



## Pan-European Cybersecurity Start-Up Community

### EDITORIAL

Thank you to being part of  
our Pan-European  
Cybersecurity Start-Up  
Community!!!

As always, we are very excited  
to share this third issue with all  
of you.

### This Issue

Concordia Service Board  
Open Doors event  
Collaboration opportunities  
Recommended articles  
Inspirational success stories  
and personal interview with  
4Securitas  
Future events and Open calls



# CONCORDIA Service Board

Concordia is a consortium that started with 42 partners from different European countries and sectors and in meantime grew to more than 50 partners that share a joint vision of improving cybersecurity in the EU and have a mission to establish a community of stakeholder's support EU cybersecurity competence center and network. Through the Concordia Service Board, among other things we want to:

- Connect European cybersecurity stakeholders and support growing community
- Educate cybersecurity professionals and build the CONCORDIA educational ecosystem.
- Develop new solutions and test them in five vertical industrial pilots, as well as two horizontal cross sectoral pilots.
- Assist policymakers and start-ups by providing guidance and support
- Promote workforce diversity in cybersecurity
- Increase general awareness about cybersecurity by producing various content on our channels.

***Don't forget to follow us on social media networks and stay tuned for more news and updates!***



[@concordiah2020](https://twitter.com/concordiah2020)

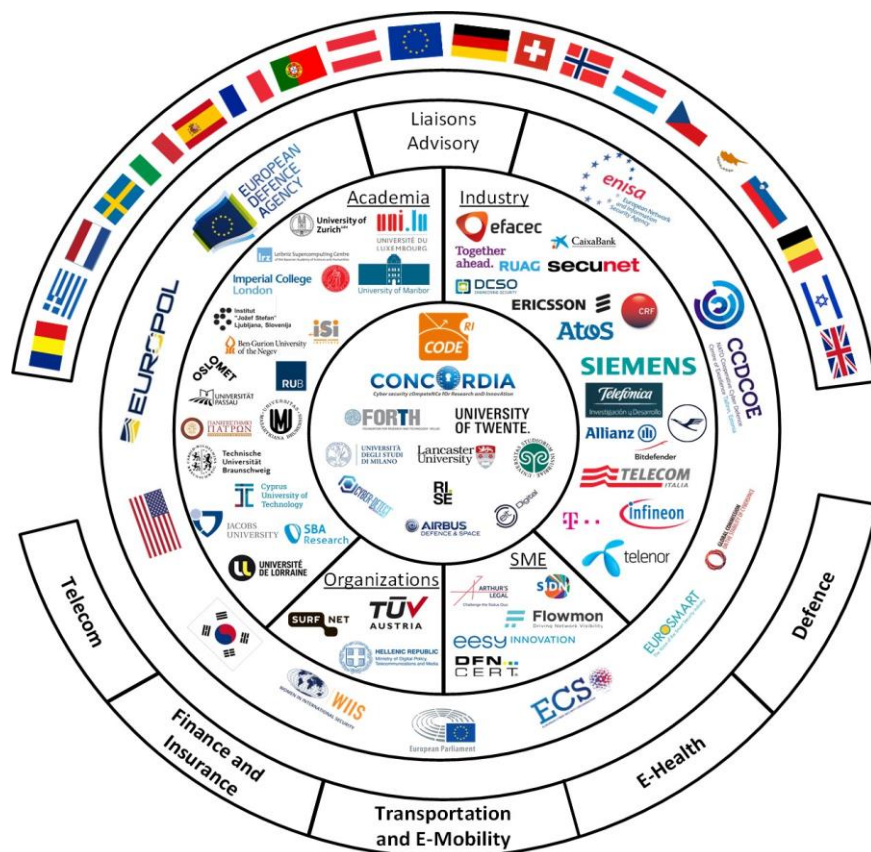


[CONCORDIA Project](https://www.linkedin.com/company/concordia-project/)



[Concordia-h2020.eu](https://www.facebook.com/Concordia-h2020.eu)

**[www.concordia-h2020.eu](http://www.concordia-h2020.eu)**



# OPEN DOOR EVENT 2020 by CONCORDIA

**Date: 28 and 29 October 2020**

We would like to invite all of you to join our annual event CONCORDIA Open Door 2020.

COD2020 aims to connect stakeholders of all backgrounds and let them discuss critical topics for the growth of the European Cybersecurity Community.

**Location: Online**

With the help of this event, we want to build a European stage for uniting all the defragmented competencies on cybersecurity improving communication, idea exchange, and collaborations.

This year, COD2020 is online and free of charges.

**[Registration link](#)**

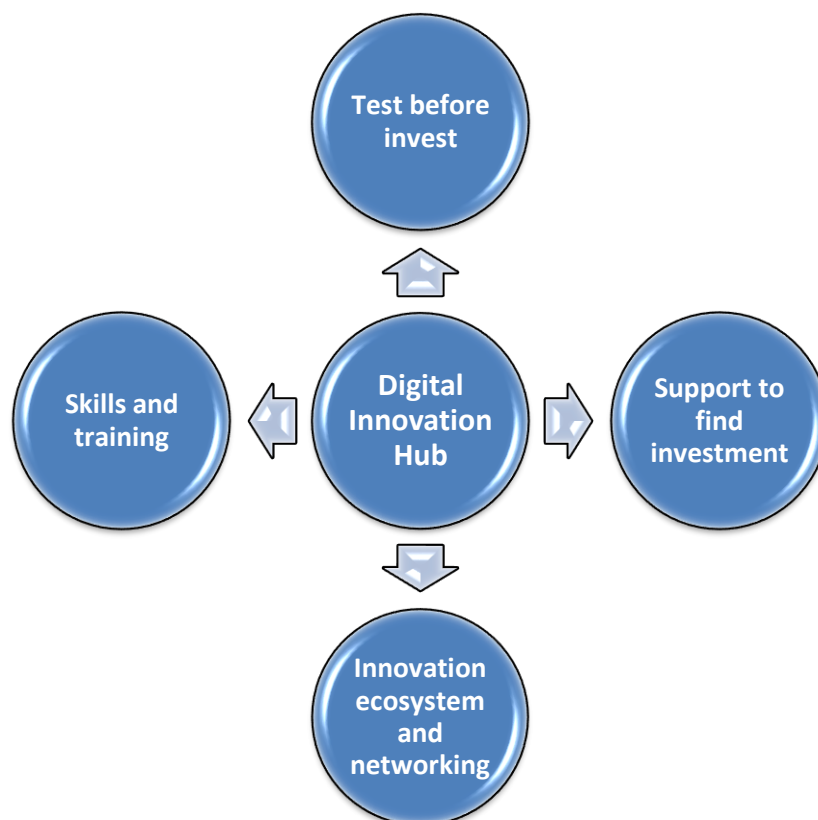


## Digital Innovation Hubs in Europe

The draft regulation mentions “to support companies, especially SMEs and start-ups, organizations and public administrations to become more competitive and improve their business models through use of new technologies covered by the Program”.

Co-operation is foreseen with Invest EU Advisory Hub, launched in September 2015 as part of the Investment Plan for Europe, as well as with the Enterprise Europe Network (EEN).

As the statistics mentioned: Only about 1 out of 5 companies across the EU are highly digitalized. Similarly, around 60% of large industries and more than 90% of SMEs lag in digital innovation. The digital revolution opens more opportunities for many companies that still do not make a decision in which technologies invest and how to finance these operations. With the help of DIHs EC plan to help ensure that every company, not only a big one also a small can take an advantage of digital opportunities.



Additionally, the European Commission has proposed the creation of the Digital Europe Programme which will invest €9.2 billion to align the next long-term EU budget 2021-2027 with increasing digital challenges. More details can be found [here](#).

## EIT Digital

EIT Digital aims at global impact through European innovation driven by entrepreneurial talent and digital technology. EIT Digital strengthens Europe's position in the digital world by delivering breakthrough digital innovations to the market and breeding entrepreneurial talent for economic growth and improved quality of life. EIT Digital helps entrepreneurs and businesses to be at the frontier of digital innovation by providing them with technology, talent, and growth support.



EIT Digital has venture support through the concept of standup/startup/scaleup, depending on the stage of the entrepreneurship idea. In September EIT Digital nodes will launch a new series of events that present EIT Digital's portfolio of early stage start-ups and entrepreneurial teams in pre-incubation stage to investors who either want to invest locally or get access to our unique European dimension. Explore all services and events clicking [here](#).

(note: Venture Standup series is by invitation only).



### Challenges and Opportunities for EU Cybersecurity Start-Ups



The cybersecurity sector has a strong annual growth rate, as the worldwide market for information security is expected to reach €145 billion by 2020 (Forbes)

The publication produced by the European Union Agency for Network and Information Security (ENISA).

The current report describes and analyzes the challenges and opportunities for Start-Ups in terms of Cybersecurity. The sources and information used for this study were collected via desk research and interviews from numerous experts including the funders, contributors, incubators, accelerators, and public institutions.

This document is divided into 5 sections focusing on Network and Information Security Start-Ups in the EU, funding and investment channels, opportunities, and obstacles. The main goals of this report are to help your company in different aspects such as

- Help to understand the start-up landscape from a technological and market perspective
- Identify the main challenges
- Obtain the knowledge
- Create the opportunities

See the full report [here](#)

### How to get your startup featured in tech news and media publications?

A practical article released by EU-Startups.com, one of the portal leaders in online publication with a focus on startups in Europe.

Are you interested to publish your press release and looking for guidelines?  
How to write a press release??

The full article can be found [here](#).

According to their advice, the main structure should follow this format:

- Short title stating what the 'news' is
- Around 3 subtitles in bullet points
- Clear paragraph structure
- Quotes from founders/investors
- Visual materials e.g. engaging and eye-catching team photo, or product photo (with no text)



## Recommended articles to read

### Ten things startups need to know about cybersecurity

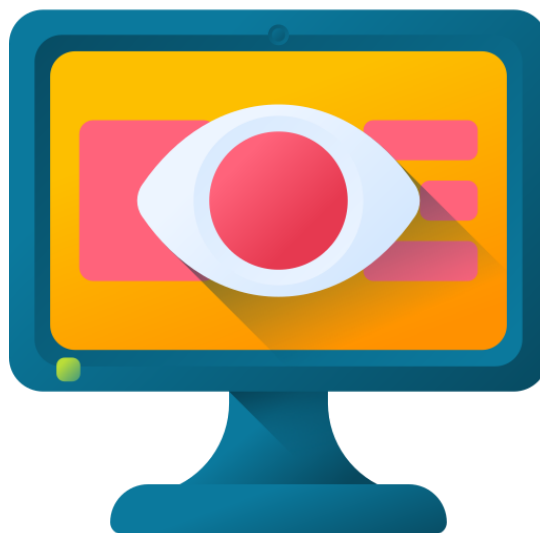
Every year the number of cybercriminals and cyberattacks is rising steadily. Many experts recommend for startups to not only employ the services of a cybersecurity firm but to be aware of the major causes and mistakes that make most businesses vulnerable to cyber-attacks. The list includes the following points:

1. Add the cost of security to budget
2. Educate to your employees
3. Tighten your website security
4. Have varying levels of access

See the full list [here](#).

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

- [Europe is stepping up its Cybersecurity Strategy](#)
- [Cybersecurity and digital privacy challenges of the future](#)



**In Concordia, we offer courses and trainings for professionals.  
More information [here](#).**



## Inspirational Success Stories and Personal Interview with 4Securitas



**4SECURITAS**  
PROTECTING YOUR DATA ASSETS

**4Securitas** is cyber security software firm founded in Dublin in 2017. The company develops and commercialises ACSIA (Automated Cyber Security Interactive Application) software. Most companies secure their enterprise to ward off cyber adversaries by using perimeter defenses and blocking known adversary indicators of compromise (IOC).

Adversary pre-compromise activities are largely executed outside the enterprise's field of view, making them more difficult to detect. ACSIA is focused on stopping cyber threats at the pre attack phase. It is a hybrid product incorporating a SIEM (Security Incident and Event Management), Intrusion Detection Systems (IDS) Intrusion Prevention Systems (IPS), Firewall and much more.

### Short Interview with Donal Kerr COO & Co-Founder of 4Securitas team.

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

I have a business and legal background been working at Twitter in Dublin and was very interested in privacy and data protection. I met my co founder Stefan Uygur at an event called 'Hackers and Founders' and he told me about his idea for a software product. I was very impressed with his background in security, infrastructure and open source and he started working on building and MVP I started looking for funding which allowed us to leave our jobs and work full time on the company.

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

The company was funded initially by the founders, angel investors and the Enterprise Ireland Competitive start fund. After pitching at the ECSO Investor Day in Madrid in 2019 we met secured and investment from ITRUST which was matched by Enterprise Ireland.



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

Nonmonetary support that would really help European startups would be programs to connect mid to large size EU companies for the purposes of running proof of concept (POC's). In a sensitive area like cybersecurity it is very difficult for small firms to get the opportunity to show off their capabilities in real world settings. There is a need for organisations to bridge these gaps and create safe spaces for large firms to evaluate new technologies.

Within the startup it is important to have regular open communication and to assign roles. Building a business is stressful and it important to minimise scope for conflict.

Building technology is expensive and time consuming and it is important to be well capitalised in order to do this, otherwise the company will run out of money. This nearly happened to us and its not an experience we would ever want to repeat.

#### Contact

| [4securitas.com](https://4securitas.com)

| [LinkedIn](#) & [Twitter](#)



**4SECURITAS**  
PROTECTING YOUR DATA ASSETS



## Next Events and Open Calls

### *Horizon Cyber*

*Saint-Quentin-en-Yvelines, France | 02/Oct/2020*

[More details](#)

### *Cybersecurity Luxembourg Startup Pathway*

*Luxembourg | 21/Nov/2020*

[More details](#)

### *European Cyber Week*

*Rennes, France | 18/Nov/2020*

[More details](#)

### *ECSO Cyber Investors Days*

*Bochum, Germany | 30/Nov/2020*

[More details](#)

### **Important note**

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



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[CONCORDIA Project](https://www.linkedin.com/company/concordia-project/)



[Concordia-h2020.eu](https://www.facebook.com/Concordia-h2020.eu)

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



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[www.concordia-h2020.eu](https://www.concordia-h2020.eu)