WG2

MARKET DEPLOYMENT, INVESTMENTS & INTERNATIONAL COLLABORATION

ECSO brings together cyber security market players covering all the cyber security value chain. Together we contribute to cyber security market consolidation, promotion of products & services available in the EU market and investigate business opportunities with international partners.

MISSION & OBJECTIVES

The working group focuses on the following objectives:

- Represent European-based cyber security products, suppliers, services and consultancy providers through the designed ECSO Cyber Security Market Radar.
- Consolidate the EU cyber security market by bringing together a large community of investors, Venture Capitals, banks, decision-makers, and supporting industries.
- Engage dialogue on cyber-risk governance between CISOs and insurance companies.
- Exchange of good practices through tailored workshops on innovative business models.
- Organise local Business-to-Business Events gathering European cyber security SMEs and international investors or potential customers.
- Conduct cyber security market intelligence to understand fragmentations, challenges and opportunities.
- Foster dialogue for international cooperation on cyber security and investigate new business opportunities (e.g. US, Japan, Brazil).

WG2 HIGHLIGHTS

Europe has a critical mass of cyber technologies providing 360° solutions to cyber threats.

- The ECSO CYBER SECURITY MARKET RADAR has been designed to represent European-based cyber security products, suppliers’ services and consultancy providers. The Radar aims to be the latest representation of the European cyber industry and is regularly updated. Launched in November 2018, it gathers more than 50 companies, mapping over 600 solutions & services. 80% are ECSO Members.

WHY THE CYBER SECURITY MARKET RADAR?

Based on a technical taxonomy, the ECSO Radar is a qualitative market analysis & powerful marketing tool.

Developed by ECSO WG2 & WG4 members, we aim to create the bridge between the risk management, CISOs and decision-makers to ensure a holistic, end-to-end and business-oriented approach to cyber security.

The Radar will be integrated into the ECSO SME Hub (WG4). The Hub is currently being developed to improve market transparency for SMEs and start-ups and being the interface between supply and demand both in terms of business and investments.

# MARKETRADAR
The working group is segmented into the following sub-working groups:

- SWG 2.1 Market Knowledge
- SWG 2.2 Investments and Innovative Business Model
- SWG 2.3 International Cooperation, Global Competitiveness and Support to Export

European Investment Bank (EIB), European Commission (DG GROW), Startup Europe, more than 50 investors met.

ECSO CYBER SECURITY RADAR

CONTACT US

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