



## Pan-European Cybersecurity Start-Up Community

### EDITORIAL

**Thank you to join our mailing list and be part of our Pan-European Cybersecurity Start-Up Community!!!**

One of the services executed and established tasks that we propose to realize is to distribute news with a special focus on startups and SMEs. The main objectives of this Newsletter are providing the actual status on Cybersecurity competence network, funding opportunities, partnership, networking opportunities, events, and the last news and updates!

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# CONCORDIA Presentation

A Cybersecurity Competence Network with leading research, technology, industrial and public competences.

CONCORDIA provides excellence and leadership in technology, processes and services to establish a user-centric EU-integrated cybersecurity ecosystem for digital sovereignty in Europe.

*Don't forget to follow us on social media networks!*



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CONCORDIA Project



Concordia-h2020.eu

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# The Global Impact COVID-19 on Start-Ups

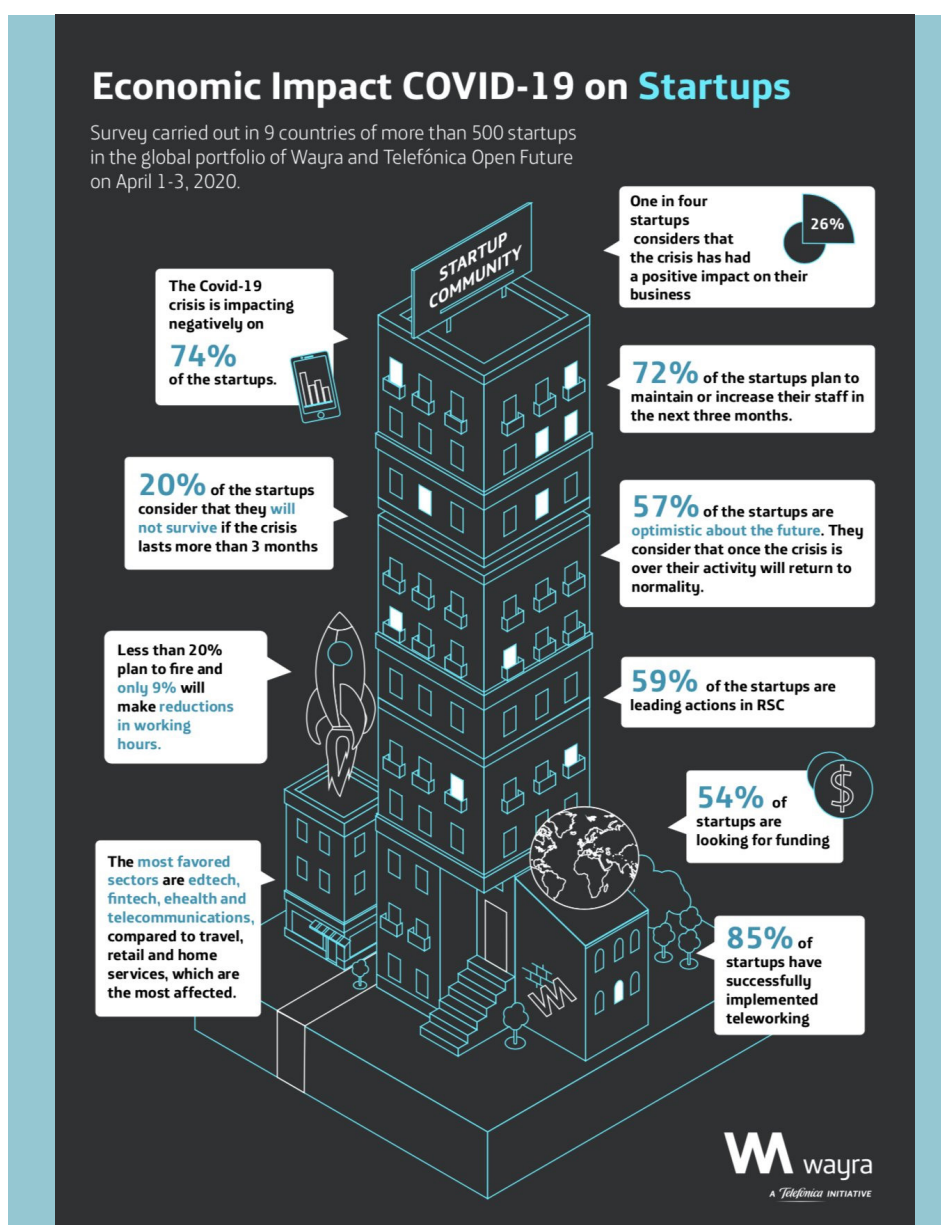
## The lessons that startups must learn from COVID-19

We are in the midst of one of the most difficult phases in our recorded history. The two World Wars were limited to a few nations, and natural disasters, including the tsunami and earthquakes, lasted for a brief while, with limited, manageable damage.

COVID-19 is dangerous, for nobody knows how long the ordeal will last, what the total loss of life and morale will be, and the invisible impact of this invisible enemy.

Read more at: <https://yourstory.com/2020/04/lessons-startups-must-learn-covid-19>

## Economic Impact in numbers, thanks to our partners from Telefonica



## Recommended articles to read

### 8 tips: How startups can survive the COVID-19 economic crisis

“ Again, any step that cuts your burn early on, will have a lasting impact on the later cash balance and your cash horizon ”©

For startups, this will be a particularly difficult time. In the recessions of 1982, 2000, and 2008, funding for startups dried up. While many have heard me say that great startups are often created during market downturns —

sometimes, easier said than done. So here are my suggestions: Survive, Cash is king, Forget about raising money, Revenue is likely to be curtailed, Opportunities.

Read more at: <https://www.geekwire.com/2020/8-tips-startups-can-survive-covid-19-economic-crisis/>

### 3 things startups can do to survive the economic fallout of COVID-19

This virus has impacted business development. Major companies around the world, no matter how tall they stood mere weeks and months ago, are now scrambling to figure out

their future. Out of necessity, they've shifted their mentality from progress to survival, temporarily turning their backs on innovation, strategic development, and new partnerships.

Read more at: <https://www.fastcompany.com/90484533/3-things-startups-can-do-to-survive-the-economic-fallout-of-covid-19>

### What's more? Some recommendations on YouTube!



Startup Funding Explained:  
Everything You Need to Know  
<https://www.youtube.com/watch?v=677ZtSMr4-4>



# Inspirational Success Stories and Personal Interview with JTSEC



**JTSEC** is a cybersecurity company providing consulting and evaluation services under different evaluation methodologies such as LINCE, Common Criteria, FIPS 140-2 or PCI-PTS. Our company is made up of a team of recognized professionals in the IT security sector, experienced in Cybersecurity Certification with worldwide top tech companies. Beyond standardization, jtsec team is well known for its technical expertise in hacking and pen-testing disciplines.

## Main objectives

The main goal is to be an internationally recognized cybersecurity laboratory due to its innovative and disruptive methods in cybersecurity certification. Commitment to our customers, technical excellence and the reduction of time to market are the key principles in our business philosophy.

## Short Interview with Javier and Antonio from JTSEC team.

### #1 How did you get the initial idea to launch a startup?

Javier and me, both founders of jtsec, met each other while we were studying computer engineering at the University of Granada.

After several years working together in Madrid in the cybersecurity field; the idea of creating a new project with our philosophy and way of thinking was growing up slowly.

Building up a company in our hometown, Granada, was also a key factor to encourage ourselves to initiate this adventure.

After three years, we have seen how jtsec has grown up and now is formed by a fantastic team of top-notch cybersecurity experts that support worldwide companies to meet their cybersecurity objectives from our fancy office in Granada. This is a dream come true.

### #2 How and where did you look for the funding?

Well... we started as all the start-ups looking for funding in the so-called 3 F's: "fools, friends and family". From the beginning we were able to make jtsec a profitable company and we reinvested all the benefits for the growth of jtsec. It has not been necessary to look for additional funds or partners/investors or financial debts.

We considered entering in a startup accelerator program for cybersecurity companies in Spain, but we were not selected, and we continued with the initial plan, keep going by ourselves.

A business strategy that has always worked for us has been to collaborate with other partners, sharing resources, knowledge and projects. Thus, we are working in more than 20 countries, maintaining an international expansion perspective.

### #3 What other types of support do you think is needed?

First of all, the support of your family is necessary. Creating a startup is a challenging path, an emotional support is needed to succeed in the process. Having a close communication with your partner is also key for the success; there are difficult moments and you need to be strong and together.

Starting up is not only about a good idea. In our case, our advantage is a very strong know-how and technical

cybersecurity background, not a groundbreaking idea or product. The deep knowledge of the sector allowed us to adjust our services and provide effective solutions for our clients.

Financial stability is, as well, quite important. It is always advisable to keep good relations with business angels, banks, public and private entities...

Respect for the competitors is also a good practice. We strongly believe in a framework of partnership and sharing good practices with companies in the sector. Our worldwide expansion is based on alliance with potential competitors that have become our partners.

For example, Concordia offers us the possibility to connect with many other startups and allows to achieve more visibility and networking.

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## Next Events and Open Calls

### *Cyber Investor Days*

Brussels | 13/may/2020

<https://ec.europa.eu/digital-single-market/en/news/cyber-investor-days>

### *Startup Wheel BSSC*

Deadline | 31/may/2020

<https://startupwheel.vn/en/>

### *Open Calls*

eSSIF-Lab will launch 3 Open Calls:

This call includes deadlines on 29th June 2020

[https://essif-lab.eu/?page\\_id=134](https://essif-lab.eu/?page_id=134)

### *NGI Open Calls*

June 2020

<https://www.ngi.eu/opencalls/#ngi-forward-funding>


### **Important note**

Numerous events and open calls could be under discussion due to the coronavirus outbreak, please consult the website.

# CONCORDIA

*Cyber security cOMpeteNCe fOr Research and InnovAtion*



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Thanks for your collaboration,  
for any questions or content  
recommendation please contact us:

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