

CONNEXUS
black sea tech forum

43.2° N
27.9° E

PEOPLE
TECHNOLOGY
RESILIENCE
A SAFER
BLACK SEA

5 - 7 October 2026
Varna

*not burden →
instrument*

Help, Not Burden

Turning regulatory requirements
into **real cybersecurity**

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Under the patronage
of the President of the
Republic of Bulgaria

*if it is not measured,
it cannot be managed.*

No Coordinates, No Management

Not policies first. **Position** first.

Where are we? →

position first →



5 critical systems



clear owners



supplier dependencies



early warning signals



First position. Then direction.

Movement $\neq$ Course

Activity can hide **weak resilience**.

94%
compliance

0%
resilience



documents
without visibility



processes
without measurement



audit without
operational capability



Checklists without navigation create drift.

compliance $\neq$ security

drift



*if it isn't in the log,
it doesn't exist*

How regulation becomes **management**

From visibility to **resilience**.



≡ | **What is not visible, measured, and recorded
*cannot be managed.***

*the course is corrected
continuously* →

Can we prove it?

From Requirement to Capability

Regulation matters when it becomes **real control**.



≡ | **Not a policy for the auditor.**
A capability for the organization.

*Does it work
in practice?*

*one navigation
system*

One system, not five separate regimes

NIS2 • DORA • GDPR • CRA • AI Act



*not 5 separate
projects*

Different regimes. Same foundations.

self-control →

stability →

Position. Course. Evidence.

- 📍 — I know **where** I am.
- 📍 — I know **where** I'm going.
- 📄 — I can **prove** why.

≡ | The *calm* of a good management system.



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Not to stay in the harbor

Control is not the goal.
Control enables **courage**.

Mature cybersecurity
does not stop the entrepreneur.
It enables **conscious risk**.

courage + control

Odyssey

*don't stay
on shore*



We do not give business an anchor. We give it a course.