

## 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 **3<sup>rd</sup> edition of ECSO Event to support European Scaleups and SMEs organised in cooperation with the European stakeholder 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 25 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: 25 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 25 Scaleups list** for the Matchmaking Session will be **published on the 23<sup>rd</sup> of July**.

**# DAY 1 (from 14:00)** comprises a special training by **EIT Digital dedicated team of experts** for the 25 selected scaleups. This will prepare them to be ready for the ‘**Pitch Session**’ with potential customers.

**# DAY 2** is all about the access to market perspectives. **Scaleups representatives** will have the opportunity to **showcase their solutions** and in parallel to **meet individually integrators and potential customers to pitch their solutions in 5 min + 3 min Q&A**. Besides, **B2B meetings** will also be organised.

### AGENDA DAY #2

**9:00 – 9:30 Welcome and booth installation**

**9:30 – 11:00 Panel Discussion**

Needs and solutions for boosting European companies and facilitating the creation of global champions specialized in cyber security.  
ECSO, EIT-Digital, European Commission - TBC.

*11:00 -11:30 Coffee break*

**11:30 – 12:30 Matchmaking session #1** Pitch session & F2F presentation between European scaleups and international Integrators & End-Users

*12:30 Lunch break*

**13:30 – 14:30: Matchmaking session #2**

*14:30-14:45- Coffee break*

**14:45 – 16:00 Matchmaking session #3**

**16:00: End of the event**

Download the **Cyber Security Scaleup Competition Register Form** [here](#)

Send it to [wg4\\_secretariat@ecs-org.eu](mailto:wg4_secretariat@ecs-org.eu)

**Deadline 15<sup>th</sup> 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:**  
ECSSO ([wg4\\_secretariat@ecs-org.eu](mailto:wg4_secretariat@ecs-org.eu)) & EIT-Digital ([wolfgang.kniejski@eitdigital.eu](mailto:wolfgang.kniejski@eitdigital.eu)).
3. 25 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 ECSSO 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 15<sup>th</sup> of July 2018.**
6. The selected 25 Scaleups list for the Matchmaking with the Integrators and End-Users will be **published on the 23<sup>rd</sup> of July 2018 with the final Agenda.**

### # DAY 1 – SPECIAL SCALEUPS TRAINING (from 14:00)

1. A special training by **EIT Digital** dedicated team of experts for the 25 selected scaleups.
2. This will prepare you to be ready for the **‘Pitch Session’ with Integrators & End-Users.**
3. It will approve/improve your readiness to pitch to potential buyers.
4. It will help to create a Story Board for the scaleup focussing on highlights.

### # DAY 2 – MATCHMAKING SESSIONS

1. **Scaleups representatives** will have the opportunity to showcase their solutions to the audience composed of Integrators and End-Users.
2. **Scaleups to meet individually Integrators and End-Users** to pitch their solutions in 5 min + 3 min Q&A. **B2B meetings** to be also organised as soon as the participation list is finalised.

- *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](mailto:wg4_secretariat@ecs-org.eu)