

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 15st July 2018

ECSSO & 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](#).
2. **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 15th of July 2018.**
6. The selected Scaleups list for the Matchmaking with the Integrators and End-Users will be **published on in the end of July.**

- *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.*

If you have any inquiries please reach out to: wg4_secretariat@ecs-org.eu