, as they engage with so many people from different backgrounds and nationalities, rather than what is mostly the uniformity of the college system when it comes to football in the US, for example. For me, it's always about the satisfaction you get from seeing people reach the highest potential they can – and then going that bit farther."

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If you have any questions or comments, please contact nicola.eschenburg@baesystems.com, patricia.valuch@baesystems.com or caroline.dennington@baesystems.com in the Analyst Relations Team at BAE Systems.