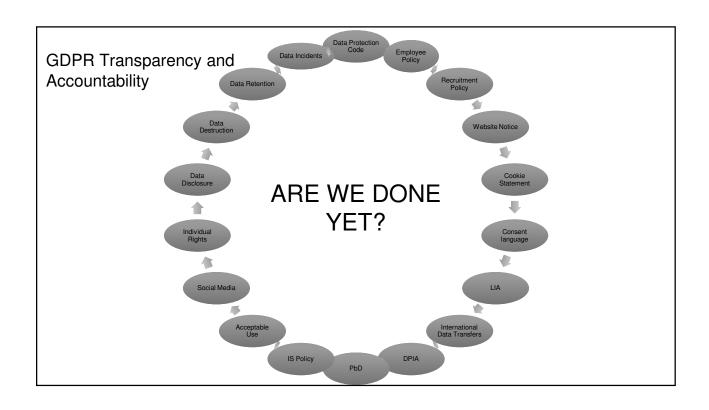
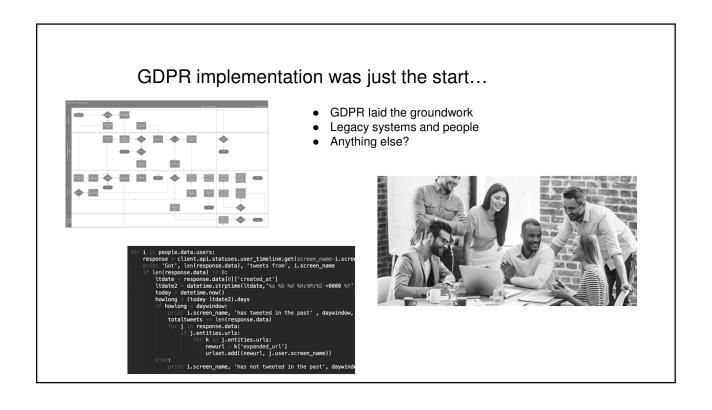


Topics

- GDPR and beyond
- Brexit
- Trade Secrets Directive
- E-Privacy Regulation
- · California and other new laws



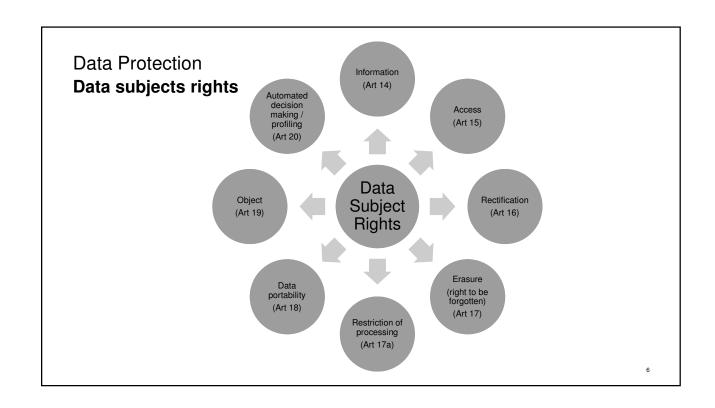




Beyond GDPR: Data Governance is the ultimate prize!

- Data dictionary
- Data quality
- Centralised decision making and prioritisation
- Single customer view
- Issues and escalation
- Data retention and deletion decisions
- Capabilities are fit for compliance
- Exec level buy-in and accountability



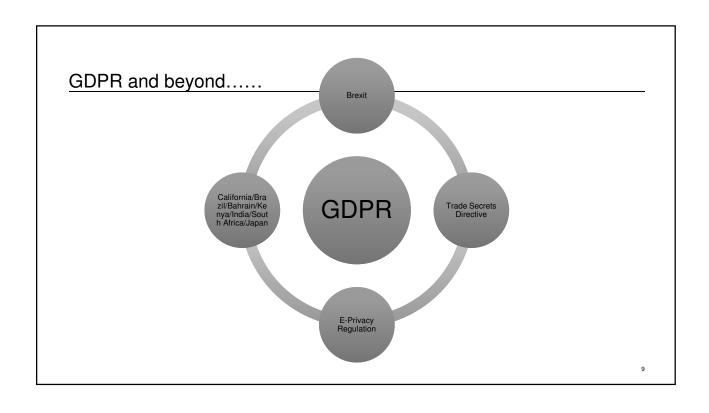


Sanctions for non-compliance are more than just for data breaches

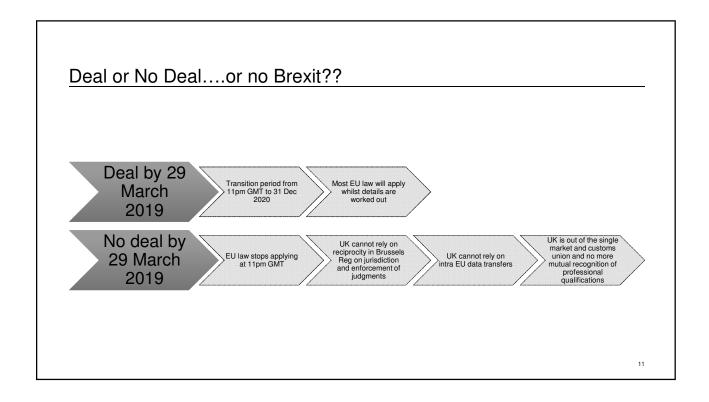
Sanctions for non-compliance – two levels of fines...

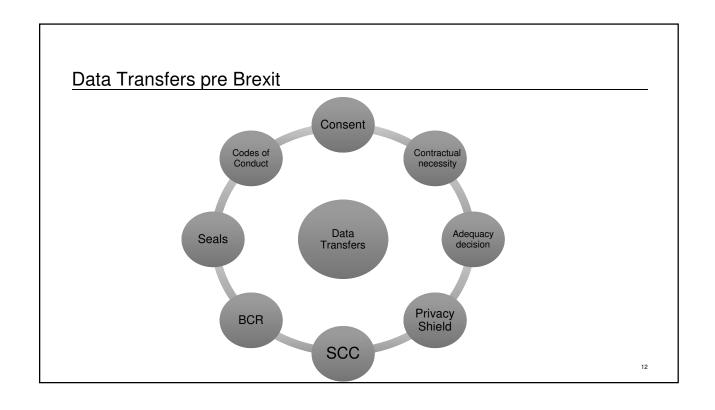
- ➤ Up to the greater of 2% annual worldwide turnover of preceding financial year or EUR 10 million for matters re internal record keeping, data processor contracts, data protection officers, data protection by design and default
- ➤ Up to the greater of 4% annual worldwide turnover of preceding financial year or **EUR 20 million** for matters re breaching data protection principles, conditions for consent, data subjects' rights and international data transfers

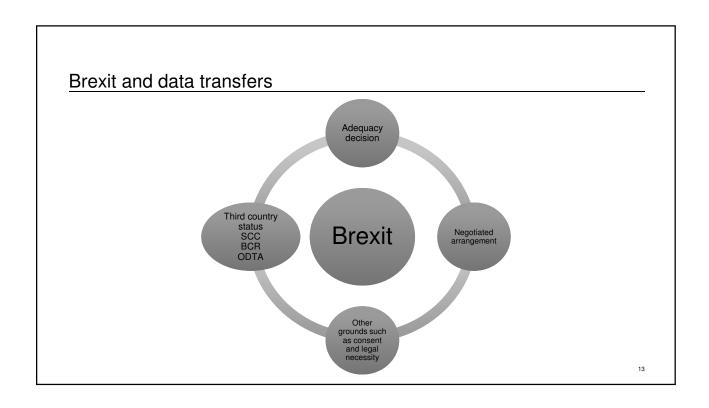
That dam breach or that damn breach?

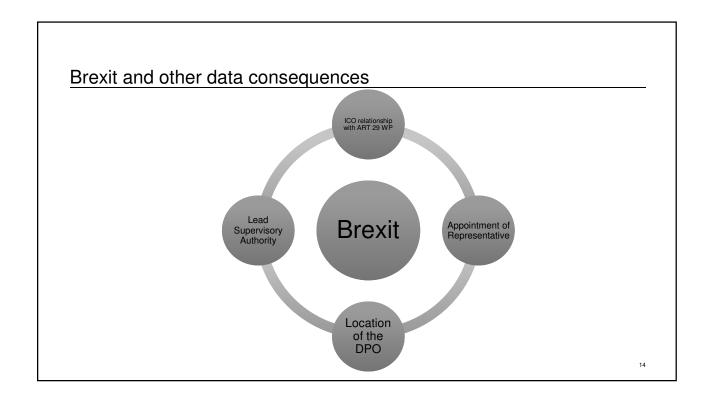


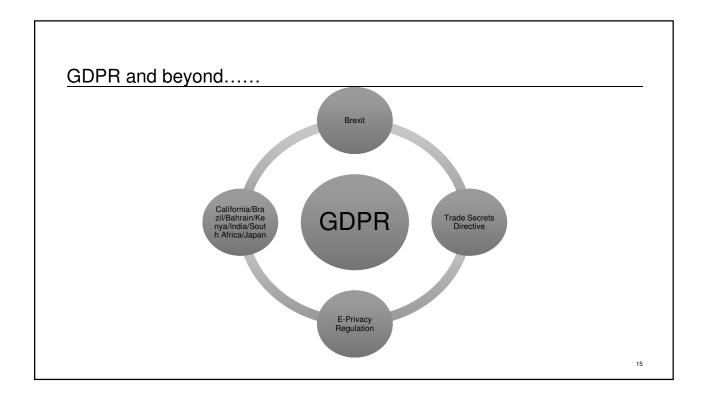












2013 Study on Trade Secrets

75% of respondents ranked them as strategically important to:

- ✓ Growth
- ✓ Competitiveness
- ✓ Innovation

Examples are:

- > Commercial bids and contracts
- ➤ Contract terms
- ➤ Customer/supplier lists
- > Financial data
- ➤ R&D data
- ➤ Process know how and technology
- > Formulae and recipes
- ➤ Product technology
- ➤ Marketing data



Directive 2016/943 on the protection of undisclosed know-how and business information (trade secrets) against their unlawful acquisition, use and disclosure

- Harmonises the definition of trade secrets
- Provides civil law rights to stop unlawful use and further disclosure of misappropriated trade secrets
- Right to have products removed from the market that have created using illegally acquired trade secrets
- Right to compensation

☐ A trade secret must be seen by the business as secret



☐ It must be treated as secret by the business

How to protect trade secrets

- ✓ Clean desk policy
- ✓ Shredding
- ✓ Use of NDA's and Confidentiality Agreements
- ✓ Mark materials as CONFIDENTIAL
- ✓ Take care when emailing attachments
- ✓ Consider risks of disclosing trade secrets in public places
- ✓ Manage devices in the workplace
- ✓ Train staff to protect trade secrets



Often the biggest threat is ourselves



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lity Editor: Alex Brummer Finance Editor: James Coney

Trader boasted about secret deals on WhatsApp

A CITY investment banker has been fined more than £37,000 for boasting about deals on messaging service WhatsApp.

Christopher Niehaus, 49, was a managing director at Jefferies when he bragged to pals about how he might pocket a bonus big enough to pay off his mortgage.

A CITY investment banker has been fined about clients, according to the Financial Conduct Authority.

The scandal came to light when Niehaus handed his phone to Jefferies for an internal probe after an unrelated complaint. Investigators found conversations about deals – including one with a rival business – and the boasts. When confronted, Nie-

haus said he knew the information w confidential and should have known bett The FCA accepted that no one involtraded any shares based on the insi knowledge and hit Niehaus—who, accoing to his LinkedIn profile, had previoworked at HSBC and Swiss lender U with a £37,198 penalty.

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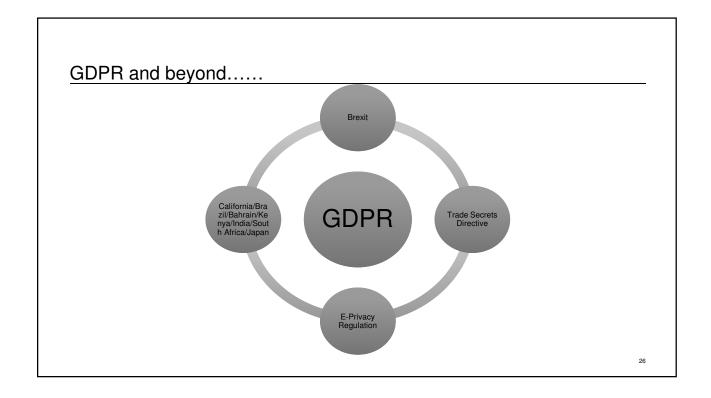
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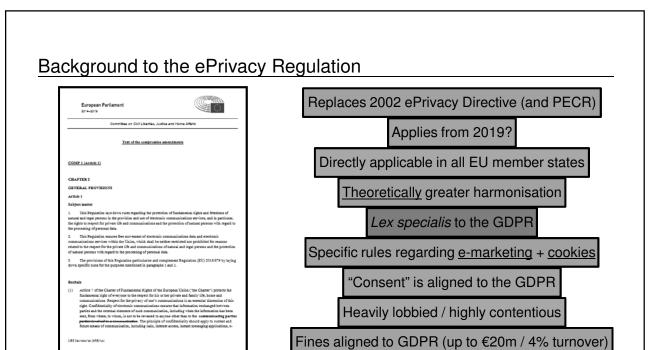


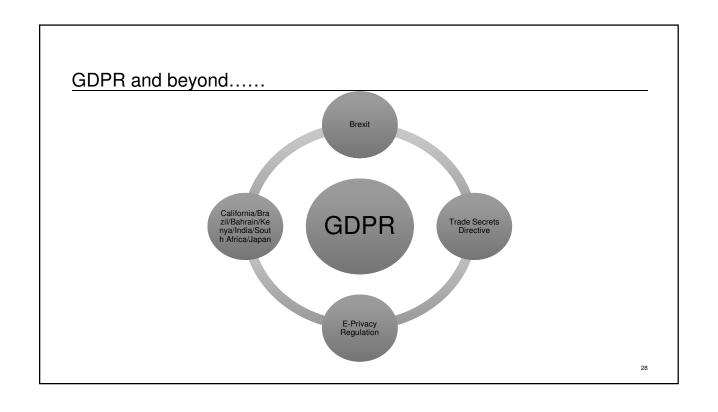


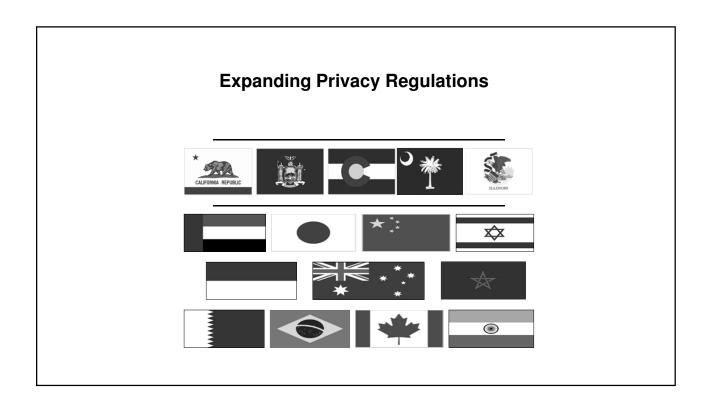


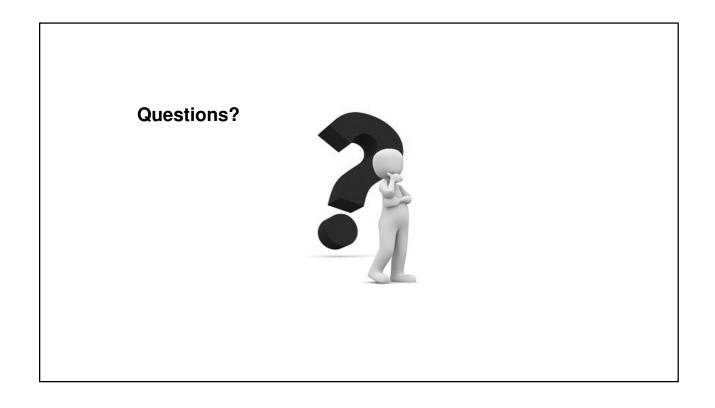
The Rabbi Shmuley and Steve Bannon selfie. Credit: Twitter / @RabbiShmuley











Thank you

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