



Microsoft
Partner
Microsoft

POWEX
IT-HELPDESK & CYBERDEFENSE
PROFESSIONAL DIGITAL SECURITY WITH EXCELLENCE



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Agenda

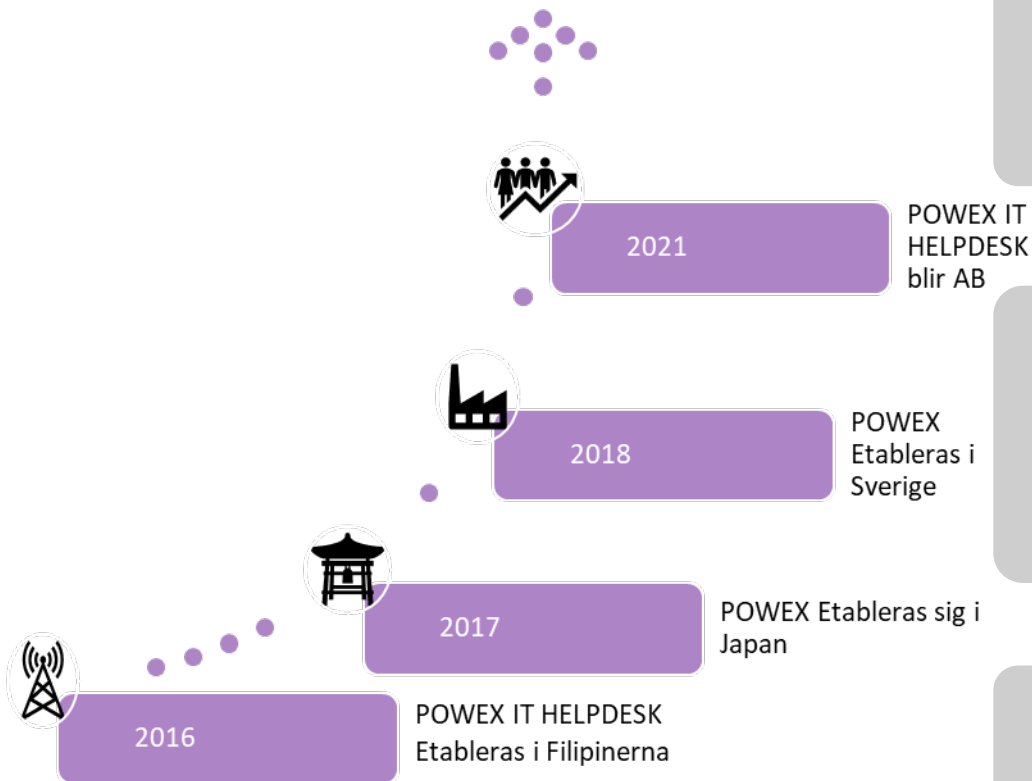
ABOUT POWEX

CHALLENGES

POSSIBILITIES



WHO IS POWEX



POWEX IT HELPDESK is an International IT service and solution provider in the public and private sectors. We offer a full range of IT services. We help you harness the power of new technology while getting the most out of your old IT. We work with the industry's best supplier partners and use our well-developed relationships to share resources with you. Our technicians



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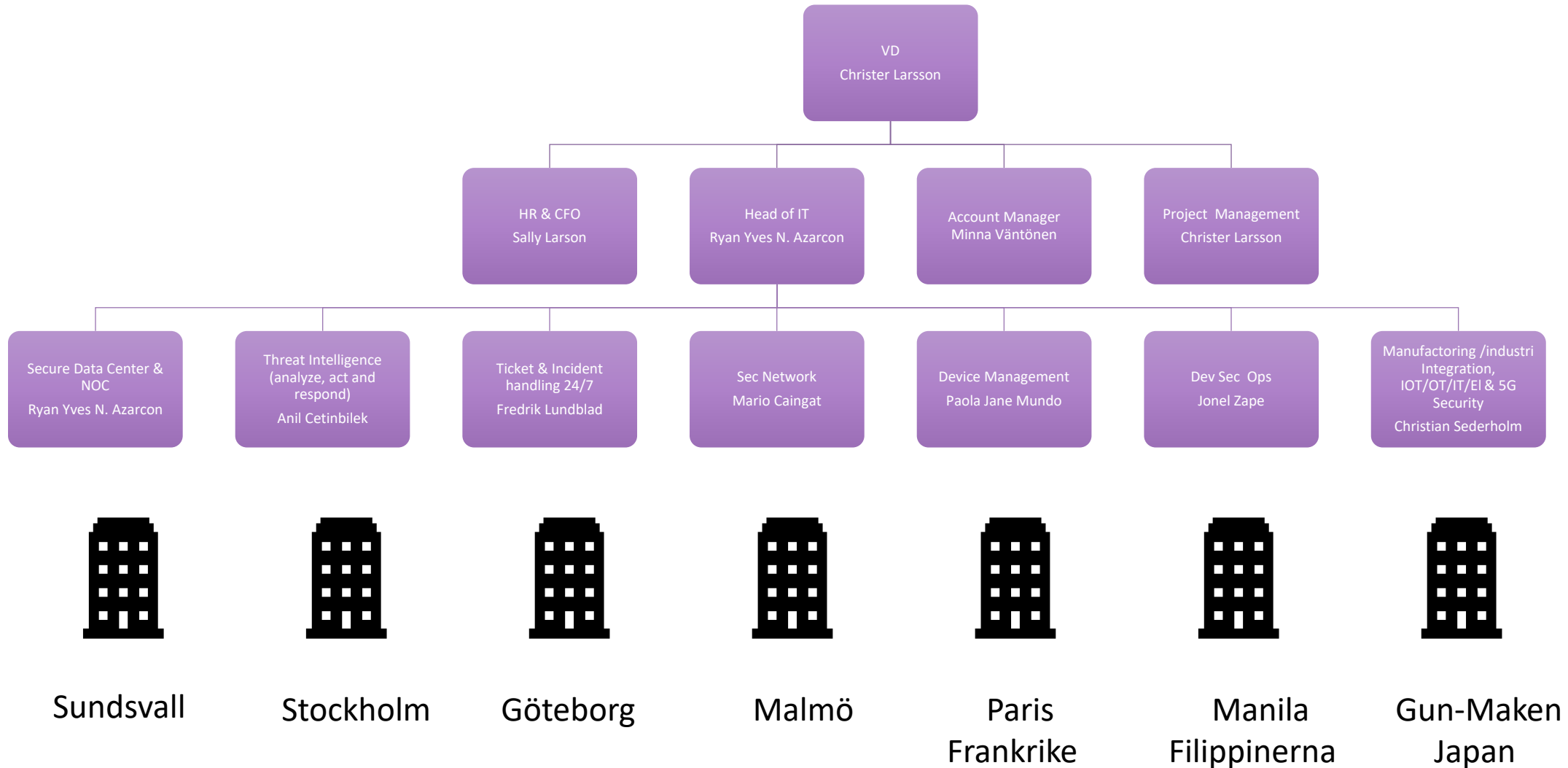


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Medlem i TechSverige branch org

POWEX CORPORATE STRUCTURE



POWEX IS A TECHNOLOGY & SECURITY EXPERT IN

Information Cyber security

- Information Systems Auditor
- Identity and Access Management (IAM)
- Governance, risk management and compliance (GRC)
- Microsoft Security MS Zero trust
- Threat intelligence SIEM/SOC
- Penetration Tester R&D
 - Nessus OWASP Top 10, Nmap, Burp, Wireshark, Metasploit, Nessus
 - Experience with security tools and frameworks such as requirements collection, analysis, solution design together with customer feedback
- ISO 27001 & GDPR etc.
- Threat intelligence SIEM/SOC

Business IT, IT for ICT/OT

- IT Infrastructure Audits
- IT infrastructures (on-premises and in the cloud)
- IT Network
- Deep understanding of IOT use cases for both industry and consumer goods segments.
- Expert knowledge of wireless mobile technology and networks.
- Solid experience of working with both global and large companies (Ericsson, Telia, Telstra, KDDI, Toyota, Veoneer, MTN etc)
- Created an E2E network solution based on LTE-A, where the typical latency between Veoneer's in-car sensor gateway to the connected vehicle cloud server (CVC) is less than 8ms and demonstrated CVC's various capabilities.
- More than 13 years in DevSecOp
- Technical knowledge in python, privilege scaling techniques, buffer overflows, Active Directory, with solid understanding of networks and common protocols in the OSI model
- IT for Electric power systems
- Embedded Systems





CHALLENGES

SIX OUT OF TEN COMPANIES CANNOT COPE WITH THE SECURITY THREAT

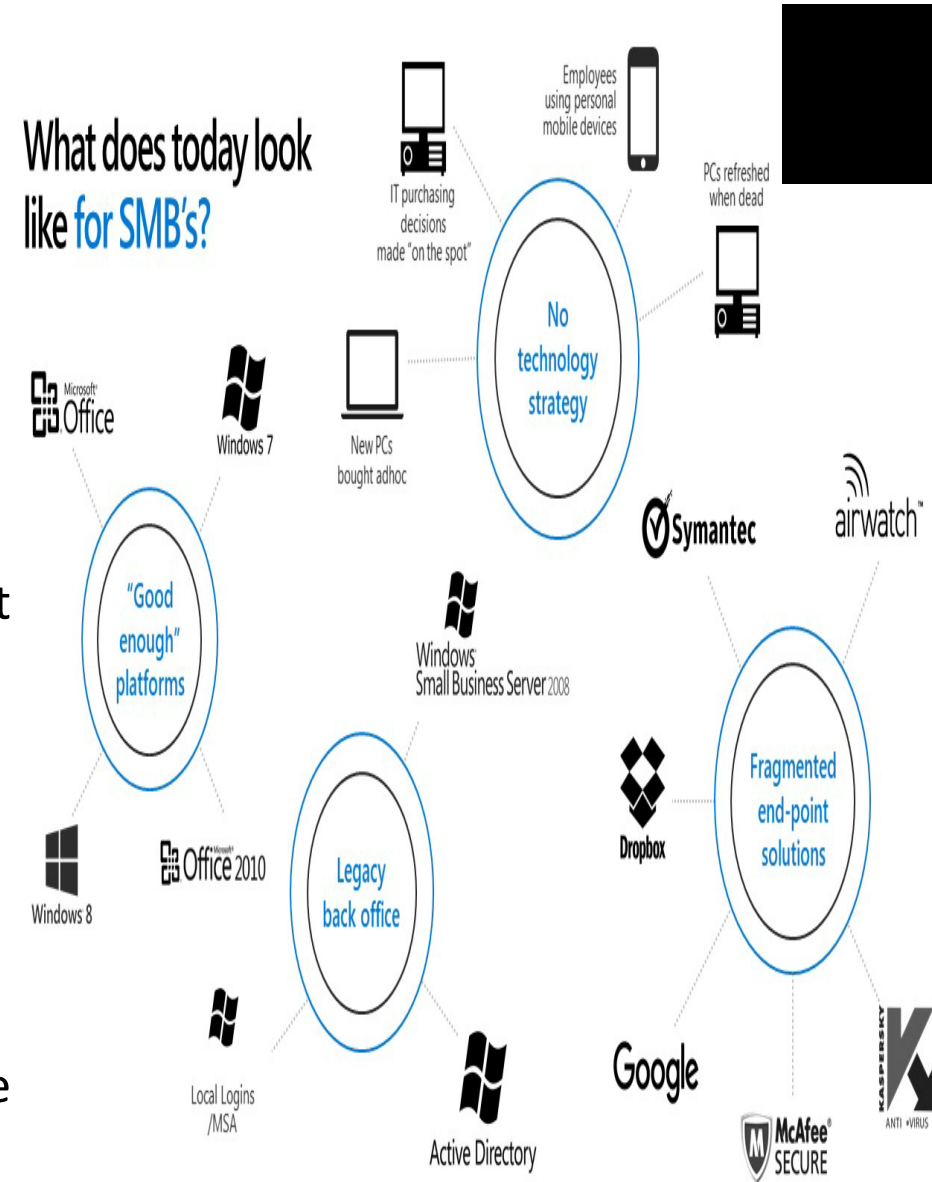
- The rapidly increasing cyber security threats are forcing companies to significantly expand their cybersecurity efforts to survive in a digitally competitive Sweden.
- When it comes to cybersecurity maturity, only 43 percent of Sweden's operations are at the right level to meet the 2023 threat scenario.
- Hackers attacked Visma Recruit and the site offentligajobb.se. The system was down for several days – several municipalities and authorities were affected.
- Up to 64,000 people who were in the police's application system may have had their personal data exposed after a hacker attack
-



SOME COMPANIES HAVE CHALLENGES/SITUATIONS:

- Bad decision based on bad strategy
- Safety is compromised
- Communication fails
- IT technology is not in focus
- No overview with risks of higher costs than necessary
- Many separate solutions that work poorly together
- Manual processes that take time and resources
- The tools become too small/unmanageable as needs grow and change
- Same information in multiple places, duplication

What does today look like **for SMB's?**

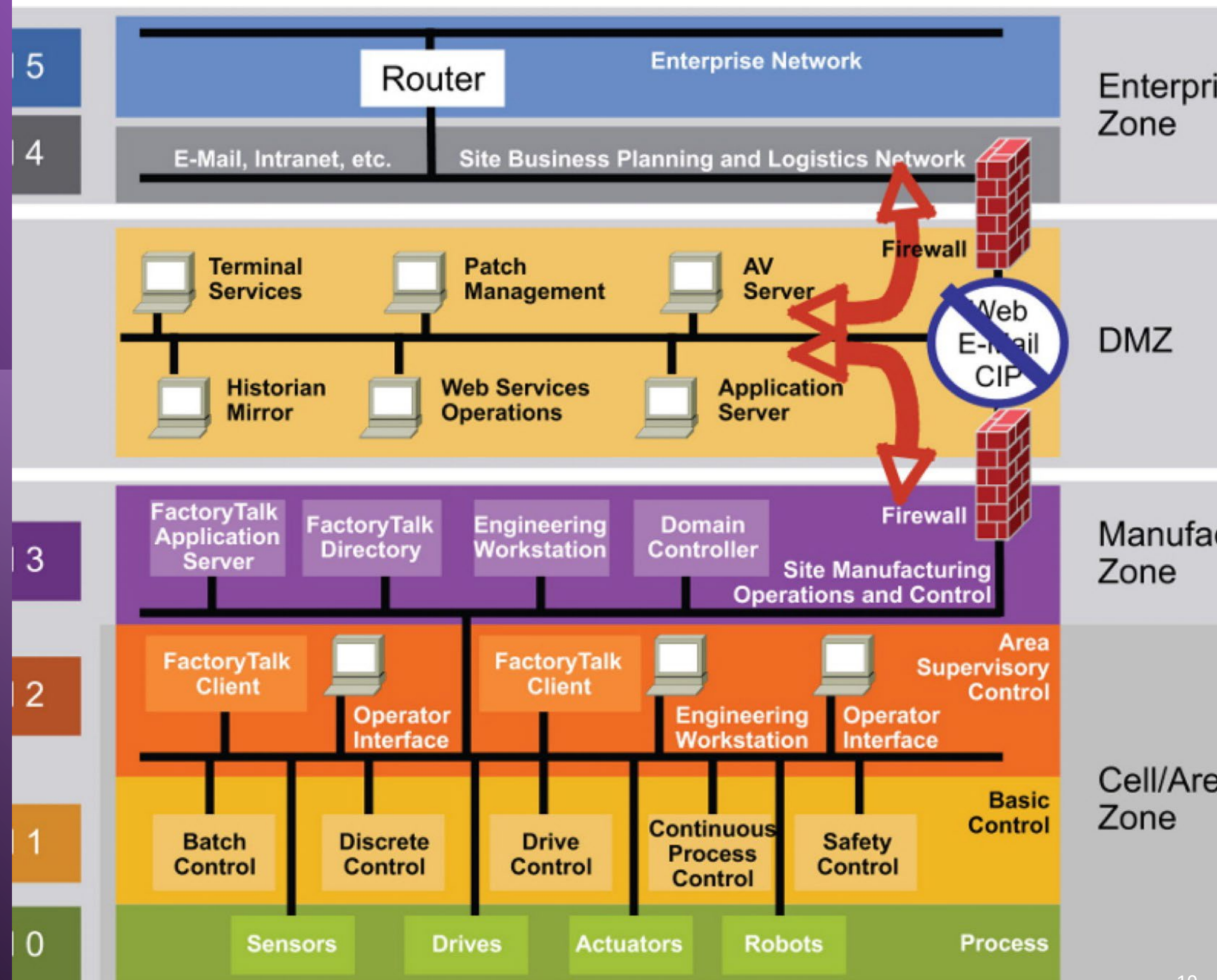


KEY POINTS

- The shortage of cybersecurity professionals is not going away. It seems to be getting worse.
- The reporting of cyberattacks is largely unchanged compared to last year and despite the media buzz surrounding ransomware attacks during this reporting cycle, the data is almost the same as a year ago.
- Methods of cyber attacks
 - Social engineering remains the dominant cyberattack method (13 percent),
 - Advanced persistent threat (12 percent),
 - incorrect security configuration (10 percent),
 - Ransomware (10 percent),
 - Unpatched system (9 percent)
 - Denial of service (9 percent).



MANY OT/ICS
ENVIRONMENTS
HAVE LITTLE OR NO IT
SECURITY
PROTECTION





HOW POWEX CAN HELP

POWEX SECURITY AUDIT BUSINESS CONTINUITY PLANNING (BCP)

+



POWEX IT conducts a high-quality business continuity process & IT security review of organizations' skills and status.

○



We cover a wide range of topics including:
NIS2/ISO27000/ISO27019/GDPR/ITIL and others



The review generates a GAP analysis that is then developed into a practical action plan based on POWEX's solid experience.



It guarantees that when executed as planned, your business will operate safely and efficiently E2E for

*Information security
Business perspective*

BUSINESS CONTINUITY PLANNING



IT & Cyber Security is the foundation that forms the foundation for your organization's security in carrying out your core business Including security principles, standards, guidelines and working procedures

Security and risk management

Resources and IT Asset Security

Skills needs

Security architecture and technology

Communication and Network Security

Identity and access management (IAM)

Safety assessment and testing

Business continuity planning

Adapt security to your business

Business processes

Security processes

Security operations

Using control frameworks

Building security awareness

Implement effective security policies

Understanding & Compliance Ethics

Implementation of safety training

Ensuring the safety of employees

Manage suppliers

Software, Licenses and Security of Hardware

Security for software development

Mapping the work of an organization's cybersecurity team and is aligned with both business goals and external requirements.

Requirements mapping

Gap analysis

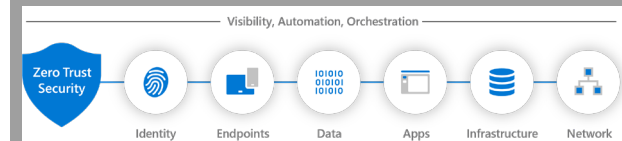
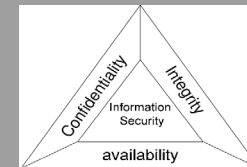
Risk assessment

Action plan

Implementation

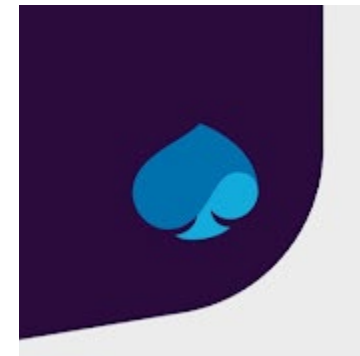


Certified
Information
Systems Security
Professional



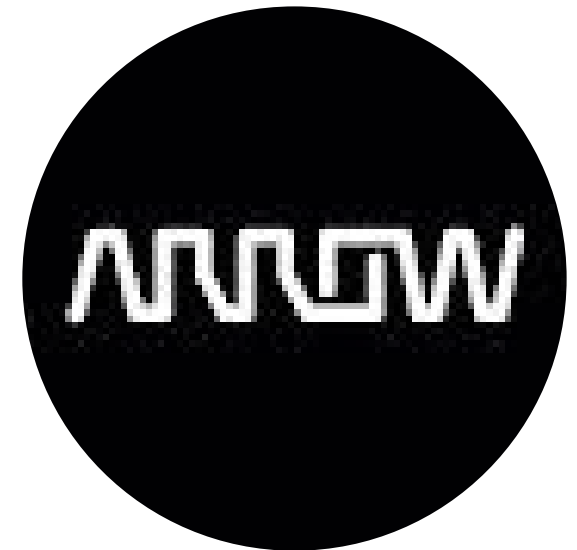
[NIS – Informationssäkerhet för samhällsviktiga och digitala tjänster | PTS](#)
[NIS-2 direktivet](#)

SOME OF OUR SATISFIED CUSTOMERS



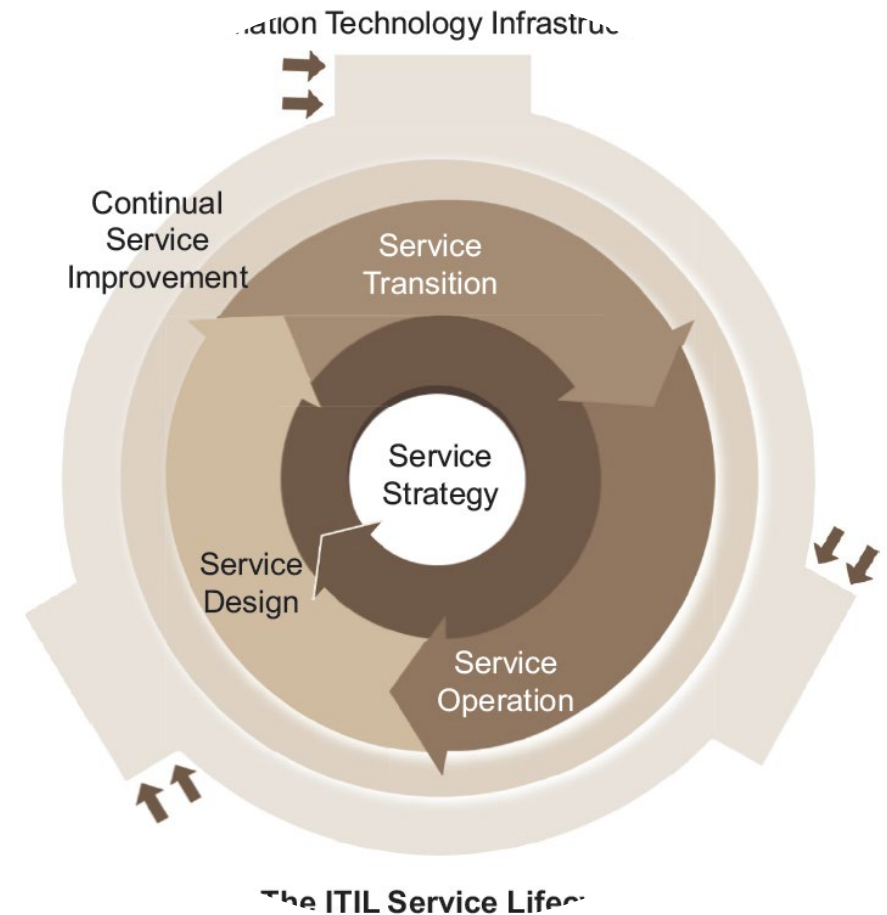
POWEX IS A PARTNER WITH ARROW & MICROSOFT

- Arrow enables innovation and works with organizations in over 302 locations and in 85 countries to provide tools and technology that help build a better tomorrow.
- As a Fortune 113 company, we have established stable and lasting partnerships with over 100 suppliers worldwide to provide exceptional technology solutions and specialized services to our customers.
- Our end-to-end IT infrastructure solutions and multi-vendor technical expertise connect the customer to state-of-the-art technology at extraordinary value.
- Arrow Enterprise Computing Solutions is a global technology company that delivers innovative IT solutions to solve complex business challenges.
- We deliver value-added distribution, business consulting and activation services to leading commercial and public markets.
- Our resources and tailored programs help you grow faster, work more efficiently and grow your business in a rapidly changing market
-



POWEX IS ITIL CERTIFIED

- ITIL aligns all common frameworks of practice and unifies all domains of IT Service provision to deliver value to the business. ITIL is the most practical approach to Service Management. Some characteristics that make ITIL a global success are:
- It is vendor neutral: ITSM practices are not based on any specific platform for technology or industry. It is also not tied to any commercial proprietary practice or solution but is owned by the UK government. As a result, ITIL is applicable to all IT organizations.
- It is non-prescriptive: ITIL is applicable to all IT Service organizations and their customers due to its robust, established and time-tested practices. ITIL continues to be useful and applicable in the public and private sectors, internal and external Service Providers, small, medium, and large enterprises; and within any technical location.
- It's best practice: ITIL embodies learning experiences and thought leaders who provide best services to customers worldwide
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SOME FROM THE TEAM



Christian Sederholm



Senior
Solutions architect



Quality Management



Christian is an experienced consultant with +20 years of experience working in high-tech companies in an international context. Christian likes the customer meeting and feels at home in an international context. He has extensive experience working with RFQs, tenders, proposals, declarations of compliance, scope of work and other deliveries based on local rules and regulations in different countries. He has made +100 customer presentations/demos in three languages (Swedish, English, Spanish). He thrives when he can take on a role as a technology evangelist.

As a person, Christian is curious, self-motivated and driven. He is passionate and committed to his commitments and has strong networking and communication skills. Personal qualities : Strong communication skills. Self-driven and proactive personality, Attention to detail.



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Technical Background

- He has worked in various industries such as telecom, IT, automotive, remote healthcare and held roles as technical project manager, customer project manager, business developer, solution architect and pre-sales engineer.
- Christian has worked as technical project manager for IT Cloud Migration at Ericsson in Linköping. The work spans several simultaneous sub-projects and has high complexity. On a daily basis, Christian interacts with colleagues in North America, Sweden, India and China.
- Connectivity has been a theme throughout Christian's career. He is a true telecom veteran and was involved in one of the world's first 3G demos back in 1998 as Voice/Video over data and many more to come that have become the basis of Smartphone Communications. Since then he has worked with 3G/4G/5G/IoT/Virtual Operators/Cloud and also applications such as Smart Cities and Remote Health Care solutions.
- IT Security Architect, Technical Project Manager,
- IT Consultant, Solution Architect, Identity and Access Management
- and Tech Team lead for identity and access management
- solutions and technical operations, Lead architectural initiatives
- From start to finish
- Collaborate with business users to build architecture in line
- with business needs Act as a technical subject matter expert
- for business users Advocating for the introduction of reusable
- Architectural assets to improve efficiency
- Produce documentation to facilitate understanding of
- existing architectural solutions, Process development
-

Senior Solutions architect

- Introducere en stor IoT- och sensorleverantör som föredragen partner efter analys av deras portfölj och tjänster
- Installationsdemo med en stor IoT- och sensorleverantör
- Installation och förberedelse av Use Case-material för hamnmyndigheter
- Demonstration mot hamnmyndigheter
- Analys och urval av 49 olika IoT-plattformar och sensorer för upp till 100 olika användningsfall för olika områden, några som nämns ovan i mål.
- Analys och val av en ritning för demoverktyg som RC Car with Camera för specifika användningsfall.
- Framtagande av dokument till svenska telestyrelsen såsom PTS (Post och Telekom Styrelsen) för industribandet baserat på Netslicing och geografiska områden till rikstäckande band med större täckning återanvända band i 900 MHz-spektrumet
- Förbereda typiska dokument för förslag / erbjudande som systemintegrationsoffert bland annat.
- Assistera med Teams avseende distribution av nytt privat nätverk baserat på BLE och portabel Core/Radio Access för 4G och 5G för större kunder såsom supply chain.

Business areas (selection)

- IT Services & Business Application Consultant
- Cloud and virtualization
- Azure
- Operation & Maintenance
- Microsoft 365 Office
- IT Consultant recruitment and hiring
- Many years of experience in Presales for NW:
- IT security with Carrier Grade security.
- Safety and risk management
- Software, Licenses and Hardware Security
- Security architecture and technology
- Communication and network security
- Identity and Access Management (IAM)
- Safety assessment and testing
- Security operations
- TAM , Technical sales representative in IT & measuring instruments in the electrical industry
- Security
- ISO 27001
- NIS2
- CISSP
- GDPR
-



Ryan Yves N. Azarcon



Senior IT Arkitekt



Quality Management



A dynamic, visionary, and outcome-driven IT business leader and technology solutions architect with over 11 years of extensive IT management experience focused on IT operations, technology consulting, infrastructure solutions, IT risk and compliance, cybersecurity, IT service management technology, shared and managed services. Experience in dealing with people. Has a large exposure in cloud platform technology. Skilled in data centers, implementation, deployment and administration. Experience in leading projects and managing process phase. Ability to manage customer expectations and customer satisfaction. Skilled at problem solving and can help encourage teamwork and growth. Adept at handling confidential and/or sensitive information



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Technical skills and expertise

- Experience with cloud platform technologies such as Fujitsu S5, K5, AWS and Azure.
- Skilled in data center administration, management, implementation and deployment.
- Competent in virtualization technologies (VMWare, KVM, Xen Server and Hyper-V server 2008 & 2012)
- Proficient in multiplatform OS technology server and workstation (Windows, Linux, Solaris, Mac OSX).
- Broad understanding of Windows Active Directory, Open IPA server and CA siteminder directory services.
- Knowledgeable in Cisco and network technology. (MPLS, BGP, RIP, IGRP, OSPF, EIGRP)
- Familiar with firewall and NLB technologies (Cisco PIX, ASA, Radware, Fortinet firewall).
- Knowledge of configuration and administration of email systems (Microsoft Exchange 2003, Microsoft Exchange 2007 and Linux Zimbra server, SendMail & Postfix. Linux mithi mail server.
- Learned in database applications (Microsoft SQL 2000, 2008, MYSQL, MariaDB)
- Experience in the use of monitoring tool technology (opmanager, nagios, cacti, prtg, earthworks, Ipswitch gold. kiwi, ossec etc.)
- Proficient in cloud technologies such as Docker, Jenkins, Ansible, Puppet and Kubernetes
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Education and training

- 2000-2001 : Meralco Foundation Institute, Ortigas, Pasig Citys tekniska utbildningsprogram Informationsteknik
- 1994 – 1998 : Filippinska Handelshögskolan Aurora Blvd., Quezon City
- Kandidatexamen i företagsekonomi huvudämnet managementinformationssystem
- CISCO Routrar & Routing Technology Computer Networking Career & Training Center Inc.
- Redhat 7 Enterprise Server - Avancerad administration och konfiguration
- Mikrogenes affärssystem. 16 till 20 mars 2015
- ITIL 2011 Foundation SAS Management, Inc.
- VMWare-utbildning, MSI-ECS - PhilPlans Corporate Center 15 februari till 19 februari 2016
- Certifieringar
- Microsoft Azure Certified (AZ-900)
- Microsoft Certified Solution Expert (MCSE) – produktivitet
- Microsoft Certified Solution Expert (MCSE) – Molnplattform och infrastruktur
- Microsoft Certified Solution Expert (MCSE) – Serverinfrastruktur Windows Server 2012
- Microsoft Certified Solution Associate (MCSA) – Serverinfrastruktur Windows Server 2012
- Microsoft Certified Professional (MCP) - Installera och konfigurera Windows Server 2012
- VMware-certifierad professionell VCP 6.5 - Virtualisering av datacenter
- VMware-certifierad professionell VCP 6- datacentervirtualisering
- ITIL v3 Foundation-certifierad

Example Areas of responsibility

- Responsible for the overall RIM business Business as usual (BAU) GRS Shared Services.
- Manage a 2nd line support engineer for Fujitsu cloud infrastructure team.
- Provision or build servers at the request of the client, mostly in Japanese and different OS types. The server can be on-premises or in the cloud environment.
- Manage and maintain VMware ESXI servers for GRS clients.
- Administer Windows/Linux servers and monitor server performance health.
- Perform patching of OS physical and virtual servers.
- Monitor and implement a scheduled upgrade for VMware servers.
- Deployment, automation, management and maintenance of AWS cloud-based production systems.
- Ensure availability, performance, security, and scalability of AWS production systems.
- Management of creation, release and configuration of production systems.
- Evaluation of new technology alternatives and new supplier products.
- System troubleshooting and problem resolution across application domains and platforms.
- Definition and deployment of metrics, logging, and monitoring systems on the AWS platform.
- Design, maintenance and management of tools for automation of various operational processes
- Build and integrate information systems to meet customer needs.
- Evaluate the customer's system architecture and work with technical staff to recommend solutions for improvement.
- Solve technical problems as they arise.
- Provide guidance and guidance in building and developing teams.
- Continuously examine current and emerging technologies and propose changes where and when needed.
- Inform various stakeholders about any problems with the current technical solutions being implemented.
- Assess the business impact of certain technology choices.
- Provide updates to stakeholders on product development processes, costs, and budgets
-



Christer Larsson



Senior Project Manager
Key Account Manager



Quality Management



With more than 20 years of work experience as a leader in ICT (Information and Communication Technology) worldwide, Christer is an excellent technical / customer project manager. With very strong process compliance, focuses on results and maintains its commitment to ensure that the contractual deliverables are achieved. He has often worked in very demanding environments and unstable countries but kept his focus during all local difficulties. He has shown exceptional perseverance during all his missions. He is very detailed in the management of his projects. He has extensive experience in customer management, personnel management, subcontractor management, staff development. Christer is a leader and coach who focuses on individuals individually as well as the whole team. His goal is always to get an assignment done in an optimal way.



Christer.larsson@powexithelpdesk.se



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Technical Background

- Service technician for More than 20 years
- System and Component Level
- Electronics
- Radio & Transmission
- Computers
- Technical leader within :
 - Installation
 - Integration
 - Upgrade
 - Migration
 - Testing
- Requirements management
- Application / Function Test
- Security tests
- Acceptance test
- 10 years as a support leader
- FLS and Tec team
- Carrier Grade IT Network that meets and manages:
- High availability/service (99,999%Service quality
- IT security with Carrier Grade security.
- Hw Examples: IPaaS/ IaaS (Azure) Windows servers, UNIX servers, SAN, VM HP, EMC, UNIX, blade servers, servers HP, switch Summit Extreme IP backbone, Packet Core, IMS,
- Application/SW/Services Example: Cloud COMPUTing Platform as a Service (Paas) Infrastructure as a Service (IaaS), Middleware, SQL, AD, Hyper V, VMware, Network Solution, Billing VoIP,, AAA, DNS, OSS, IP PABX DB

20 years as Agile IT project manager

- Budget responsibility & Delivery Responsible for IT infrastructure, CLOUD and NW projects (up to 35MUSD 50 employees and subcontractors/projects)
- Specialized in contract: ON TIME/ON BUDGET/ON SCOPE focuses on results and maintains its commitment to ensuring that contractual results are achieved.
- Methods: AGILE, ITIL PPS, PRINCE2, PROPs/XML (Follow PMI standard)
- Is an excellent leader, coach and motivation, with a focus on individuals separately as well as the entire team and gets assignments done in an optimal way.
- Highly structured and detailed to manage the work
- Has extensive experience in customer management and gained very demanding customers' trust and appreciation. Ref on demand
- Christer is well known for having broad technical knowledge and understanding in product areas and services that he manages.
- Christer is an excellent communicator at all levels within both own and customer organizations, from CXO to technical teams
- Tools: Microsoft Office Primavera and Microsoft Project Etc

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- TAM , Technical sales representative in IT & measuring instruments in the electrical industry
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 - ISO 27001
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 - GDPR

Thanks

Christer Larsson

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 [Christer Larsson | LinkedIn](#)

