



2015 Primerus Legal Risk Management Seminar: A Comparative Analysis by World Region

Protecting Your Company from Cyber Risks and Potential Liabilities

Thursday, October 1, 2015 (2:15 p.m. – 2:45 p.m.)

Presented by:

Moderator: Jay R. Downs – Downs.Stanford, P.C. – Dallas, TX
Client Panelist: Miriam Goddard – Hiscox Insurance – London, England
Client Panelist: Ray Chehata – Above Security – Quebec, Canada
Panelist: J. Paul Zimmerman – Christian & Small LLP – Birmingham, AL
Panelist: Gerardo M. Balboni, II – Krevolin & Horst, LLC – Atlanta, GA

- I. Outline
 - A. Overview of Global Cyber Risks
 - B. Legal Ramifications of Data Breaches
 - C. Insurance Ramifications of data breaches
 - D. Ways to Protect Your Company
 - E. Questions and Answers

- II. Audience
 - A. Attorneys
 - B. Senior Executives
 - B. General Counsel



III. Objectives

- A. By the end of this session you will understand:
1. An Overview of What Cyber-Security Risks and Data Breaches Are
 2. What the Insurance Ramifications Are When There Is a Data Breach
 3. What the Legal Ramifications Are When There Is a Data Breach
 4. What You Can Do To Protect Your Company from Cyber Security Threats and Data Breaches

Speaker Biography



Gerardo Balboni, Esq.

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Gerry Balboni has over twenty years of corporate law experience representing growth companies and individuals that buy, sell, and invest in growth businesses. Gerry represents growth companies seeking venture capital investment, venture capital and private equity funds, buyers and sellers of businesses, and licensors and licensees of technology and software. Gerry speaks to groups on topics such as software licensing, acquisition of technology companies, venture capital, and controlling legal costs in corporate finance transactions.

Gerry has written the recent developments column for the Technology Law Section of the State Bar of Georgia, and has written articles on topics involving venture capital, mergers and acquisitions, securities, and taxation. Gerry is a member of and an active participant in the Atlanta Venture Forum, the Technology Alliance of Georgia, the Computer Law Association, the committees on the Law of Cyberspace, Small Business, and Negotiated Acquisitions of the Business and Banking Law Section of the American Bar Association, and the Technology Section of the State Bar of Georgia.

Gerry refounded Balboni Law Group LLC in February of 2003. Prior to refounding Balboni Law Group LLC, Gerry was a partner in the ebusiness and technology group of Baker Donelson Bearman and Caldwell, PC from February 2001 to February 2003, a partner of Balboni Law Group LLC from June 1995 through February 2001, a partner in the corporate technology group of Morris, Manning and Martin from October 1993 until May 1995, an associate in the corporate finance group at Powell, Goldstein, Frazer & Murphy from January 1988 to October 1993, and an associate in the corporate department of Parker, Johnson, Cook & Dunlevie from June 1984 to December 1987.

Speaker Biography



J. Paul Zimmerman, Esq.

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Paul Zimmerman can relate to his business owner clients. He has run a business before and knows what it is like to have every decision you make directly impact others and your ability to provide for your family. That's why Paul appreciates the trust that clients place in Christian & Small, and approaches each engagement as a partnership between attorney and client because legal issues are also business issues.

Paul formerly taught paramedics. He says his days as an instructor help him talk to juries and people from all walks of life when he's tried cases in both rural and metro Alabama courtrooms. It's also helped him develop a better dialogue with firm clients. Paul believes that if he can educate clients about their situation, they will make better decisions, ask better questions, and hopefully rest easier at night.

Paul serves on the firm's technology committee.

Professional and Community Involvement

- The Sedona Conference Working Group 1(Electronic Document Retention and Production): Member
- Birmingham ESI Roundtable: Speaker
- American Inns of Court: Member
- Alabama State Bar: Member
- Birmingham Bar Association: Computer and Technology Committee
- City of Helena, Alabama: Member, Design Review Board
- Helena Business and Professional Association: Former Director
- Our Lady of the Valley Catholic Church: Member and occasional trumpet player

Speaker Biography



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A founder and shareholder of Downs Stanford, Mr. Downs oversees the firm's defense of personal injury and wrongful death cases, business litigation, employment law and family law practices. He is Board Certified in Civil Trial Law and Personal Injury Trial Law by the Texas Board of Legal Specialization and a Board Certified Civil Trial Advocate by the National Board of Trial Advocacy. He offers more than 25 years of experience in areas including the defense of complex tort cases involving catastrophic injuries and death; significant commercial disputes and family law cases involving intricate property and child-related issues. With experience including more than 100 trials to verdict in seven states, he regularly represents businesses and individuals in county, state and federal courts. Mr. Downs is a trained mediator and is also known as an entertaining speaker for clients and bar organizations on various legal topics including ethics. He is credited with a number of published articles in periodicals such as The Insurance Journal, For the Defense, Trial Lawyers' Forum and Today's CPA.

Education:

- Baylor University, J.D., 1982
- Baylor University, B.A., 1976

Admissions:

- State of Texas (1982)
- United States Supreme Court
- United States Court of Appeals, Fifth Circuit
- United States District Court—Northern, Southern, Eastern, and Western Districts of Texas

Speaker Biography



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I joined Hiscox in March 2013 as Head of Professions to develop the Professional Services Errors and Omissions portfolio. I began my career in 1985 underwriting US and international professional risks at AIG. From 1992 I have worked in senior underwriting positions at both SVB and XL syndicates in Lloyd's.

Speaker Biography



Ray Chehata

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Ray has extensive turnaround management, financial and marketing experience. His expertise stems from years of corporate consulting, specialized in project management and turnaround mandates, spanning the regions of North America, Europe and the Middle East.

Together, Ray and Phil have set up several successful marketing campaigns and facilitated mergers and acquisitions; Ray held interim several executive positions. Prior to his consulting career, he worked at the Bank of Montreal for 10 years where he held senior positions including Bank Manager. His functions included commercial lending, personal finance, mortgages and public speaking.

Mr. Chehata, aside from dedicating his time between his business endeavors and his family, also spends a great deal of time volunteering as a coach in various sports: hockey, baseball, football, etc. "Our children are our greatest resource of the future, and team sports help them to grow and become tomorrow's leaders," he says.