

F.A.Q BEFORE 2018 - Partners

1) What is the BEFORE and who is it for?

The Before is a premium event before Les Assises that brings together close to 200 cyber security experts: 150 end users and 44 people representing 22 partners. End users are invited by DG Consultants (but can they if they wish to be invited by the partners on the rest of Les Assises) and are primarily CISOs, ISSPs and ISDs. Our goal is to provide you an opportunity to meet high-level decision makers and people who don't or no longer attend Les Assises in an exceptional context.

2) When is the BEFORE and what is its format?

BEFORE starts on Tuesday, October 9, 2018 in the morning and ends on Wednesday, October 10 at 11 am just before the opening conference of Les Assises. All Tuesday work takes place at Le Meridien Sea Club and Wednesday at Grimaldi Forum.

ATTENTION: a meeting will take place on Thursday, June 28th at 9am at the Pavilion Cambon (46 Rue Cambon in Paris) between the BEFORE participating partners, the committee chairs and the moderators.

Tuesday 9 October 2018

11h30 - 12h30 : Roundtables by Commission

12h30 - 13h45 : Sit-down lunch. Tables with the companies name.

14h00 - 16h00 : SESSION A of Commissions

14h30 - 15h15 : 1st session of Meet-ups

16h00 - 16h30 : Break & networking

16h30 - 18h30 : SESSION B des Commissions

16h30 - 17h15 : 2nd session of Meet-ups

18h30 - 18h45 : Break

18h45 - 19h30 : Plenary conference

20h30 : Prestigious evening event at the Deck of the Monte-Carlo Beach

Wednesday 10 October 2018

09h00 : Welcome coffee at the Grimaldi Forum

09h30 - 10h30 : Plenary conference at the Grimaldi Forum: Commission reporting

11h30 : Opening of Les Assises

3) How are end users selected?

The end users are selected based on several criteria:

- * Co-opted by commission presidents
- * Key accounts per commission sector
- * Sponsored by partners

DG Consultants will approve their profiles. Guests can register for the session of their choice based on availability (a guest suggested by a partner will not automatically be at the same session as the partner).

4) What is the role of partners?

The partners have the choice between two packages: "Speaking" which allows participation in the Tuesday morning sector round table with the presidents of the Commission (limited to 10 partners) and "100% networking". Both modules also provide access to a dedicated table, commissions, meet-ups and the closing conference.

During commissions, end customers expect from partners, sector analyzes, key figures, prospective elements, roadmaps ... that can fuel reflection and debate. The participation of the partners in these commissions is interactive and is not a dedicated speaking time.

5) How are roundtables run?

The round tables are held on Tuesday morning before lunch. There is one for each Commission. They are composed of 2 partners ("Speaking" package) + the two chairmen of the Commission and moderated by the moderator of the Commission. Their purpose is to take stock of the problems of the sector of the commission and to define the main lines of work that will be discussed in the afternoon. All members of the commission (partners and guests) are invited to listen to the round table.

6) What about the lunch?

Each partner has a table of 8 people (2 +6). The partner chooses its guests but they can decline the invitation if they wish. Lunch is a networking moment to use to discuss with other stakeholders.

7) How are commissions run?

The partners participate in one of the 5 commissions (each divided into two sessions to have groups of about 15 people). Both staff members can attend the commission (but not at the same session or on different commissions). Nevertheless, attendance at a committee is only mandatory for one of the two representatives of the partners. The partners choose the commission to which they wish to participate. There are only 2 to 3 partners per session (for about 15 end users). The committees are chaired by end-users only and moderated by a professional moderator who ensures the smooth running of the debates in French. Each commission will be the subject of a synthesis carried out by the moderators and validated by the presidents with restitution in plenary assembly on Wednesday morning. All summary sheets will be made available to all BEFORE participants.

8) Can partners have contact information for people in their commissions?

Partners registered for a session will receive a list of participants in that session (first and last name, title and company) but no contact information. A face book will be prepared for each session. The BEFORE is above all a networking event. Focus on speaking with people personally and feel free to hand out your business card!

9) How to meet end users?

There are many networking moments throughout the BEFORE period allowing partners to get in touch with the end users: lunch, commissions but also breaks, dinner. In addition, an animation will be set up to facilitate meetings when end users are not in committee or meet-up.

10) What are meet-ups? Can partners take a part?

Meet-ups are small-scale events (6-8 people) offered by lawyers and experts who will discuss regulatory or legal issues in a very practical way. They are open by registration with prior subscription according to availability.

11) How is run the communication of the BEFORE?

BEFORE will not be the subject of external media communication: There are no journalists representing a media and participants must commit in writing not to communicate on BEFORE content via social networks