

# Navigating Tomorrow's Security Landscape

Key Trends and Digitalization Strategies









## Cyber

## Physical

Deter



Detect



Delay



Demonstrate ROI



UX



# TRENDS

Experience led



+ data driven insights

Static



Dynamic

Standalone

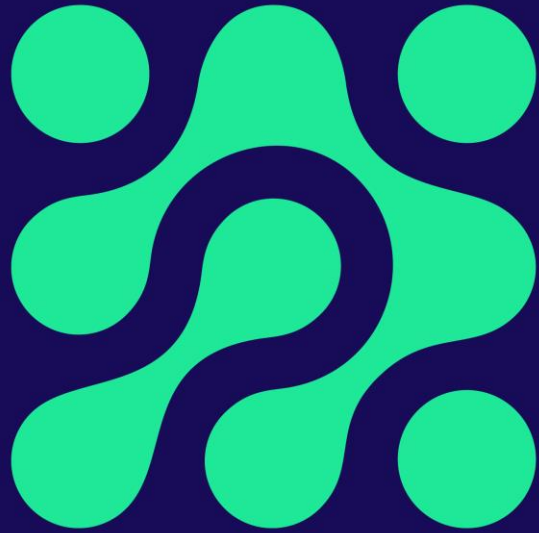


Convergence

Lone Wolf



Community & ecosystems



Pronect.it is a SaaS that digitalises Physical Security Management with the aim to increase the ROSI.

# The Team



## Jeroen De Bock – Founder & CEO

- 22+ years in the global security industry,
- Last role as Chief Commercial Officer Europe at Securitas (4.5B€ revenue in EU)
- M.sc in Business Economics, Exec MBA Vlerick Business School, Security Management Type A



## Vincent Smeyers – Chief Product & CISO

- Certified Risk Manager, MSc in automation and data processing.
- Expert in physical and cyber security, GRC implementation
- Last role as CISO Belgian Agency for the Safety of the Food Chain (FAVV)



## Kjell Moens - CTO

- 20+ years of experience in IT architecture, management, software development,
- Worked for start-ups, Fortune 500 companies and the public sector.
- Master in Business engineering, Bs Applied Information Science, Bs International Bus Management,



## Kris Van den Briel – Founding Partner

- Worked 32 years in the security industry
- Was CEO for Securitas Belgium
- Last role as COO Africa, Middle-East and Asia for Securitas.



## **PRONECT.it SOLVES 3 BUSINESS CRITICAL PROBLEMS**

- 1.** LOW LEVEL OF DIGITALISATION AND INSUFFICIENT USE OF DATA
- 2.** DIFFICULT TO CALCULATE AND DEMONSTRATE ROI
- 3.** +\$1 TRILLION LOSSES & OPTIMISATION POTENTIAL

(150 B\$ SPENT ON TRADITIONAL GUARDING SERVICES)

# STEPS TO EXCELLENCE



# PROTECT.it

## STEP 1

**WHAT security controls do we have?**

First level visibility

## STEP 2

**WHY do we have these security controls?**

Controls linked to risks:  
coverage, gaps and residual risk

## STEP 3

**Do we have good performance and what's the cost benefit?**

Visibility on the cost vs benefit of the  
security controls

## STEP 4

**Can we optimise the security control design?**

1st level optimisation: Comparison cost benefit of  
different security control designs

## STEP 5

**Can we leverage more available data?**

2nd level optimisation: Capture and leverage more  
relevant data to optimise security control design

# Where we are now

Lone wolf



# Shaping the future

Community-driven

What?

Why?

Monitor & Optimise

Leverage Community insights

Integrate data Scale insights

## 5 STEPS TO EXCELLENCE

Ad-hoc

Defined

Observable & Adaptable

- ✓ Benchmarking, community (peers, experts, providers)
- ✓ Pronect.it AI models

- ✓ Security DNA mapping
- ✓ Orchestration layer, elastic forecasting
- ✓ Provider extensions

Validated & Defensible

Autonomous & Connected

Process innovation

Data innovation

Technological innovation

**THANK YOU!**

**INTERESTED?**

1. Spread the word!
2. Contact me: [Jeroen.debock@pronect.it](mailto:Jeroen.debock@pronect.it)
3. Follow us on LinkedIn: <https://linkedin.com/company/pronect-it>