

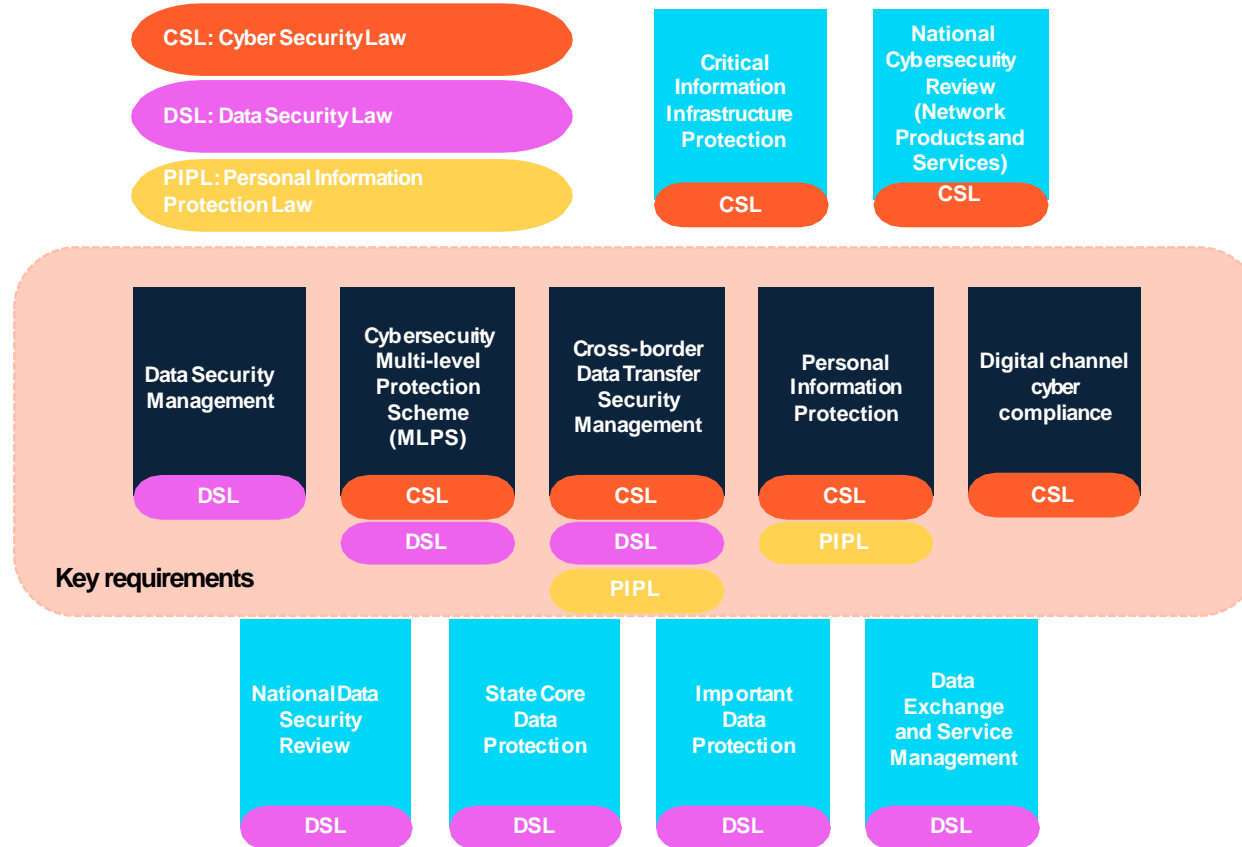
Identity Expansion Across Highly Regulated Jurisdictions

Introduction

Trends

- Recently, multinational companies who consider their growth opportunities to be outside their domestic market has grown to 42% (1)
- US organizations' opportunities for expansion are heavily concentrated in Asia, the Middle East and Africa. Based on a study, 85 percent of these identified Asia as their top expansion opportunity. (2)
- For US companies seeking global expansion, understanding regulations was identified as the top challenge. (2)
- Identity and Access Management (IAM) has seen steady market growth due to factors such as growing regulatory compliance requirements and security concerns. Small and mid-size organizations must now adopt IAM for such reasons. (3)

Highly Regulated Jurisdiction Example: China



Background

- Goal of a business' growth and development = reaching a larger market likely across borders
- Your organization or client may come to you after an expansion decision has been made...
- From an identity perspective:
 - How do we help our organization to expand securely and sustainably?
 - How do we prepare to comply with highly regulated jurisdictions in terms regulations, architecture and toolsets?
 - What is the first step?

IAM & Cyber Security Considerations for Expansion

- IAM requirements vary by country and region
- Critical infrastructure is often held to higher standards
- Your peers' expansion process is likely not repeatable
- You may be the first of your kind (industry, size, etc) to expand into this jurisdiction
- You'll have to think differently: architecture & design, types of toolsets, org structure, etc
- You're expanding your visibility to opportunistic threat actors

Approach to Identity Expansion

Approach

1. Pre-expansion
 1. **Identity Expansion Matrix**
 2. Strategy & Roadmap
 3. Stakeholder Alignment
2. Expansion
3. Post-Expansion
 1. Periodic Assessments
 2. Regulatory Compliance

Identity Expansion Matrix

Key:

Green (28+)	Extreme likelihood of ease and success of identity program transition. Limited rework and evaluation required.
Yellow (18-28)	Moderate likelihood of ease and success of identity program transition. Rework and further evaluation required.
Red (11-18)	Very low likelihood of ease identity program transition. Significant rework and evaluation required.

Identity Expansion Matrix	Weak	Below Average	Average	Above Average	Strong
IAM Maturity Scoring	1	1	3	3	3
IGA Maturity Scoring	1	1	3	3	3
PAM Maturity Scoring	1	1	3	3	3
Current Identity program follows national standards of organization's home country	1	1	2	3	3
Expansion country's cyber security regulatory requirement level	3	3	3	1	1
Home country's and Expansion country's cyber security regulatory likeness	1	1	2	2	3
Ability for current identity program to meet MVP in Expansion country	1	1	2	2	3
Legality of current Identity tools to be utilized in Expansion country	1	1	1	2	3
Ability to replicate current identity tools (homegrown or vendor) into Expansion country	1	1	2	3	3
Timeframe to expand the identity program (via separate new program or expansion of current)	1	1	2	2	3
Based on your knowledge, minimal level of current information gaps/unknowns surrounding regulations and IAM expansion details exists	1	1	1	2	2

Approach at Work

Case Study – Multinational Bank expanding into China

Context/Challenge:

- Organization sought to expand their business into mainland China but required stages of regulatory review and approval by the Chinese government.
- Cybersecurity and their identity program were at the forefront and required significant review to earn business licenses.

Response:

- Designed a new architecture for an Identity program following all regulations. This included continuous conversations with regulators, research, and discussions across the industry.
- Selected new tools that fit both regulatory and organizational needs.

Outcome:

- Business licenses were earned after years of work.
- Expansion = Success

The background is a dark blue gradient with various white line-art icons and small blue dots. The icons include a building with a 'HOTEL' sign, a gas pump, a truck, a hand, a wallet, a box with an 'up' arrow, and a stylized 'Z' shape. The dots are scattered across the entire background.

THANK YOU!



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