



Challenges, Culture and Compliance in Middle East Assessments

Take the Three C's and Turn It Into an A+ Assessment Practices



Presenters



CEO

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- **MSc. Telecommunication**
- **CISA**
- **PMP**
- **ITIL**
- **SWIFT CSP Assessor**



VP Of Technology

Mhd Othman
Al Akkad

- **BSc. Artificial Intelligence Engineering**
- **PCI – QSA**
- **PCI – QPA**
- **PCI – CPSA – Physical & Logical**
- **PCI – Professional (PCIP)**
- **SWIFT CSP Assessor**
- **ISO 27001 LA & LI**
- **Certified Ethical Hacker**

Ejabi InfoSec Molecule



Challenges in Middle East Assessments



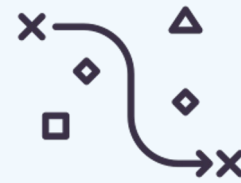
Culture in Middle East Assessments



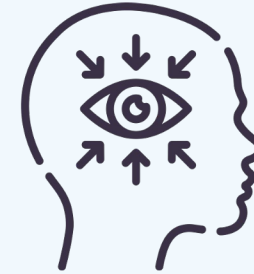
**Communication
Style**



**Privacy &
Trust**



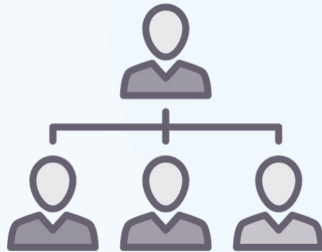
**Cautious
Approach of
Change**



**Perception
of Security**



**Training &
Awareness**



**Hierarchy &
Authority**



**Customization of
Payment
Solutions**



**External
Relations**



**Resource
Allocation**

Compliance in Middle East Assessments



**Data Localization
Laws**



**Geopolitical &
Economic
Instabilities**



**Auditing and
Reporting
Standards**

Real Life Story – 1

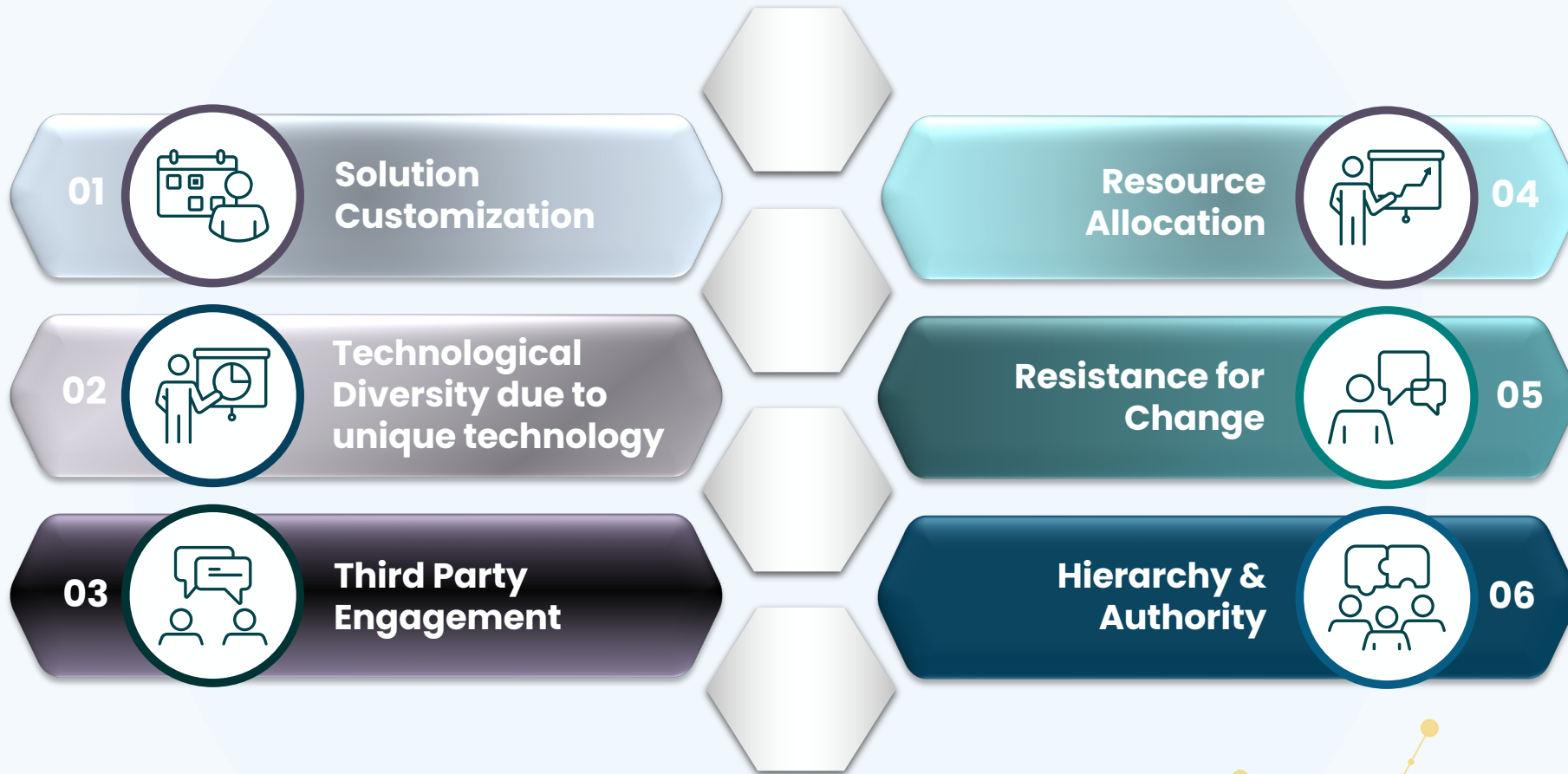
Payment Service Provider



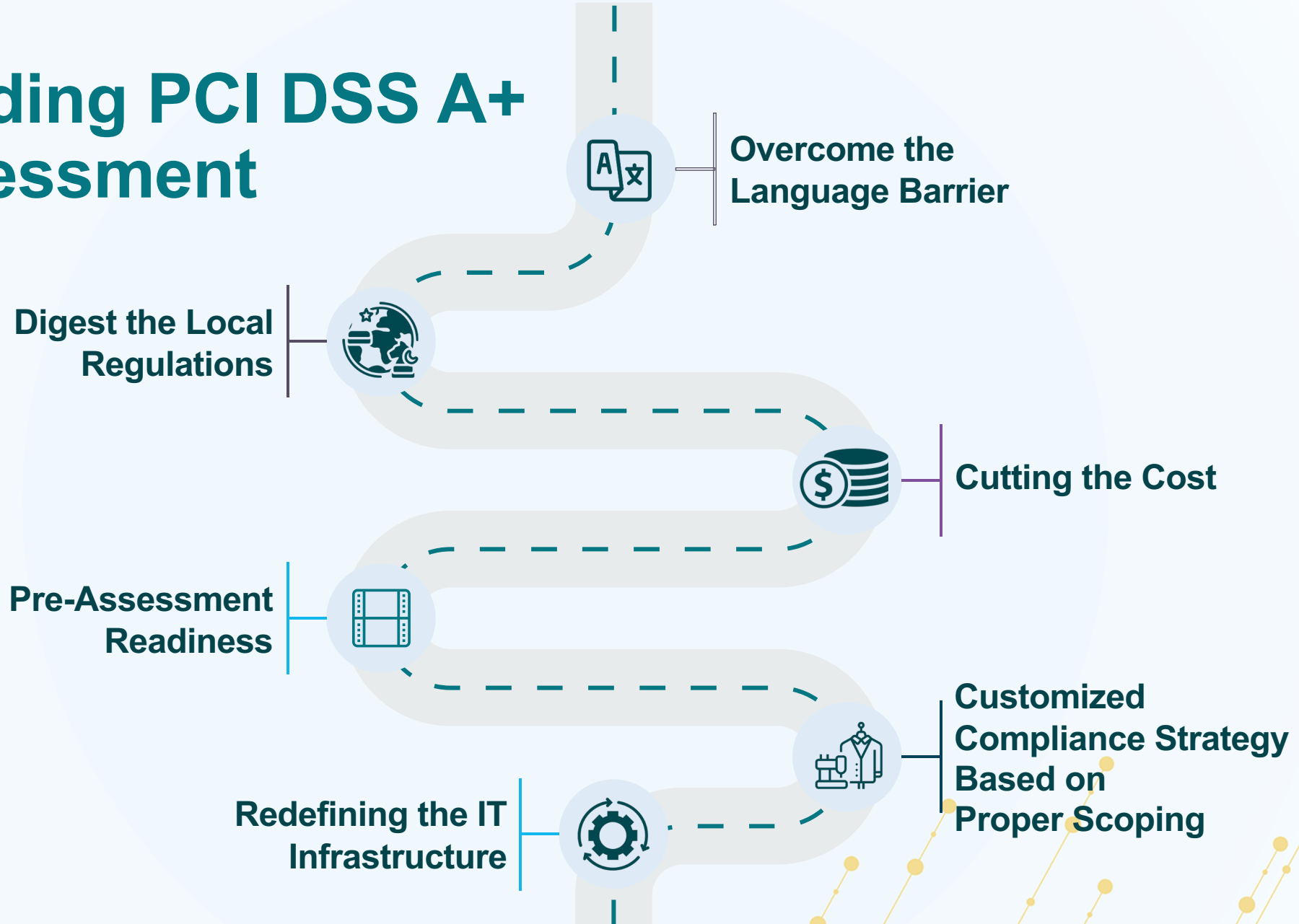
- Language Barrier
- Gap Status
- Data Localization
- Lack of Solutions
- Lack of Awareness
- Document Translation
- Recertification Issues Due To Political Matters

Real Life Story – 2

Digital Bank



Building PCI DSS A+ Assessment



Employees Training & Awareness



Cultural Sensitivity & Communication



Compliance Documentation

Vendor Management



Cross-frameworks Guidance

Business as Usual Practice and Monitoring



Key Takeaways

- **How to build trust with organizations, be part of their team, and mature their organization rather than just identify non-compliance.**
- **Step by Step approach to identify, isolate and institutionalize a culture of cyber security maturity, while assessing with PCI DSS.**
- **Assessment efficiencies can be built in even within a most challenging environment.**

Join the A+ Assessment Clan

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