# ACCENTURE, ORACLE, AND BLACKSANDS Join Forces to Tackle City Cybersecurity Challenges

Accenture, Oracle, and Blacksands have teamed up to help smart cities fund the adoption of new technologies while addressing cybersecurity concerns.

This coalition of smart city partners, presented during our CIO Smart City Summit at Harvard, aims to solve common problems that hinder innovation worldwide. Accenture provides a “dream team” of ecosystem partners and a balanced funding model, while Oracle provides valuable knowledge of secure databases, and Blacksands provides resources that help ensure that your smart city stays “secure and smart.”

Together, Accenture and Oracle have already helped fund and launch smart city initiatives in the Greater Washington Region, and are taking the team to San Juan, Puerto Rico.

# Accenture: Smart City Partnership Framework

About a year ago, Accenture formed a team that was specifically designed to address city challenges by way of procurement capacity building, funding capabilities, planning, etc. While smart cities are moving forward, multiple barriers have slowed progress, explained Sol Salinas, global leader of Accenture's smart city practice.

Accenture's solution includes the "Smart City Partnership Framework," which consists of four pillars—long-term strategic planning, governance and program management, sustainable financing, and an end-to-end ecosystem.

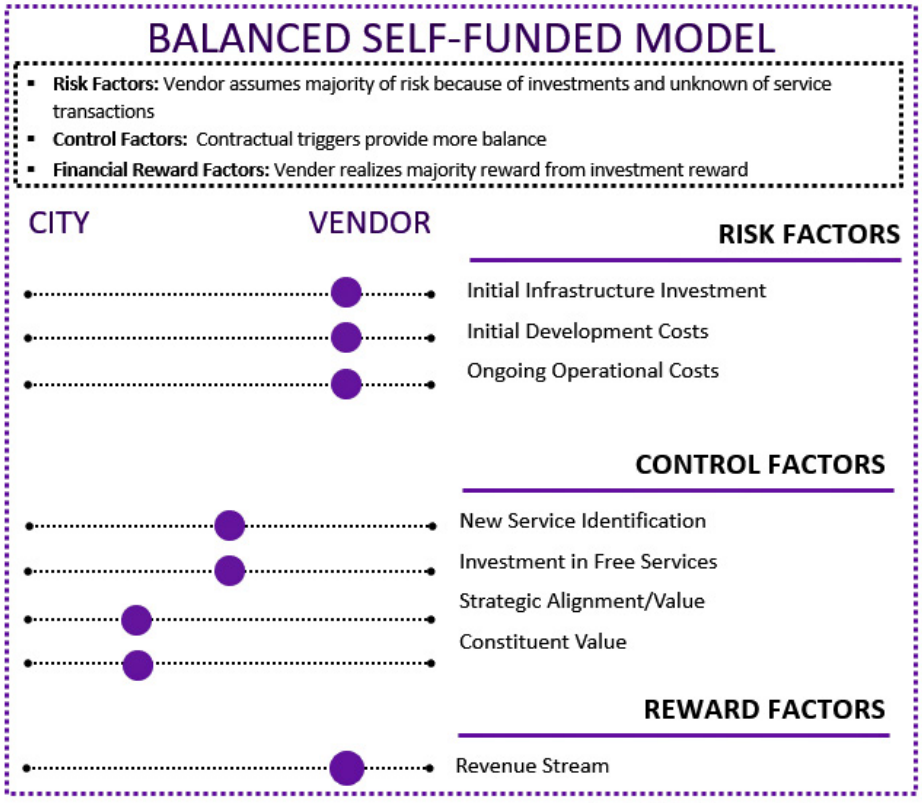
Four major adoption challenges include:

- **Vendor-first mentality** with limited customer & resident engagement, resulting in limited outcomes and/or a lack of consumer adoption
- **Lack of sustainable financing** within City Hall and beyond, leading to "pilot paralysis" and an inability to scale solutions
- **Lack of strategic, long-term planning** across jurisdictions & stakeholders (i.e. governments, academia, anchor institutions), causing fragmented decision making
- **Exclusive focus on financial ROI**, and limited focus on societal benefits

Accenture's solution includes the "Smart City Partnership Framework," which consists of four pillars—long-term strategic planning, governance and program management, sustainable financing, and an end-to-end ecosystem.

accenture

This holistic approach uses private sector funds with zero cost to the city, enabled by a *balanced self-funded commercial model*. Such a model is one that seeks to create mutually beneficial incentives between the vendor and the city. Accenture recommends creating contractual mechanisms that force action toward mutual decision making and, in some cases, even tips the scale toward the city.



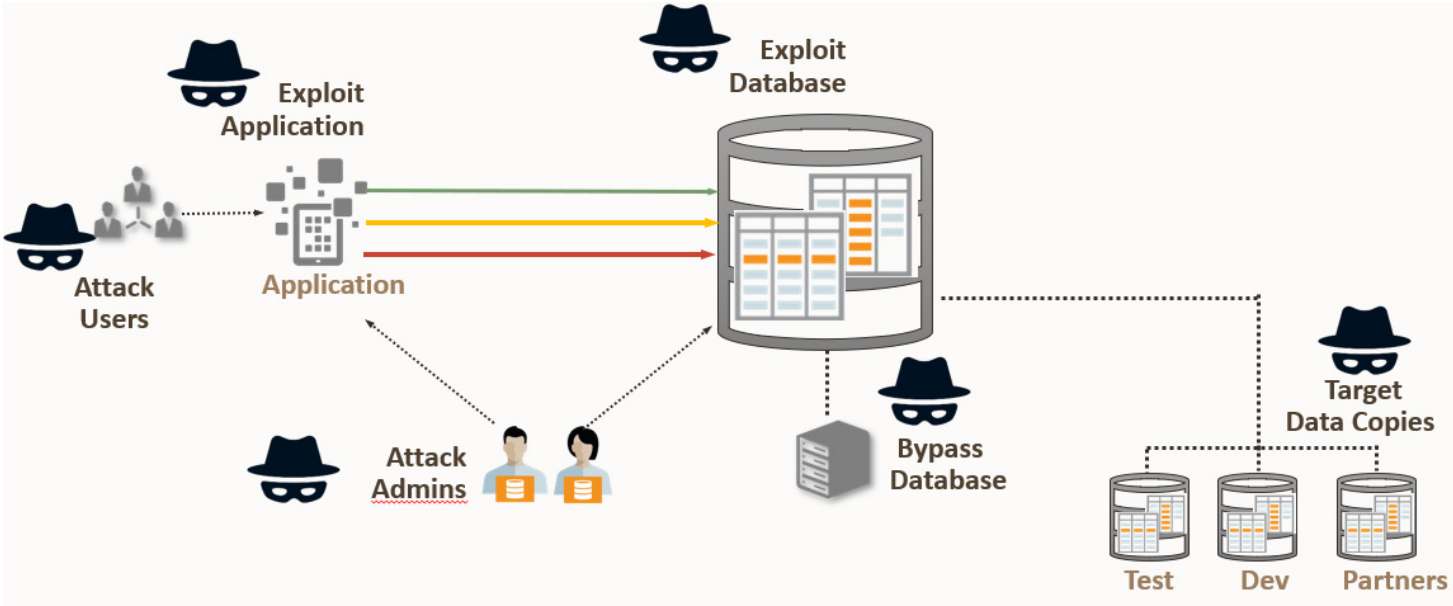

Accenture is working with a variety of entities across the smart city landscape, some of whom may be valuable partners in helping the city achieve its goals. Some of these include Microsoft, Mastercard, Verizon, AT&T, Intel, Google, Nokia, and many others.

# Oracle: Database Maximum Security Architecture

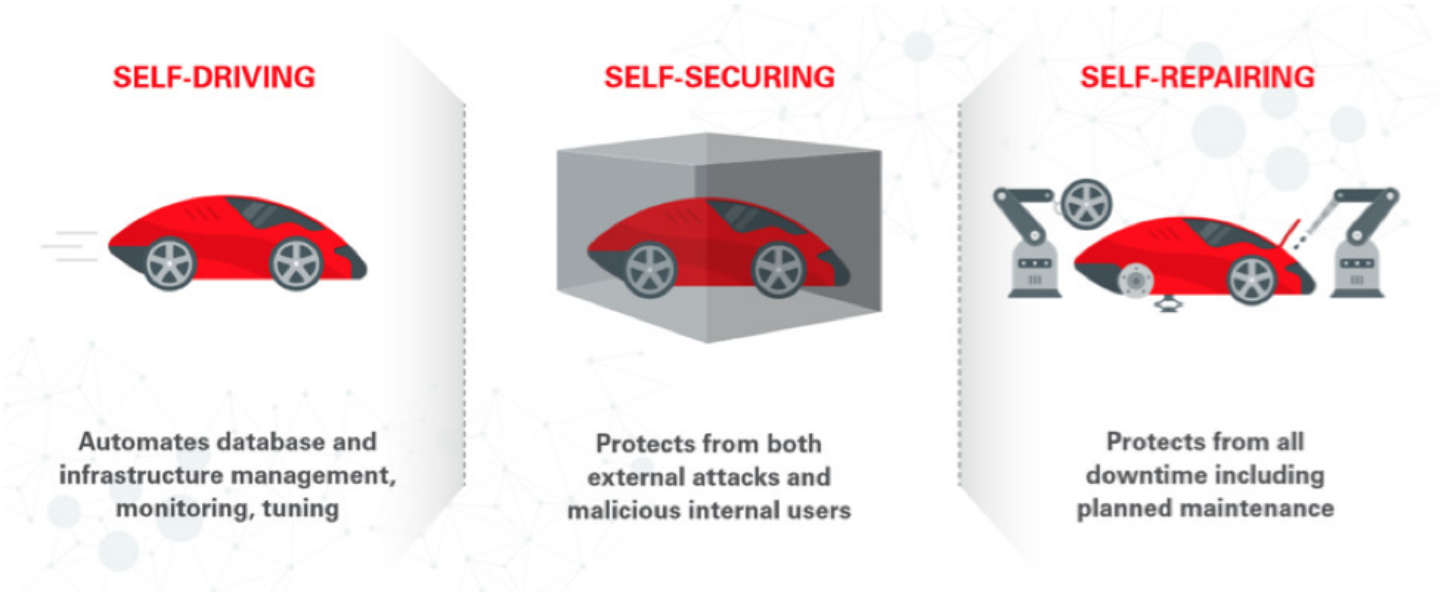
We are in the midst of a data breach epidemic, fueled by a lucrative information black market.

“There was a $7.5 billion loss last year in the U.S. alone,” said Franco Amalfi, Director of Innovation for Oracle in the North American Public Sector, citing a recent report by Emsisoft. “There were 966 government entities attacked in 2019 and the average cost was $8.1 million.”

Databases can be a city’s most valuable asset, but also one of the biggest liabilities when not properly secured. Amalfi likened the problem to asymmetric warfare—while criminals have all the infrastructure, tools, time, and legion of hackers at their disposal, cities are too often left without the time, resources, or staff to defend themselves.



Hackers are particularly interested in databases for the simple reason that they are easy to access, search, and analyze, while containing large amounts of data. Database attacks occur when a hacker can attack admins, users, or applications. In addition, hackers will bypass or exploit databases, allowing them to target data copies.




Oracle solves this problem with its “Database Maximum Security Architecture”—the world’s first autonomous database. This solution allows cities to maintain control and visibility on cloud databases, while offering high security.

To learn more about how to secure critical data, you can download Oracle’s free whitepaper here.

ORACLE PartnerNetwork


# Blacksands: Secure Connection as a Service (SCaaS)

Cities are facing an overwhelming amount of risk and cost due to increasing digital connectivity from employees, vendors, IoT, cloud computing, applications, and mobile workforces. Blacksands is helping cities and municipalities of all sizes with simple, secure, scalable technology that reduces friction between the innovators and deployment teams.

## Simple, Secure, and Scalable Connectivity

Blacksands provides Secure-Connection-as-a-Service (SCaaS) which dynamically brokers point-to-point encrypted connections to applications, IoT, PCs, and IT infrastructure. Using a no-cost, software receiver that can be deployed in most virtual environments (local and cloud) Blacksands provides significant flexibility to meet most network requirements. Blacksands also creates an invisible network edge so that, even state-sponsored, hackers cannot begin an assault, explained Nathan Pawl, president of Blacksands.

This solution can be deployed in minutes, managed by normal people, and dramatically improves network visibility and control —saving cities time, hassle, and manpower. Blacksand's role is likened to the original telephone operators who brokered connections without actually handling the data involved. These encrypted connections include dynamic external authentication, authorization, and routing to keep access secure.

Blacksands' SCaaS can be embedded into workflow management systems, enterprise applications, IOT, and mobile devices.

The main benefits of SCaaS include:

- Reduce deployment time from months to minutes
- Reduce personnel: no special training required
- Increase security with granular visibility and control
- Tell the full story with audit logs

Blacksands is currently offering free, 30-day pilots of its Secure Connection-as-a-Service program. You can sign up here.

blacksands


**Convened by:**

Technology and Entrepreneurship Center at Harvard

**In partnership with:**

accenture

ORACLE PartnerNetwork

blacksands