



IT'S TIME FOR CYBER SECURITY SCALEUPS TO SHINE!

Get recognised by the most influential Integrators & End-Users

Access to the European Cyber Security Market | 13-14 September 2018, Milan

We are excited to invite you to the 3rd edition of the European Cyber Security Organisation - ECSO Event to support European Scaleups and SMEs organised in cooperation with the European stakeholder EIT Digital Accelerator – EIT Digital. Through this unique opportunity, you will showcase your technology and introduce yourself to industry-leaders and integrators that are looking for the most promising cyber security companies.

Last editions of ECSO Startups Event in Tallinn (Sept., 2017) and Paris (Feb., 2018) successfully gathered +50 European startups and 20 international investors with several deals closed. This time in Milan, we facilitate the meetings between Integrator firms and End-Users with innovative and promising cyber security Scaleups looking for market opportunities.

DATE & LOCATION

DAY #1 TRAINING SESSION 13 Sept. 2018, EIT Digital, Milano Satellite CLC, Viale Sarca, 226, Milano DAY #2 MATCHMAKING SESSION 14 Sept., Politecnico di Milano, Piazza Leonardo da Vinci, 32, Milano – ITALY

FORMAT OF THE EVENT

PRE-SELECTION PHASE: Scaleups to be selected on the basis of the most innovative solutions they attempt to introduce to the Integrators and End-Users.

- SCALEUP Competition: Interested Scaleups are enquired to provide 5 slides presentation about their company and solutions to ECSO (wg4 secretariat@ecs-org.eu) & EIT-D (wolfgang.kniejski@eitdigital.eu)
- The presentation must answer the criteria listed in the "Registration for pre-selection phase" document, below.
- The selected Scaleups for the Business Matchmaking Session will be published in the end of July.

DAY 1 comprises a special training by **EIT-Digital dedicated team of experts** for the selected scaleups. This will prepare them to be ready for the **'Pitch Session'** with potential customers. It will approve/improve your readiness to pitch to potential buyers. It will help to create a Story Board focussing on highlights. You are welcome to join the **Get-Together Event** after the training.

DAY 2 is all about the access to market perspectives. First, **participating Integrators & End-Users will introduce their companies.** Following them, the scaleups representatives will have the opportunity **to pitch their solutions** and **meet individually integrators and potential customers during the Business Matchmakings, afternoon session**.

Download the Cyber Security Scaleup Competition Register Form here

Deadline 25th July 2018





ECSO & EIT-DIGITAL SCALEUP COMPETITION REGISTRATION FOR PRE-SELECTION PHASE

PRE-SELECTION PHASE:

- 1. Interested Scaleups are required to fill in the Excel registration form available here.
- Candidates are requested to provide 5 slides presentation about their company and solutions, with their register form completed, to both:
 ECSO (wg4_secretariat@ecs-org.eu) & EIT-D (wolfgang.kniejski@eitdigital.eu).
- 3. Scaleups to be selected on the basis of the most innovative solutions they attempt to introduce to the integrators end end-users.
- 4. The presentation must include the relevant information corresponding to the criteria of selection listed below:
 - Degree of innovation
 - Value proposition / USP
 - Revenues from customers (grants not to be included)
 - Market segments listed by ECSO in the Excel registration form:
 - Fraud / Identity & Access Management / Application Web Security /
 Network Security / End-point Security / Cyber security Services /
 Governance Risk & Compliance / Mobile Security / Data Protection /
 Mobile Security / ICS & IoT Security / Cloud Security / Other (to specify)
 - Team Size
- 5. Deadline for registration is fixed on the 25th of July 2018.
- 6. The selected Scaleups list for the Matchmaking with the Integrators and End-Users will be **published on** <u>in the end of July.</u>
- Each company can be represented by 2prs.
- Limited Seats, registration will be on first come-first serve basis.
- Travel & accommodation costs are not covered by the organisers.

