



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.

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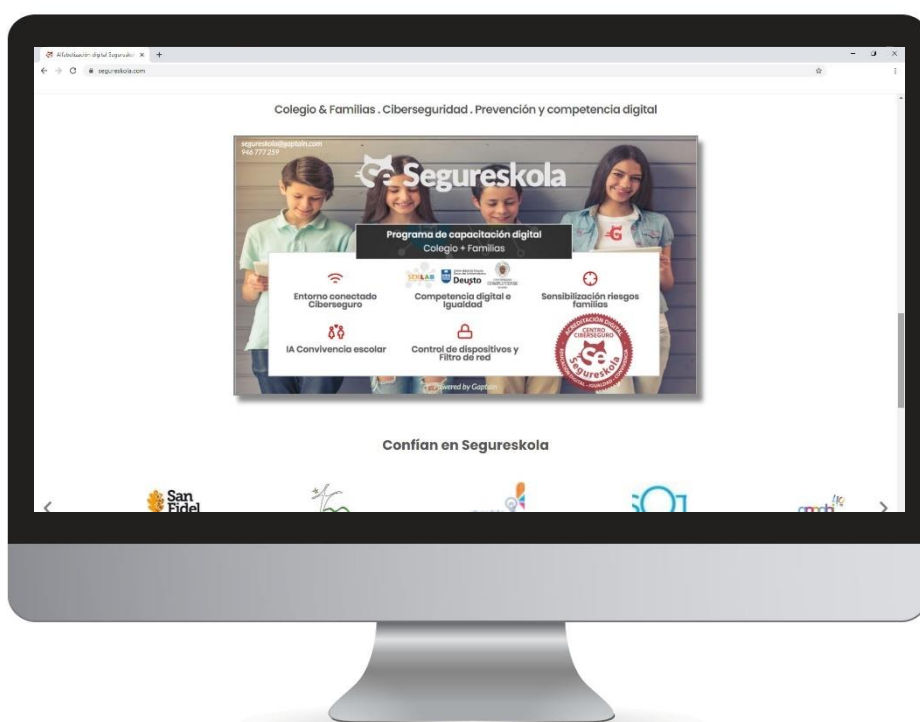


Meet Community Members: Gaptain

Gaptain is 4 years old start-up, and it has completed 2 acceleration processes. This year they plan to focus on marketing for their cybersecurity solution for schools and families. In this direction there is also a publication of the 2020 study State of Cybersecurity and Coexistence in schools, created with the information collected in the schools that have implemented Segureskola. It is having a lot of impact because it concludes interesting aspects about the digital divide, the habits of use of technology of minors, and the care of privacy and digital identity. Here is the link to full study (in Spanish, but it can be translated on request):

https://gaptain.com/blog/wp-content/uploads/2021/01/Gaptain_-_Estudio-Ciberseguridad-y-Convivencia-escolar.pdf.

Gaptain is also part of Safer internet Centre (SIC-Spain 2.0), an European project (in Spain, led by INCIBE) and co-financed by the EU's Connected Europe program. In this context, Gaptain is developing KIDS CENTRIC IMPACT, videogames platform to identify the digital risks. New KIDS CENTRIC observatory will process information from videogames to identify changes in behaviour and trends in childhood related to technology and will publish studies with conclusions. The solution will be implemented in 10 Spanish schools, and will send to SIC-SPAIN a final informs with the level of the digital gap, digital skills, and coexistence in these schools.



Guest interview: PHYSEC

PHYSEC (<https://www.physec.de/>) is a start-up that provides Cyber-Physical system security platform for the Internet of Things and related applications, such as smart grids, e-mobility charging stations or industry 4.0. On the 2nd February, after going head-to-head with seven other leading European cybersecurity startups, PHYSEC was named the winner of ECSO's European Cybersecurity STARTup Award by an independent jury.

The origins of this start-up can be traced back to the Horst Görtz Institute for IT Security (HGI) in Bochum and dissertation results of Dr. Christian Zenger. We ask Dr. Zenger about this early stage of his start-up journey.

In which moment you realised that you want to exploit results of your dissertation thesis through start-up?

In 2014 my Phd-father Prof. Paar and I realized that Physical-Layer Security (the name of the company comes from here) enables resource-efficient achievement of security goals, that was previously not possible. At this point we did two things: We agreed to a patent strategy and we double-checked our results on different vendor hardware.

Have you done some self-assessment before starting with the entrepreneurship, e.g. think of your persona / strengths and weakness and which kind of partners do you need?



At the Ruhr University, I was personally able to participate to something called "research school plus". I was also able to attend various personal training courses. Local training offers on entrepreneurship such as cube5 (the German cyber-security start-up incubator here in Bochum) and "Senkrechstarter" - a series of workshops followed by a competition - were a great help. Another essential help (financially and know-how sharing) was the EXIST research transfer program of the Federal Ministry of Economics.

What would be your main advice for the young cybersecurity researchers?

Maybe I can give three hints.

First, Cyber Security is sexy, but it is not easy to sell. Usually the regulations drive the

major markets, while at the same time products must have a high-quality standard. Fit between technology and market should be planned very carefully.

Second, strength your strength. Only invest time for a high-level understanding of tax returns and financial planning. Don't waste time. Try to put together a team with a good technic-economical ratio.

Third, clarify the intellectual property (IP) rules in advance. You don't want to negotiate patents and then realize that some alternatives would have been better (e.g. economically).

Check physec.de and follow this company on linkedin 😊



Event Report: ECSO's European Cybersecurity STARtup Award

If you read previous article than you already know that PHYSEC was named the winner of ECSO's European Cybersecurity STARtup Award by an independent jury, consisting of renown European cybersecurity experts. Eight finalists had been selected from Cyber Investor Days hosted across the previous year by European Cyber Security Organisation (ECSO) and its partners. The final event saw intense competition through a series of pitches performed by eight finalists – Yogosha, HarfangLab, 4Securitas, MADANA, Kymatio, BYSTAMP, GLIMPS and PHYSEC. The high-level award jury ultimately decided that PHYSEC should be the winner on the basis of their scalable, disruptive and innovative solution, growth-oriented

business plan, go-to-market strategy, business model, use of proceeds, team profile and pitch performance.

The European Cybersecurity STARtup Award was created to increase the awareness and visibility of state-of-the-art cybersecurity companies in Europe, both at the European and the global levels. A robust European cybersecurity industry means a better protected digital Europe.

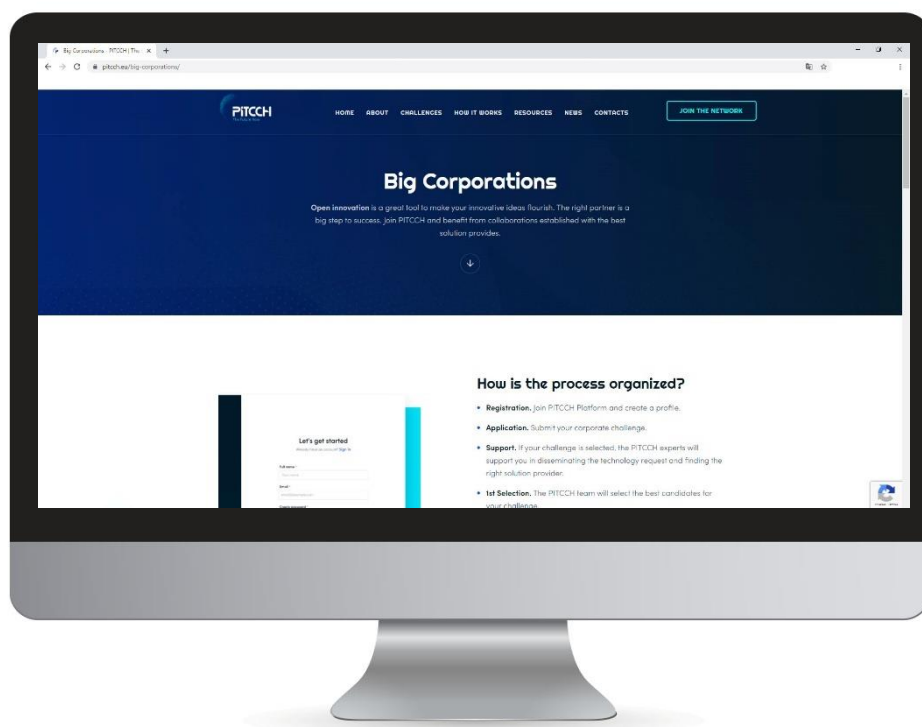
If you would like to learn more about the Award or get introduced to the eight finalists, please do not hesitate to contact us in CONCORDIA or to contact directly Danilo D'Elia (danilo.delia@ecs-org.eu), one of the members of CONCORDIA start-up community.

Check the website: Open Innovation

Open Innovation is a business paradigm that promotes collaboration between people or organizations outside the company in innovation process. These days terms “inbound” is used for innovations produced by outsiders such as start-ups, rather than existing large organizations. In a similar way, internal inventions taken outside the company (e.g. through licensing, joint ventures, or spin-offs) are considered outbound open innovation.

Implementing a model of open innovation has several risks and challenges, including possibility of revealing information not intended for sharing, loss of reputation or competitive advantage.

PITCCH is the network where Big Corporations seeking excellent technology meet SMEs and Start-ups capable of developing ground-breaking solutions. They aspire to be a European open innovation network by promoting collaborations that, without PITCCH, would not be possible. Although it is not cybersecurity specific, it is an interesting concept with open challenges from Siemens, Repsol, P&G and many other large organisations. The next deadline for SMEs and start-ups is April 7th, 2021. More info at: <https://pitcch.eu/big-corporations/>



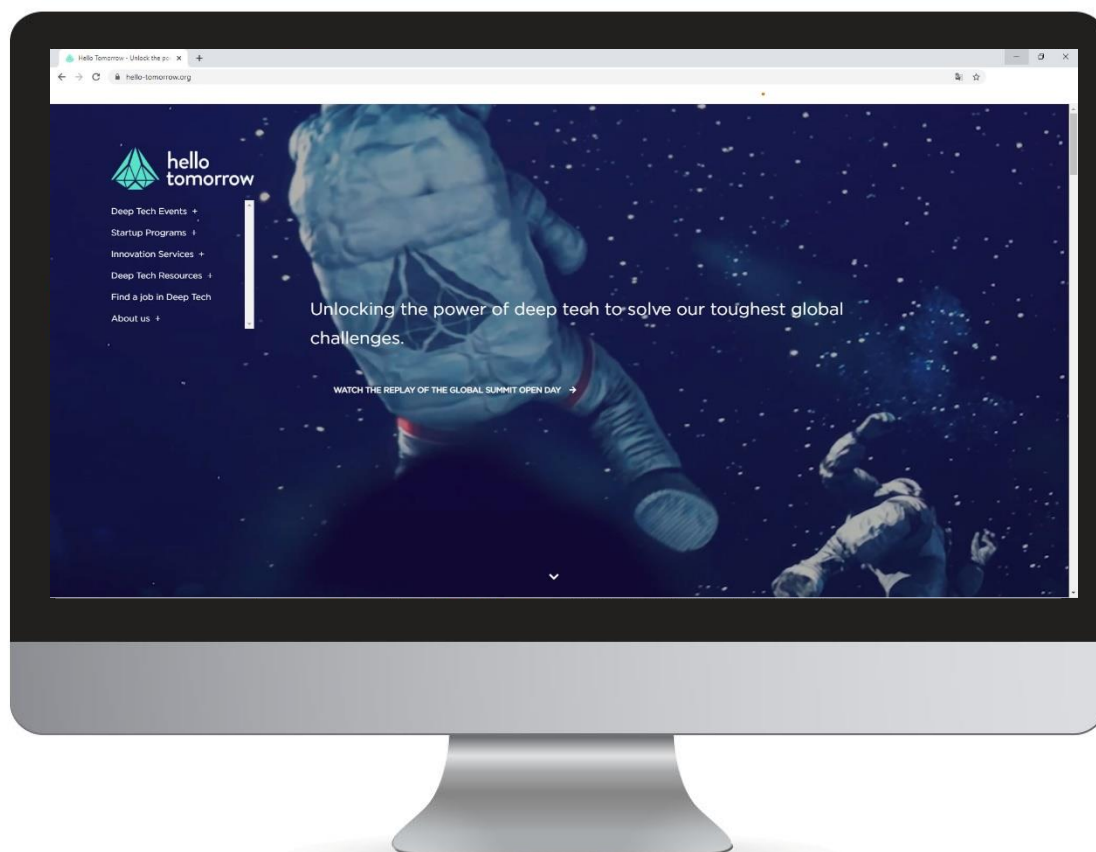
Check the website: Hello Tomorrow

In the last newsletter we have described what is Deep tech, an innovation approach rooted in research and science. Hello Tomorrow is a company dedicated to services around Deep Tech. Among other things they run start-up competitions and are partnering with 250+ universities & accelerators to unearth new innovations. Here you can check finalists and winners of track for cybersecurity and communication: <https://hello-tomorrow.org/startups/#tracks>

They also run Deep Tech observatory and issue interesting reports. Here is an excerpt from the report on 4th wave of innovation:

“Deep tech ventures are characterized by four main attributes. They are problem-

oriented, not technology-driven. They situate themselves, instead, at the convergence of technologies (96% of deep tech ventures use at least two technologies, and 66% use more than one advanced technology). Building on the advancements stemming from the digital revolution, deep tech has shifted innovation away from the digital world (“bits”) towards the physical one (“bits and atoms”), developing mainly physical products, rather than software (83% of deep tech ventures are currently building a product with a hardware component). Lastly, deep tech ventures rely on a deeply interconnected ecosystem of actors, without which it cannot thrive.”



Check the website: CyberASAP

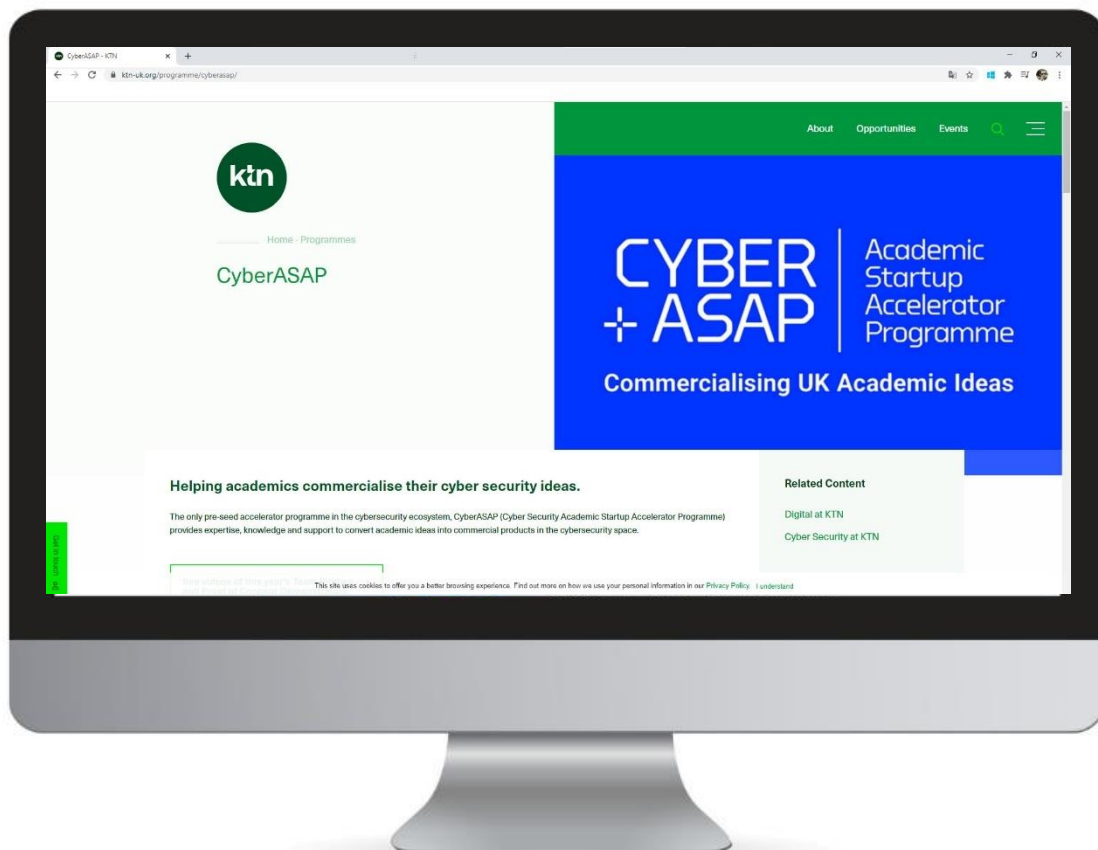
CyberASAP (Cyber Security Academic Startup Accelerator Programme) is a pre-seed accelerator for the commercialisation of UK based academic work in the realm of cybersecurity. Funding has now been confirmed for Year 5 of CyberASAP. The funding competition opens on Monday 8 February 2021 and closes on Wednesday 3 March 2021 (11am). You can find more info at [https://ktn-](https://ktn-uk.org/programme/cyberasap/)

[uk.org/programme/cyberasap/](https://ktn-uk.org/programme/cyberasap/)

CyberASAP also provides expertise, knowledge and support through training, workshops, briefings, and boot camps.

Check for example CyberHelper.net, a new approach to analysing, contextualising, and understanding the cybersecurity threats.

Human analysts need help, since the network traffic containing signs of intrusion is growing at an exponential rate. Increased network traffic is accompanied by an upsurge in general attacks and increased sophistication for the highest threat levels. CyberHelper is currently in active development at the University of Southampton's Cybersecurity Research Unit and received support from CyberASAP in its early development to fight "alert fatigue", burnout, and "threat overload" that security operation centre (SOC) personnel are facing.



Other News

- Have you ever heard of a company called Google? But what do they do, exactly? Jokes aside, not many people know that Google intends to invest more than 550m euros over five years in Spain, in relation to cybersecurity 'Centre Of Excellence' and start-up scheme in Malaga. It will be also the base for 40 engineers from the Virustotal team (Spanish start-up that has been bought by Google) who are currently based at the University of Malaga.



KYPO Cyber Range Platform

Masaryk University has been developing the KYPO Cyber Range platform since 2013. The platform builds on several years of experience using cyber ranges in education, training, and cyber defense exercises, including Czech technical cybersecurity exercises – the Cyber Czech, which were organized in cooperation with the Czech National Cyber and Information Security Agency (NCISA). The platform has already been used for teaching students in several courses at Masaryk University and for the training of cybersecurity professionals from the energy sector.

With practical applications in mind, we emphasized repeatability, scalability, automation, and interoperability to minimize human tasks and make cyber trainings affordable and cost-efficient. We also focused on remote access to the cyber range platform, so it is possible to complete the training from anywhere in the world.

**MASARYK
UNIVERSITY**

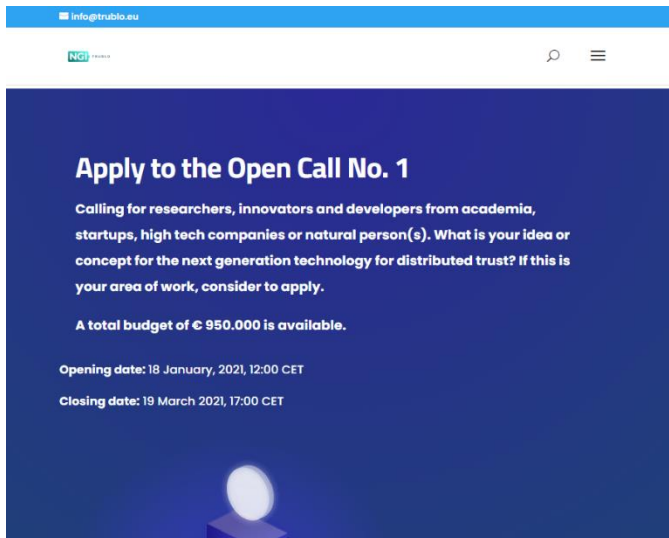
Masaryk University
Brno, Czech Republic

- CONCORDIA and SPARTA are both pilot projects aimed at establishing EU cybersecurity community. New cross-pilot project initiative was launched with an objective is to enlarge target community, to achieve “economy of scale” or “network effect” for EU cybersecurity research results. During the first meeting, start-up ecosystem was

also discussed, with the role of future cybersecurity expert community as a possible “validator” of innovative ideas, at the service of investors or other stakeholders. In the meantime, SPARTA also launched so called Joint Competence Centre Infrastructure (JCCI) that aims to carry out and validate technological developments. One part of this infrastructure, related to cyber-ranges, is similar to CONCORDIA cyber-range services (check open source KYPO platform: <https://www.concordia-h2020.eu/kypo-cyber-range/>)



- TruBlo is the acronym for “Trusted and reliable content on future blockchains”, European project funded under H2020 Research and Innovation Programme, that is launching open calls for SME and start-ups. All three open calls of TruBlo have two phases, and the first



call has deadline on March 21, 2021. This call aims at selecting 10 projects led and executed by a critical number of developers, innovators, researchers, SMEs and entrepreneurs in the field of blockchain related technologies, such as AI, IoT, cloud and other related fields. Two beneficiaries out of these ten projects will be selected to further develop and elaborate their concepts in phase 2 of this first open call. More info: <https://www.trublo.eu/apply/>

- NGI Assure is another new project with open calls, looking for technological building blocks that provide strong assurances to internet users. A non-exhaustive list of technologies includes quantum-proof cryptography, public key trust chains, ratchet mechanisms, distributed hash tables and directed acyclic graphs for secure peer-to-peer connections, mixnets and onion routing mechanisms, symbolic and formal proofs, open hardware implementing core cryptographic primitives etc. Project outcomes need to be delivered under free and open source licenses. Unfortunately NGI ASSURE 1st Open Call already closed on February 1st but please check the NGI Assure overview page for more info about the future calls: <https://www.assure.ngi.eu/open-calls/>
- Not so new, but good to know if you are digital start-up in the Central, Eastern and South Eastern Europe (CESEE). This region faces an investment gap compared to innovators in other European regions. To address this gap in a geographically targeted way the Digital Innovation and Scale-up Initiative (DISC) was launched in 2019 by the European Commission in cooperation with several other international institutions. DISC pursues these aims by addressing the existing market gap, enhancing investments, and strengthening technical assistance programs focused on digital innovations and the scale-up of digital start-ups in the CESEE region. More info at: <https://ec.europa.eu/digital-single-market/en/news/launch-digital-innovation-and-scale-initiative-disc>





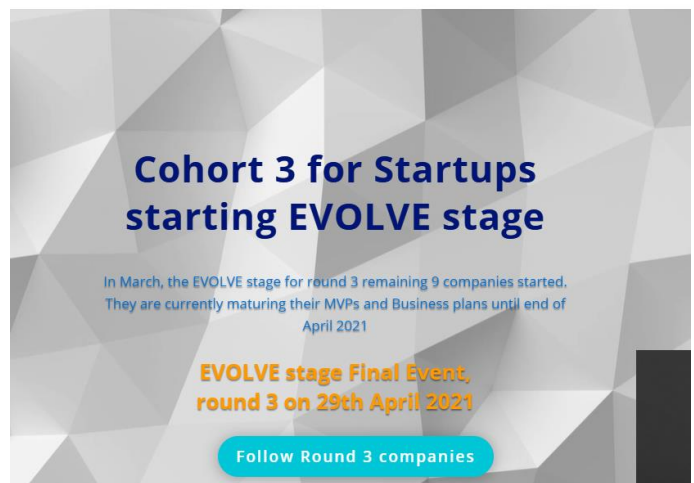
Diversity & Cybersecurity: Women Entrepreneurship Webinar

- Last year 90.8% of venture capital (VC) money invested into European start-ups went to all-male teams, according to Atomico's State of European Tech report. For later-stage companies, the data is even worse. If you missed our Diversity & Cybersecurity: Women Entrepreneurship Webinar, you can still find it on Youtube or here:

<https://www.concordia-h2020.eu/news/diversity-cybersecurity-women-entrepreneurship-webinar/>.

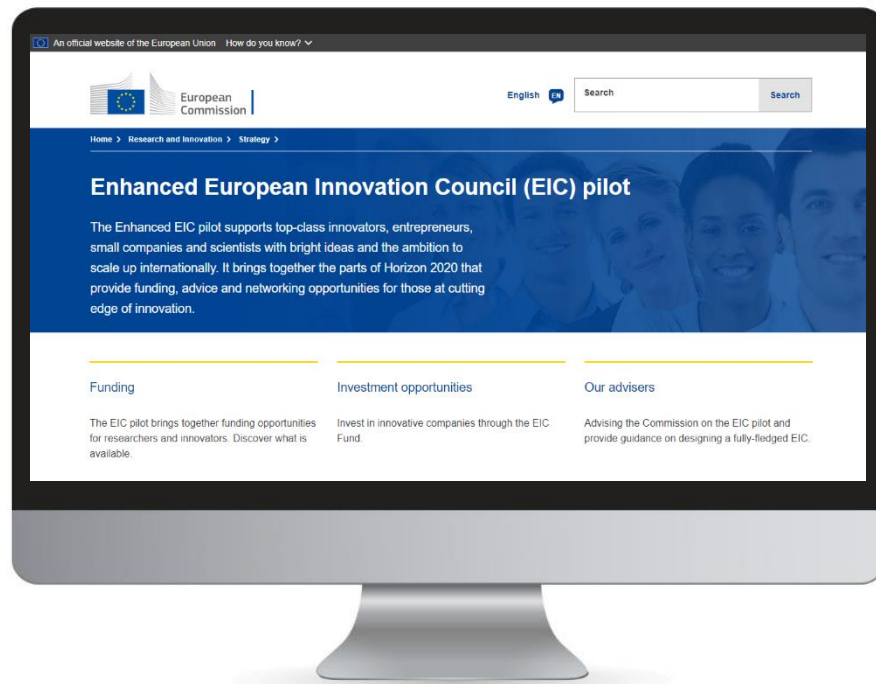
Barbara Carminati leads our task focused on workforce diversity. In a new video from the CONCORDIA Stories series she discusses women in cybersecurity and the role of CONCORDIA: <https://www.youtube.com/watch?v=YBmcyC6s6nI>

- The European Data Incubator (EDI) is an Innovation Action project co-funded by H2020 Research and Innovation programme with the objective to facilitate the uptake of Big Data tools whilst increasing the technical and business skills of the selected start-ups/SMEs. It is a kind sustainable business incubation around Big Data (see <https://edincubator.eu/>) and one start-ups supported is ID Ward, data



management platform allowing publishers and marketers to create cross-domain and cross-device user identities and audience segments without using third-party cookies and mobile IDs. By transferring control of personal data from companies to individuals, ID Ward creates a data level-playing field whereby all companies have access to the same level of high-quality, anonymised user information. More info: <https://id-ward.com>

- Do you believe in “unicorns”? How about “unicorn factory”? This is how some people call European Innovation Council (<https://ec.europa.eu/research/eic/index.cfm>), which has earmarked around €4bn to invest directly into start-ups. They aim to fill a market gap left by VC firms which were often more interested in funding end-user apps rather than transformative innovation, or deep tech. On 18 and 19 March 2021 this key novelty of new programme Horizon Europe and the most ambitious innovation initiative that Europe has taken will be presented. You can register here:
https://ec.europa.eu/info/news/launch-new-european-innovation-council-2021-mar-03_en





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Thanks for your
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questions or content

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