

# Secure Innovation

How Start-ups and Corporates  
(can) work together

Martin de Vries, Rabobank  
Marc Barry, Westgate  
Daniel Fanguero, Vision Tech Lab  
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Westgate  
CYBER SECURITY



**VISION TECH LAB**  
THE CYBER INNOVATION COMPANY



# Content

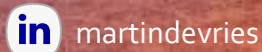
- 15 min Introduction
  - Rabobank
  - Westgate
  - Vision Tech Lab
- 45 min Open discussion on Challenges and Opportunities



# Short introduction

Martin de Vries

Information Security Officer since 2008  
Focus on security & secure innovation





**Martin de Vries** @vriesjm · Apr 6

#fintech and #banks are in the same eco system. Competitors for a while, but in the end they need each other. No win or loose, but win-win.



The challenge for Rabobank is

**FINTEGRATION**



# COLLABORATION IS OPEN INNOVATION

*Leveraging strengths*

## **FinTech start-ups:**

- Innovative ways to serve clients
- New business model innovations
- Access to new technologies
- Testbed for new opportunities

## **Rabobank:**

- Access to customers
- Use of distribution channels
- Validation of solution
- Knowledge and network

# Cyber Security Risk Review

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Rabobank experts help the start-up to gain insight in the Cyber Security Risks. Based on...

# Proposition Channels used Type of Customers

## CSR<sup>2</sup>



Cryptoware / Malware



Overlay attacks



Unsecure software (development)



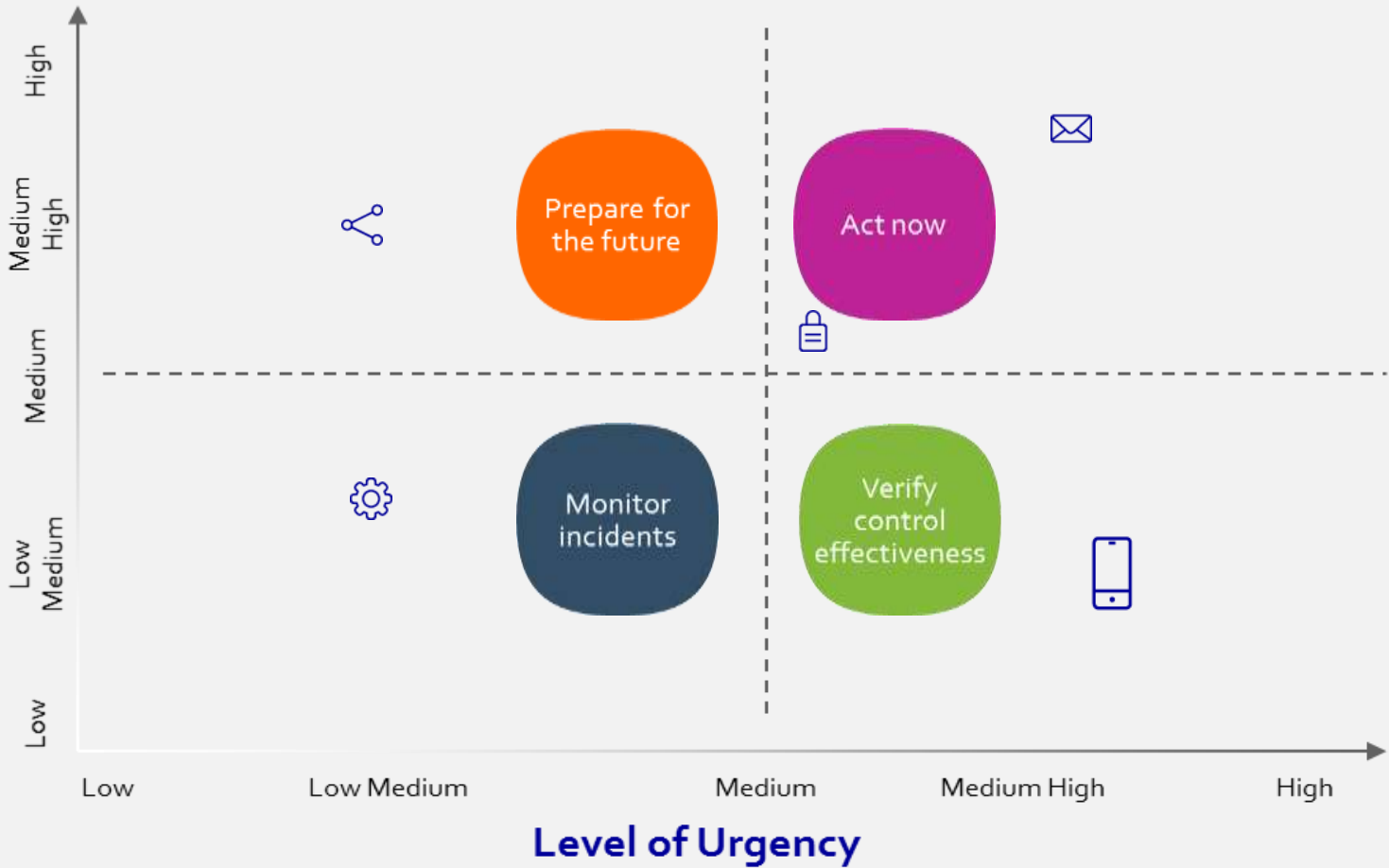
(D)Dos attacks



Phishing / CxO fraud



# Control Gap





# Westgate

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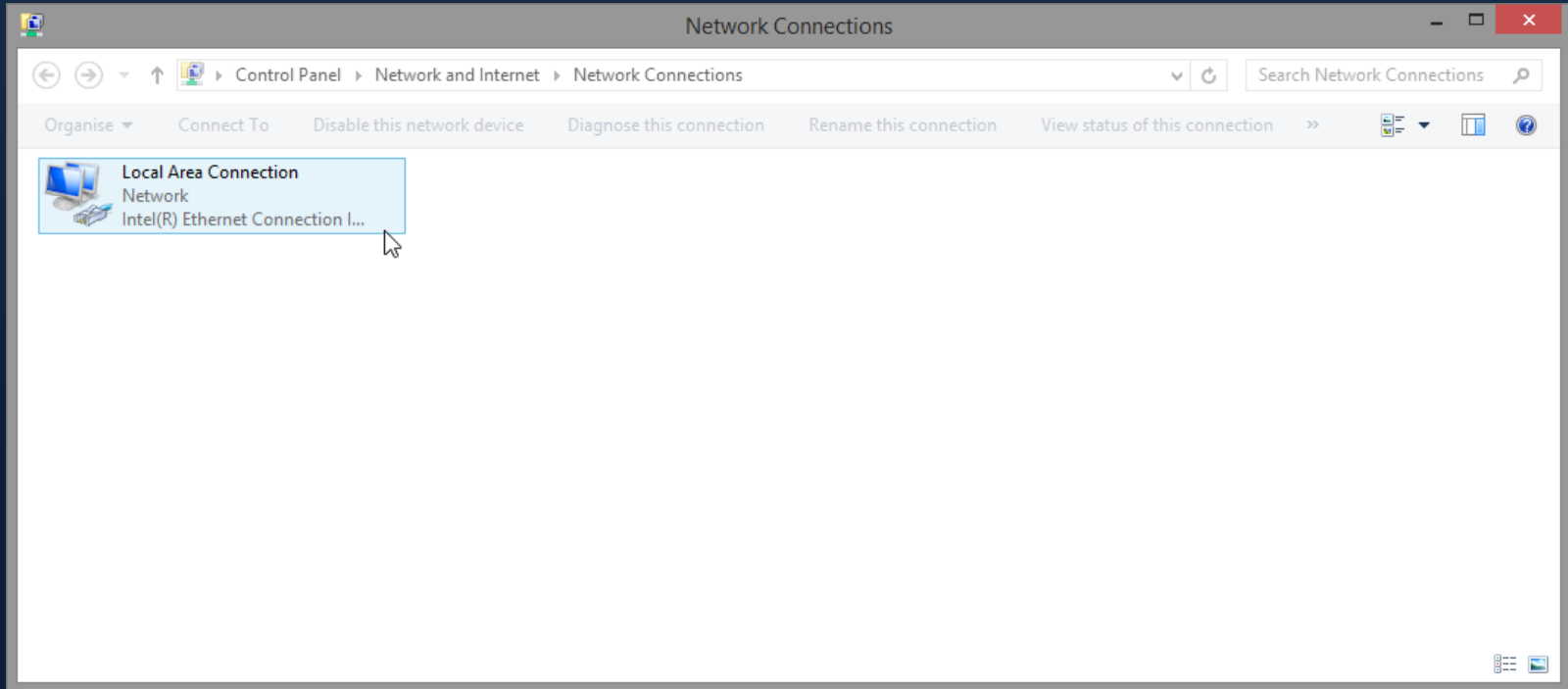
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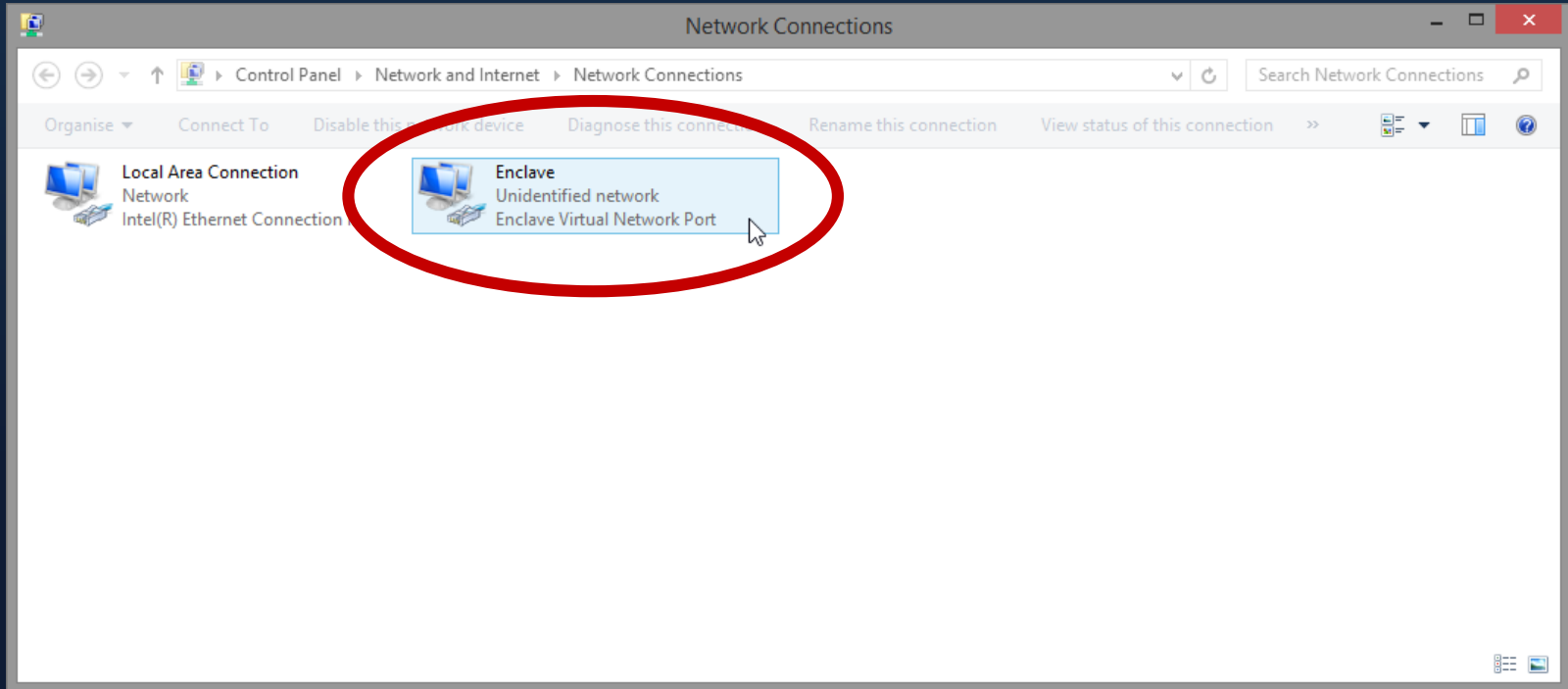
# ENCLAVE



# ENCLAVE



# ENCLAVE



# Why?

**Don't change the network**

Less risk, quicker deployment

**End-to-end encryption**

Data privacy

**Mutual authentication**

Easier than TLS

**Peer-to-peer**

Less burden on central servers

**Outbound only**

Keep the firewall closed

**Certificates, not IP addresses**

Easily migrate workloads



**Workstation**

← RDP →



**2 x Laptops**

# Use Cases



- Quickly provision disaster recovery networks.
- Quickly handle sensitive file transfers.
- High availability backplane networks.
- High availability clustered services.
- Micro-segmentation.
- Cloud vendor and location agility.
- On-premise migration to cloud (and back).
- Ship transaction logs offsite (or on-site).
- Secure remote administration.
- Real-time or batched data synchronisation.
- Backup and restore data archiving.
- Secure networks for N-Tier or microservice application connectivity.
- Secure remote support and assistance.
- Private DNS and peer discovery.
- Cross-site messaging service.
- Enabling multicast traffic on cloud provider networks for legacy banking applications.
- IoT sensor administration networks.
- Transport level security for APIs.
- Isolating and protecting web applications.
- Transient short term incidental connectivity.
- Safely connect partner and supplier networks.
- Transport forensic images for safe analysis.
- Agile business networks for start-ups who are all mobile.
- Secure offshore delivery services to transport source code and application secrets.
- Safely expose internal systems to the outside world under strict time constraints (presentations, hackathons etc.)
- Secure mirror environments for testing, running pilots which don't threaten core systems.
- Isolated secure special purpose environments.
- Isolation of building access and control networks.



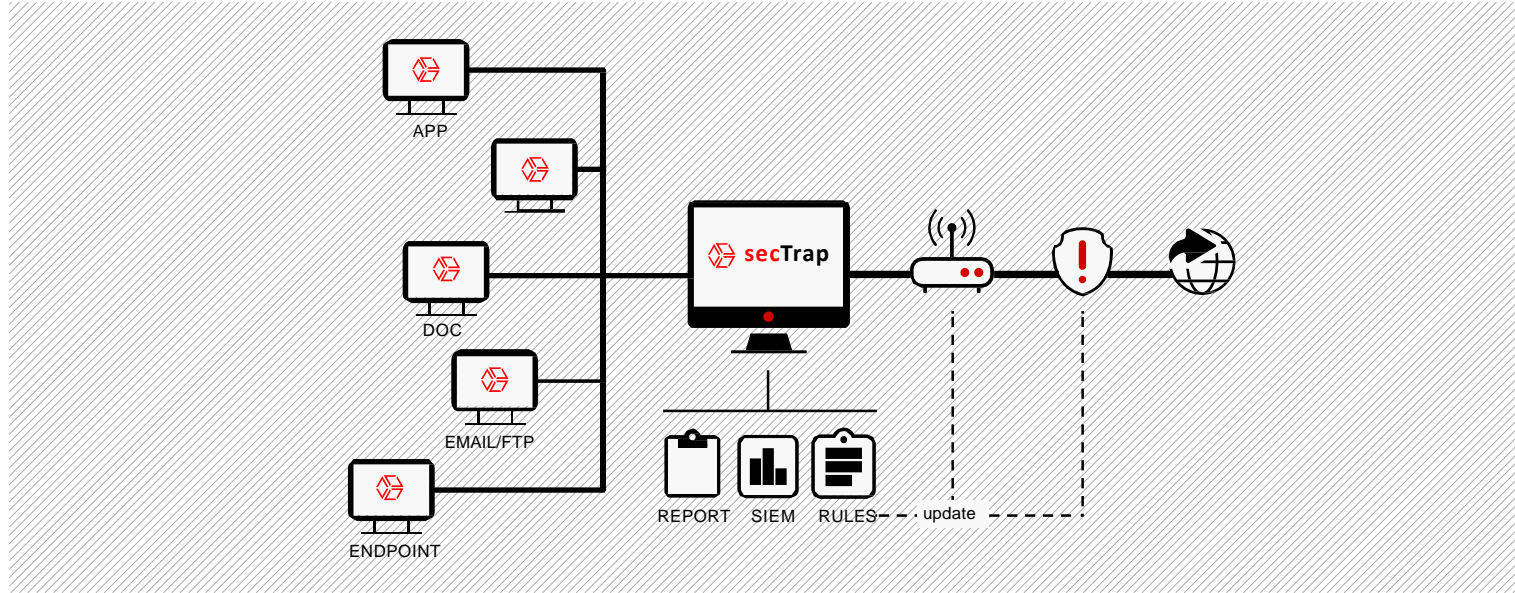
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<Virtual Appliance Solution>

ARCHITECTURE DIAGRAM





# Progress



250.000€  
Funds

**Bial**

Tests  
Pilot

**secTrap**

Product  
80%

**SBC**

Partners  
Experience

# Secure Innovation

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Martin de Vries ([martin.de.vries@rabobank.com](mailto:martin.de.vries@rabobank.com))

Marc Barry ([mbarry@westgatecyber.com](mailto:mbarry@westgatecyber.com))

Daniel Fanguero ([daniel.fanguero@visiontechlab.com](mailto:daniel.fanguero@visiontechlab.com))

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