

# WG4

## SUPPORT TO SMEs AND REGIONS

As a silo buster, ECSO enhances the visibility of European cyber security SMEs, facilitates the access-to-market, and stimulates inter-regional cooperation in order to build mature cyber security eco-systems in the European Union.

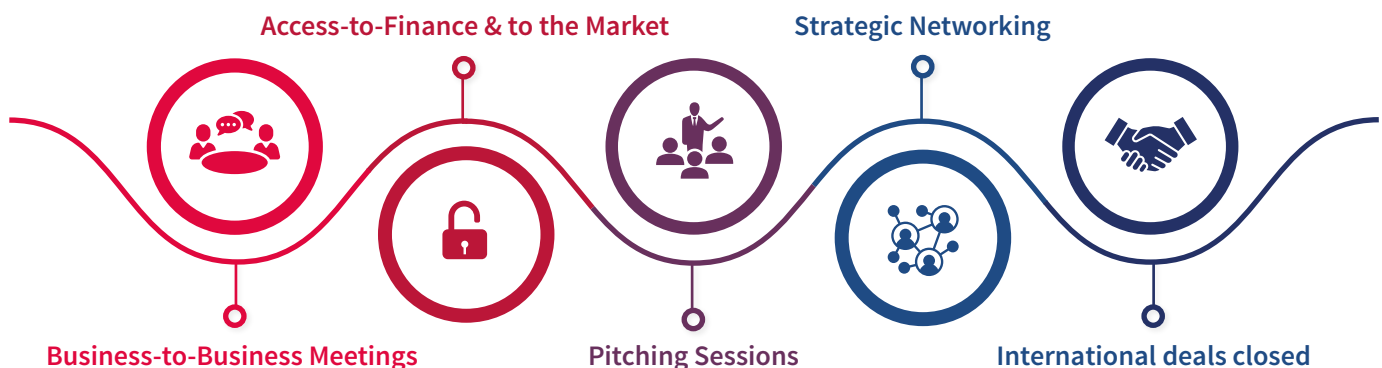
### MISSION & OBJECTIVES

The working group focuses on the following objectives:

- Improve SMEs competitiveness via interregional cooperation
- Create more market transparency by designing the ECSO SME Hub
- Stimulate regional cooperation by bringing together local public authorities for exchange of good practice
- Facilitate Access-to-Market & Finance of European cyber security SMEs
- Create business opportunities by designing an inter-regional acceleration programme through a Pilot Action funded by the European Commission
- Map regional cyber security ecosystems
- Support emerging eco-systems with a focus on Central and Eastern Europe
- Stimulate a pan-European network of sales to accelerate local competitive SMEs at European level and develop their marketing skills

### WG4 HIGHLIGHTS

#### ECSO BUSINESS MATCHMAKING EVENTS FOR CYBER STARTUPS AND SCALEUPS & INVESTORS AND POTENTIAL CUSTOMERS



➤ More than 200 companies met in Tallinn, Paris, Milan, Berlin since 2017.

#INVESTCYBER

## SEGMENTATION

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

- SWG4.1: SMEs, Start-ups and High Growth Companies
  - SWG4.1.1: Venture Capital and Private Investors
  - SWG4.1.2: Public Funding Opportunities for SMEs
  - SWG4.1.3: Labelling and Market Analysis
- SWG4.2: Coordination with Activities in EU countries and Regions
- SWG4.3: Support to Central and Eastern Europe

## COLLABORATIONS

- **EC SO – Advisory and Communication Partner to the Interreg Europe CYBER project** Interreg Europe CYBER is a 5-year project involving the public authorities from 7 regional partners, including Institute for Business Competitiveness of Castilla y León, Spain; Tuscan Region, Italy; Digital Wallonia, Belgium; Brittany Region, France; and Kosice IT Valley, Slovakia; Chamber of Commerce and Industry of Slovenia, and Estonian Information System Authority.

*OBJECTIVE:* Regions will exchange best practices on improved public policies to support local SMEs and create synergies among the European cyber security ecosystems. The main goal is understanding and sharing public policies that can help knock down barriers of market fragmentation, lack of coordination of regional actors and lack of skills. CYBER recognizes inter-regional cooperation as key to identifying solutions and moving towards a more integrated cyber security market.

- **EC SO - “Single Partner Coordinator” to the European Commission’s Pilot Action on Smart Specialization in cyber security** Britany, France (Leader), North Rhine Westphalia, Germany, Estonia, Central Finland, Castilla y Leon, Spain, are the 5 regions involved.

*OBJECTIVE:* Boost the commercialisation and scaling-up phase of local competitive companies. In 2019, the Pilot Action will focus on

- 1) finalising the **mapping of regional eco-systems** and
- 2) designing an **inter-regional acceleration programme** to create a market place with reduced costs for local SMEs. **This Partnership is expected to welcome other partners at the end of 2019.**

**# CYBERVALLEYS**

## PUBLICATIONS

- **WG4 MEMBERS - POSITION PAPER (JUNE 2017)**

## CONTACT US



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