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Why Do People Do Hostile Profiling?

Webinar

Thursday 08 October 2020



The Technium Global
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A Word From Today's Chairman



James Pitcher

Senior Associate

Z/Yen Group

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Agenda



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- 11:00 – 11:05 Chairman's Introduction
- 11:05 – 11:30 Keynote Address – Michael Hoddy
- 11:30 – 11:45 Questions & Answers



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Why Do People Do Hostile Profiling?



Michael Hoddy

Director and co-
Founder

The Technium Global
[TTG]

The Technium Global



Service with Integrity

Why do people do hostile profiling ?

Michael Hoddy, Co-Founder and Director
The Technium Global [TTG]



“доверяй, но проверяй”

“Dovepyay, no proveryay.”

“Trust, but verify”



What we are going to talk about ...

What is Hostile Profiling ?

Why do Hostile Profiling ?

Why Now ?

How Legal is Hostile Profiling ?

What Benefit will we get from Hostile Profiling ?



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What is hostile profiling ?

Hostile Profiling is what Criminals and State Actors do in order to build a picture of what you, your family and organisation looks like.

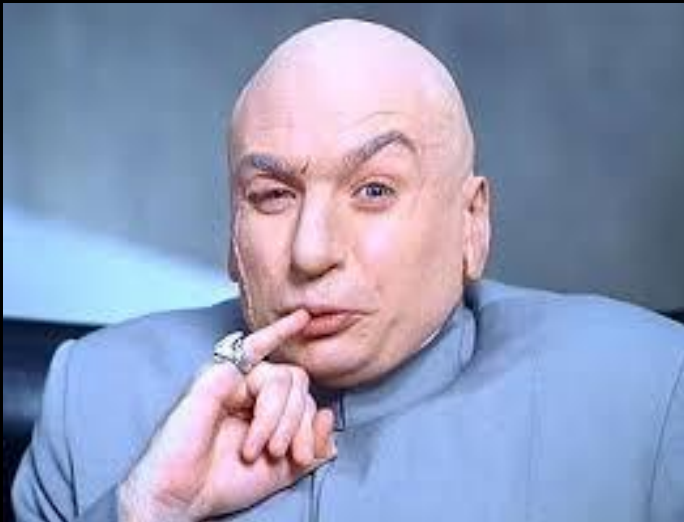


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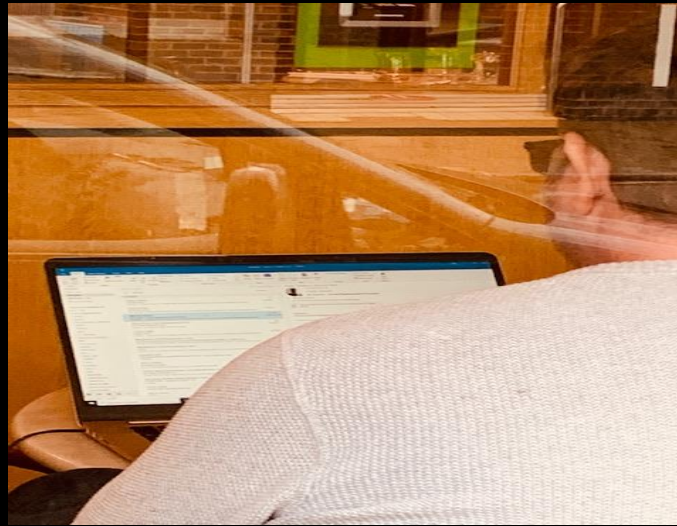
Why do they do hostile profiling ?

To learn your weak spots and how to compromise your organisation.

To find out how to monetise you.



Why do they do hostile profiling ?



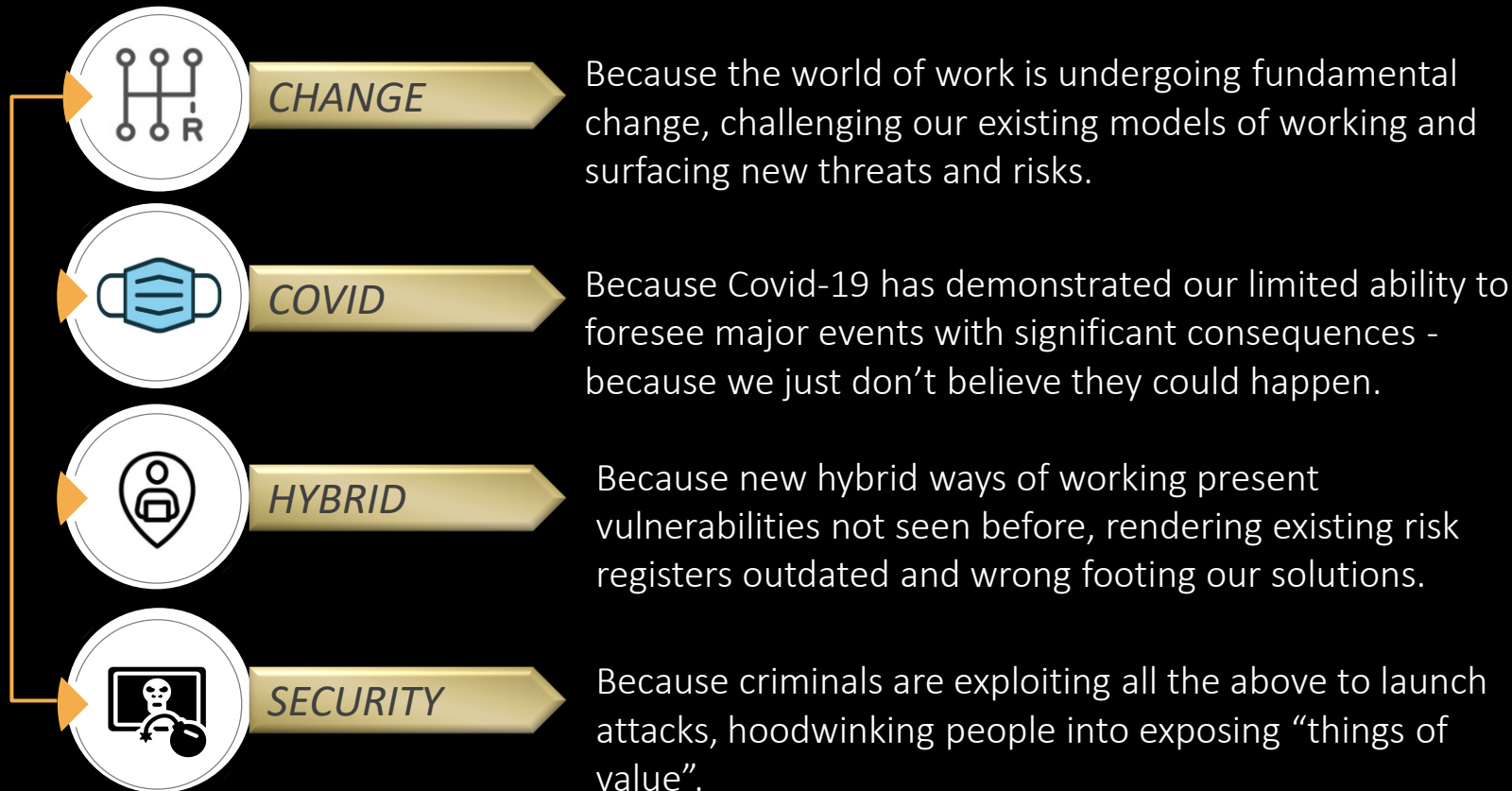
Why should YOU do hostile profiling ?

To learn your weak spots and how your organisation will be compromised.

To find out how Criminals can monetise you.



Why now ...?



EARLY EFFORT IS NEEDED NOW TO FUTUREPROOF YOUR BUSINESS AND REVIEW ATTITUDES, RISKS AND PROCEDURES

What benefit will we get from hostile profiling ?

You will see what the criminals see.

This is a Service rather than a product and is bespoke to you.

The Service is only limited by time and imagination.

Acting on what the profile finds increases your resilience.

It is completely passive and undetectable.

It is Legal.

It is Due Diligence and good Governance.

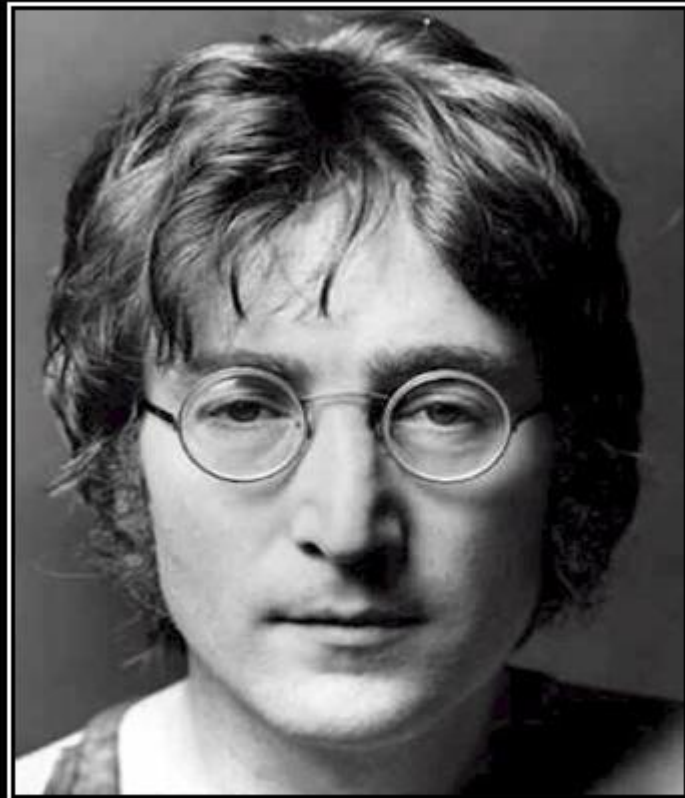
You could deploy it throughout your Supply Chain.

When you know your risks, you can minimise them.



“Trust is good, but control is better”

"Trust, but check"



LENIN

Idiots think it's Harry Potter.



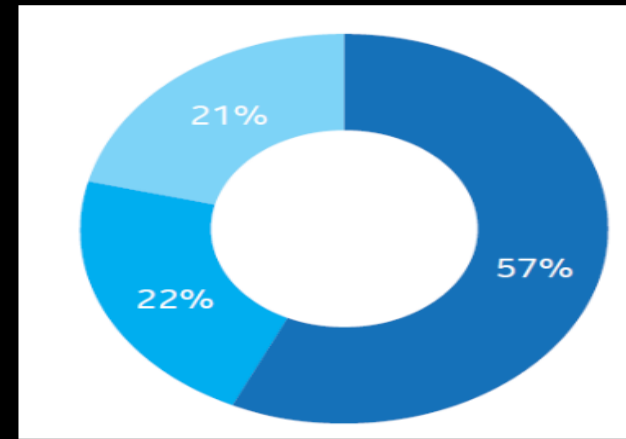
What's in it for you?

The benefits of Hostile Profiling



Insider Threat Challenge

The Problem



22% of data breaches are caused by Insiders

57% of data breaches are caused by External Threats

21% of data breaches are caused by non-malicious errors

Businesses can expect to conduct between 1 & 5 fraud investigations per year [Chartered Institute of Internal Auditors]



Who Is the Average Insider ?



- A loyal employee for 5 years before they become an Insider
- Insiders are typically detected after 33 months of committing fraud
- 51% of Insiders are managers or above [Carnegie Mellon]
- 88% are permanent staff rather than contractors [CPNI]
- 7% join a company to deliberately cause an Insider act
- 89% of Insiders have no previous criminal record
- Many Insiders emerge from disaffected clusters of staff often caused by a 'toxic' manager



“The truth is inconvenient “



“The truth is inconvenient “



“The truth is inconvenient “



Summary

We looked at Hostile Profiling ...

We looked at why we do Hostile Profiling ...

We have covered why you need to do it now ...

We looked at the legalities of Hostile Profiling ...

We looked at the benefits you get from Hostile Profiling ...



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Thank-You for listening today

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QUESTIONS & DISCUSSION, ANSWERS?





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- Wednesday 14 October (09:00) [Financial Centres Of The World 2020: Focus On Labuan IBFC](#)
- Thursday 15 October (11:00) [Selling Your Company To An EOT - How It Differs From An MBO](#)
- Friday 16 October (11:00) [What Should You 'Outsource' To Your Chamber\(s\) Of Commerce Of Choice?](#)

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