CONNEXUS black sea tech forum | 2026

Data Governance: First Step Towards Cyber Defence

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GATE



ICT CLUSTER VARNA

BSMEPA BULGARIAN SMALL AND MEDIUM ENTERPRISES PROMOTION AGENCY

BAPHA

BRAIN++ AI FACTORY

ARC FUND

GATE Strategic Partnership with Sweden

Since 2019, developing applied Big Data and AI research, innovation and education in collaboration with government, industry and entrepreneurs.

СОФИЙСКИ УНИВЕРСИТЕТ „СВ. КЛИМЕНТ ОХРИДСКИ“

CHALMERS UNIVERSITY OF TECHNOLOGY

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RESEARCH DOMAINS

- Future Cities
- Digital Health
- Information Environment Analysis

BDV BIG DATA VALUE ASSOCIATION

NATO OTAN

Defence Innovation Accelerator for the North Atlantic

INTERNATIONAL DATA SPACES ASSOCIATION

Open Geospatial Consortium



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Breach Rarely Starts at the Firewall

53%

of breaches expose customer personal data, the type of data lost most often

IBM Cost of a Data Breach 2025

$5.05M

average breach cost when data is scattered across environments

IBM Cost of a Data Breach 2025

241

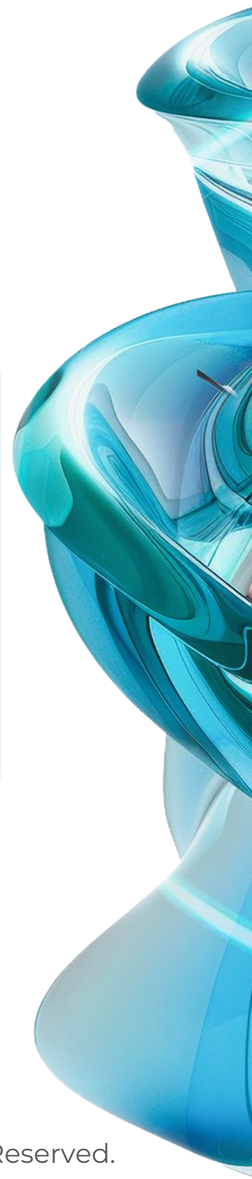
days on average to find and contain a breach

IBM Cost of a Data Breach 2025

~40%

of employees share sensitive company data with AI tools their employer hasn't approved

Deloitte Tech Trends 2026



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Everyday Incidents

Retail
One Customer: Four Identities

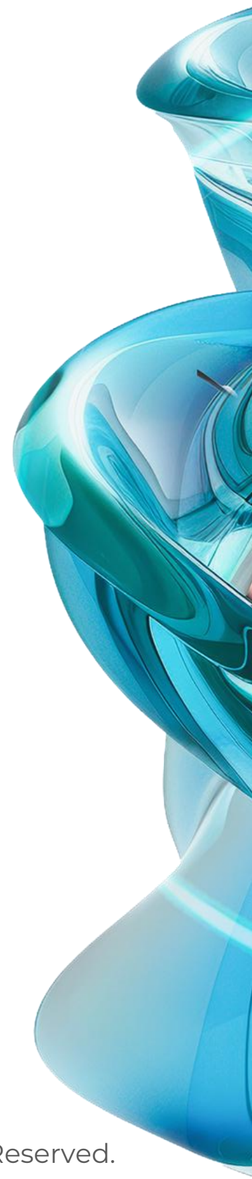
MARKETING (40k contacts)	SALES (3k customers)	PRODUCT (12k users)	FINANCE (5k accounts)
Ivan Petrov ivan.petrov@gmail.com Webinar Sept 2019 Newsletter clicks	**Иван Петров** +359 88xxx (mobile) 18% discount, Negotiation notes	**ipetrov87** i.petrov@abc.com Password Invoices, Usage	**ABC Ltd.** Bank account for refunds Invoice history

Municipality
“Temporary” vendor access

CITIZEN COMPLAINTS	VENDOR ACCESS	TEMPORARY ACCESS	PROJECT ENDS
Names, home addresses, personal ID numbers	Live citizen data	One shared account that sees more than it needs	Nobody owns closing the access and it stays open

AI Assistant
Access to everything a user can see

AI FOR EVERYONE	CURIOUS QUESTION	AI FINDS THE ANSWER	ATTACKER LOGS IN
Connected to email, shared drives and all company documents	What are the salaries of the management team?	An old payroll file in a folder the whole company can open	With one employee’s password, stolen through phishing



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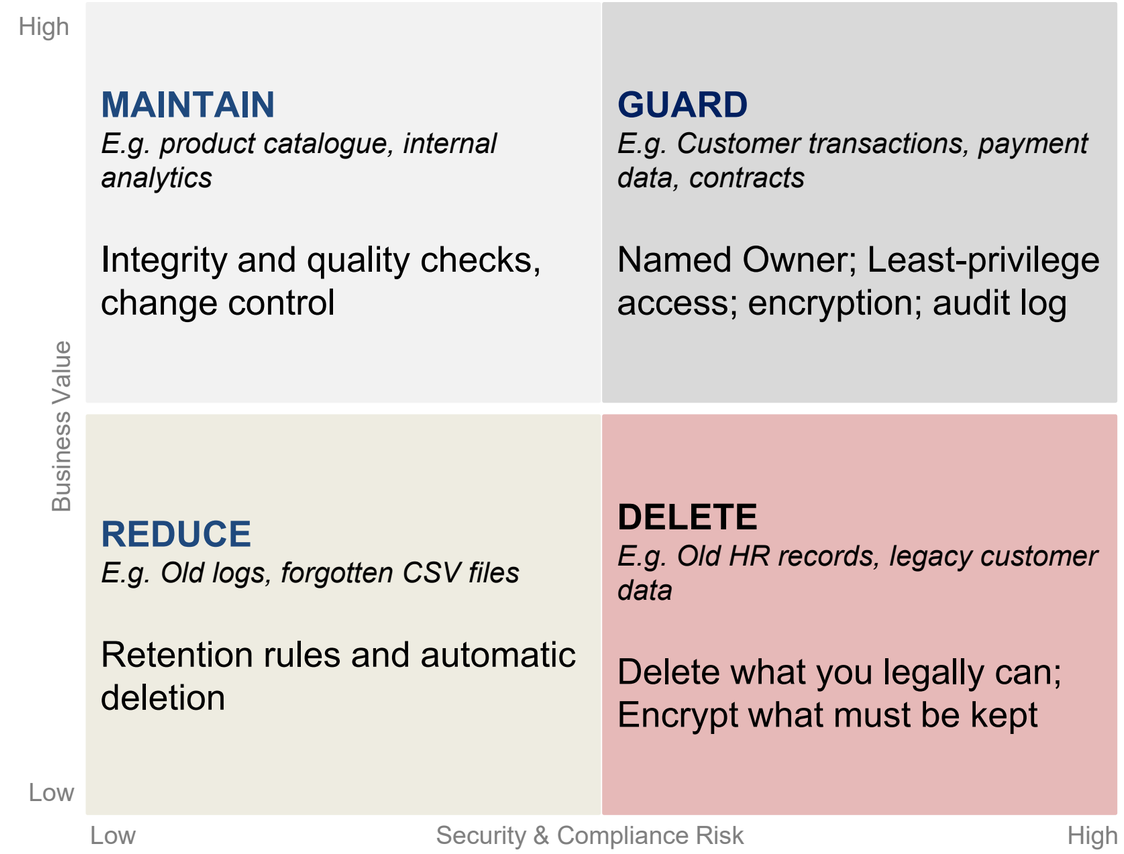
Security Starts with Data Governance

1. INVENTORY

- What data do we have?
- Where are all the copies and exports?
- Who actually uses it and who just has access?

2. SCORE EACH DATASET

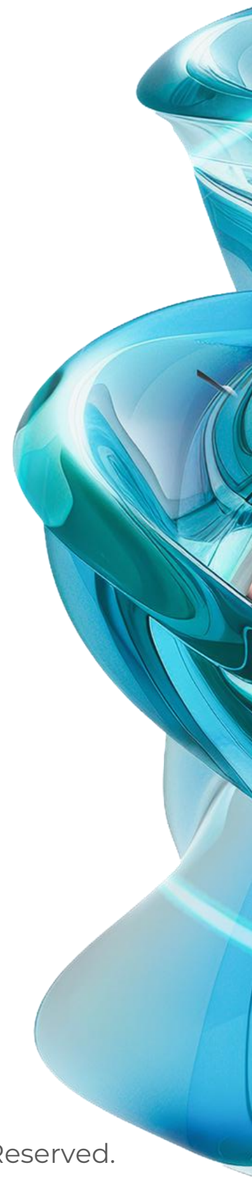
- **Value**: does it drive revenue, decisions or customer experience?
- **Risk**: personal data, regulated data, trade secrets, contractual limits?



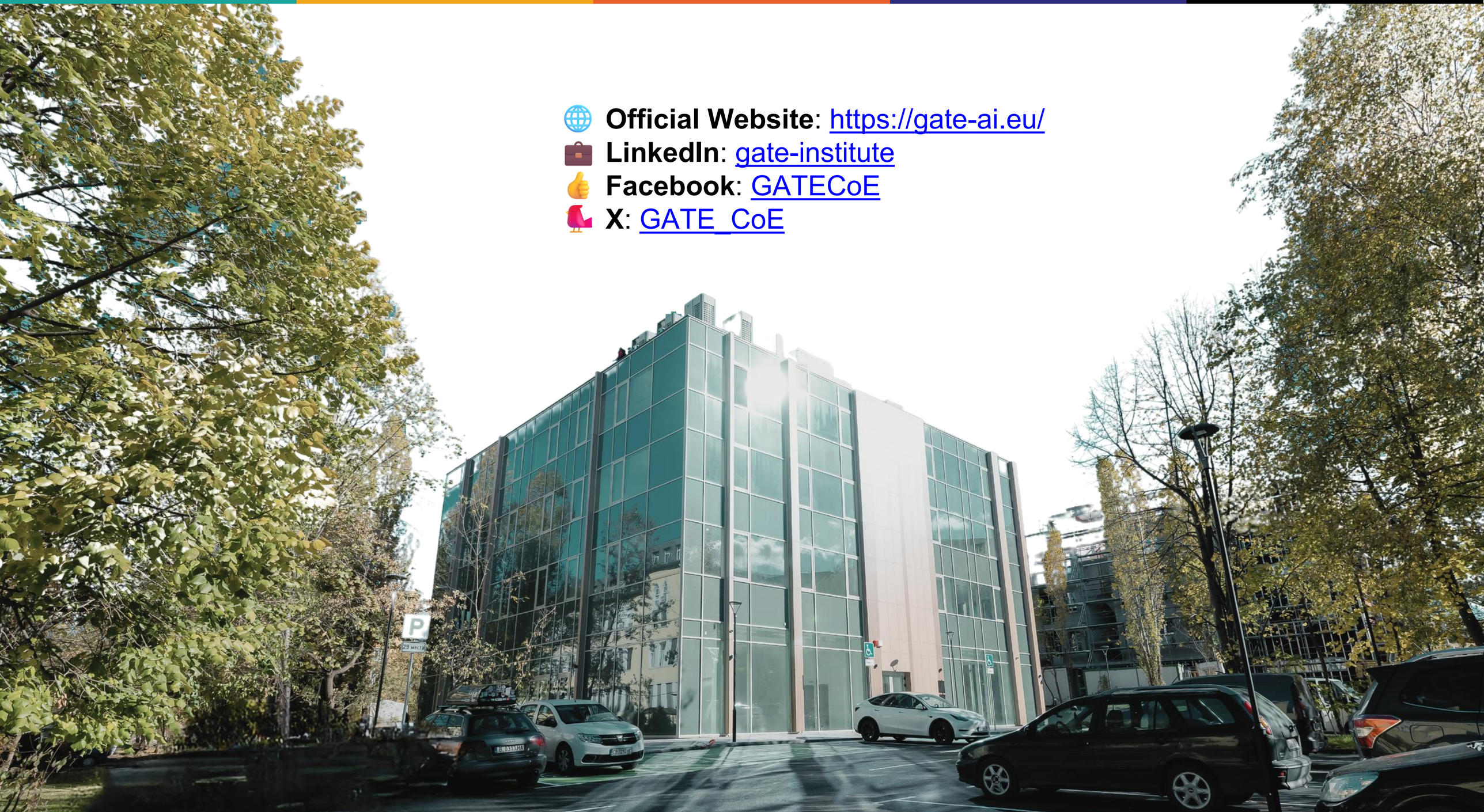
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Key Takeaways

PREVENTION	HUMAN BEHAVIOUR	RESILIENCE
Know Your Data Inventory, owners and classification come before any security tool	**Guide People on How to Use Data** Approved tools, clear rules and regular training reduce risky shortcuts with company data	**Prepare for Incidents** An up-to-date data inventory, named owners and access logs show quickly which data, and whose, is affected
Action Start with your most critical data: customers, HR and Finance	**Action** Decide which AI tools to approve and which data must never go into them	**Action** Make sure access to critical data is logged and that backups can be restored



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