

Business Development Mission

Cybersecurity and Civil Security Technologies
8-11 of May 2023

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Alpha Strike Labs



Johannes Klick



The Challenge

When an authority attempts to map the global attack surface of critical infrastructure in aggregated and structured manner, they will find no other service besides ours. The same applies to all companies that want to identify systems exposed on the internet and analyze the prevalence of new types of vulnerabilities.

The Solution

With our scanning, vulnerability detection, and enterprise mapping algorithms, we have the data foundation for a cyber situational dashboard and can offer our customers a key unique selling point in the government cybersecurity market. With the help of our Cyber OSINT platform, we create individual cyber situation reports for our clients and help them to identify and categorize threats. Furthermore our Cyber OSINT identifies clients external IP-enabled assets and vulnerable systems. Our threat analysis helps them to generate cybersecurity KPIs. We also sell the data or access to our data to our clients, which we generate by using our own developed and unique scan technology. Our services can also be integrated into other companies existing solutions.

Looking for

- Positioning in the market, creating awareness, getting feed-back for business model B2C, B2B etc.
- Connect with potential (foreign) clients for example from the critical infrastructure
- Networking with knowledge partners, such as universities, cyber security development agencies, IT research departments etc.
- Acquire clients and at best pre-discuss contracts (LOI)

Bayoosoft



Franziska Weiß



The Challenge

Many processes around managing identities, access management for unstructured data (file servers, SharePoint, etc.), and resetting forgotten passwords are still performed manually by IT staff. This is often time-consuming and costly and carries the risk of errors and insufficient documentation. Thus, opening doors for attacks from the outside and inside.

The Solution

In order to provide a true access and identity journey, BAYOOSOFT offers the Access Manager, a fully automated solution for file servers, SharePoint, Active Directory and third-party systems. It standardizes the routine tasks of user and permission management. Not only individual tasks, but entire process chains are optimized, resulting in far lower resource usage and error rates. This allows you to sustainably reduce operational efforts, while at the same time increasing information security through monitoring, auditing and transparent reporting for the data managers in your departments.

The Journey is rounded off by the ability for employees to reset forgotten passwords on their own, without having to contact the service desk – 24 hours a day, seven days a week.

Looking for

- Creating brand awareness for our BAYOOSOFT products in the IT-security and gaining knowledge about possible competitors within the Dutch market and how Dutch companies currently approach access & identity management.
- Connect with possible clients for our products that have a current need to automate their access & identity management processes and / or are looking for a self service approach to password resets.

Bite



Jochen Hahn



The Challenge

Employees must be at the right place at the right time with the right qualifications. With DISPONIC the assignments are planned efficiently. Working time law, earnings limits and many other basic conditions are taken into account. DISPONIC automatically calculates the complex gross wages with all supplements and allowances. Furthermore DISPONIC creates the invoice to the end customer. Modules and functions, such as mobile time recording, clock-in control, cycle planning, ensure a smooth operational process and time savings of up to 80%.

The Solution

Disponic (<https://www.disponic.de>): is a modular software for fast and up-to-date communication and work planning, for personnel administration and accounting, for wage calculations and invoicing. Web based functions for employees, customers and sub-contractors offer the advantages of cloud computing. Further, Bite AG offers trainings, consulting, technical support online or on site.

Looking for

- Potential customers: security surveillance service companies with more than 50 employees.
- Potential partner: companies with the same target market (see above). For example: companies developing guard control systems.



Cyber Resilience Solutions



Bernd Günßler

Cyber Resilience Solutions

The Challenge

Our mission is your active security. We help you reduce the risk and impact of cyber attacks.

The Solution

Three core functions: Detect, Analyze, Report. Proactively discover systems and services. Analyze detected targets as an attacker would. Report results and propose solutions. Perfect products for your active security. Management features, always up-to-date security feed for companies of all sizes. Automated vulnerability management and compliance audits with compliance guidelines. Reliable and long-time maintained products with excellent manufacturer support from Germany.

We offer solutions for all requirements and company sizes. We help you master everyday IT threats. Choose from three product lines, or combine: Hardware, Virtual & Cloud Services, Continuously updated Security Feed with more than 88,000 vulnerability tests and policies, Professional Services by Greenbone Networks and partners, and Greenbone vendor support.

Looking for

- We want to meet with local IT partners, multipliers, potential customers and advisors throughout all industries.

DriveLock



Arved Graf von Stackelberg



The Challenge

Digitalization creates great opportunities for enterprises, but also expands the surface for cyber-attacks. Fragmented and siloed technology environments hinder effective threat protection. A modern endpoint security solution combines critical security controls on one platform, integrating prevention, data protection, detection and response procedures, and a centralized policy framework. Cloud services enable easy access to security controls from anywhere, at any time.

The Solution

The DriveLock Zero Trust Platform reliably protects people, businesses and services from cyberattacks and the loss of valuable data. It combines the elements of Data Protection, Endpoint Protection, Endpoint Detection & Response. Both from the cloud as a managed service and on-premises. Our strengths lie in the areas of media control (drive & device control), application control (allow-/block-listing), malware defense, encryption, integration of MS BitLocker management, MS Defender antivirus, vulnerability management, inventory, security awareness, threat detection & response, with an open platform ready for strategic & technical partnerships. We protect sensitive data across platforms, anywhere, anytime. We provide today's enterprises with a modern endpoint security solution that identifies sensitive data, controls authorized access and prevents data loss through appropriate prevention measures.

Looking for

We are actively seeking to connect with potential partners, clients, and investors to help us grow our business and gain market share. To achieve this, we are focusing on competitive positioning in both the midmarket and enterprise markets, creating awareness of our brand and solutions, analyzing market trends to stay ahead of the competition, understanding customer needs to tailor our offerings, and successfully closing contracts with clients. Our goal is to drive revenues in existing markets and expand into new verticals, and we believe that partnerships and investments will be crucial to achieving this.

ECOS Technology



Paul Marx



The Challenge

Customers coming from federal agencies, EU and NATO institutions, the federal army, the defense industry and suppliers have high security requirements for their IT. Especially remote working or videoconferencing requires products that have been specifically approved for use with information classified as EU/NATO-RESTRICTED. These products are normally very expensive and often inflexible to use.

The Solution

The ECOS SecureBootStick provides a highly secure access to central data and applications from a standard notebook or PC – even with private devices. The solution is approved for EU/NATO-RESTRICTED and available at a reasonable price.

ECOS SecureConferenceCenter is an on-premises videoconferencing platform with the usual functionalities. Inside secure networks, any standard browser can be used to access video conferences. In insecure networks, video conferences with content classified as EU/NATO-RESTRICTED can be accessed securely in combination with the ECOS SecureBootStick.

Looking for

Partners: We are looking for partners from businesses focused on the above-mentioned target groups. Our solutions allow them to generate new business, acquire new customers and sell our products in combination with their services.

Potential Customers: We are looking for customers with high security requirements in the areas of remote working and videoconferencing, in particular for customers who have to comply with regulations on information classified EU/NATO-RESTRICTED and who are interested in getting to know and evaluating our solutions.



Edgeless Systems



Thomas Strottner



EDGELESS
SYSTEMS

The Challenge

Public cloud services grow in popularity for many reasons. However, according to IBM's "Cost of a Data Breach 2022" report, 45% of breaches occurred in cloud environments. Due to the risks of hackers, malicious cloud admins and foreign governments, many applications, personal data, and IP cannot move to the cloud.

The Solution

With Constellation, we have developed the first always-encrypted Kubernetes. The software leverages confidential computing technology to isolate entire clusters from cloud infrastructure. Thus, when our customers use Constellation to deploy their application on public clouds, they ensure that hackers, cloud admins, datacenter employees and foreign governments can never access any data or code. Constellation runs on all major cloud platforms like Azure, Google Cloud and AWS. It is compatible with any containerized app and delivers outstanding performance at infinite scale. The software is open source (www.github.com/edgelessys/constellation), and an installation takes only a few minutes. We work with Dutch companies already and Constellation is listed as a compliant Kubernetes solution for the Dutch public sector on Haven/Commonground (www.haven.commonground.nl/techniek/aan-de-slag).

Looking for

- Creating awareness for confidential computing and our unique cloud security solutions and getting feedback from IT/cybersecurity stakeholders in private companies and public sector organizations.
- Connecting with potential customers such as IT/cybersecurity decision makers, especially in healthcare, financial services, telco & technology, energy & utilities, as well as in the public sector.



Constellation
The always encrypted K8s



Maximilian Beer



The Challenge

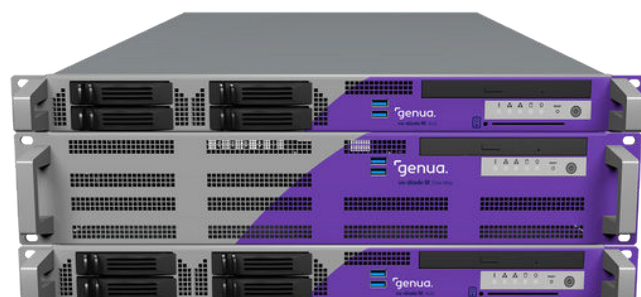
Digitization brings organizations a wide range of potential. With increasing networking, however, the risks of cyber attacks also increase. Organizations need a trustworthy IT security expert and solutions to minimize the risks of digitization and to be able to successfully develop their business today and in the future.

The Solution

With its proven and innovative IT security solutions, genua makes the risks of digitization manageable. We have more than 30 years of knowhow and experience in research and development of IT security solutions such as firewalls, IDS/IPS, VPN gateways, secure remote working tools, secure remote maintenance access & monitoring systems, etc. Today, we offer an extensive IT security portfolio made in Germany for demanding enterprise and government customers that meets the highest international security standards proven by recognized approvals, certificates, and recommendations.

Looking for

- Finding partners and contacts in authorities



LocateRisk



Alexander Feldmann



The Challenge

More cloud systems, complex supply chains, and growing third-party IT landscapes make protecting the organization-wide attack surface a challenge.

The Solution

Protect your organization with efficient and traceable external surface management solutions. LocateRisk provides a comprehensive solution to protect the organization-wide attack surface. Our External Surface Management Plattform allows clients to assess, compare, and monitor their IT security posture across subsidiaries, business partners, and suppliers. Through real-time monitoring, proactive alerts, and efficient mitigation, we enable the identification and remediation of potential vulnerabilities. Results can be displayed in different formats, like mangement reports, to provide simplicity and understandability throughout the process.

Trusted by a diverse range of customers, including medium-sized companies, large corporations, ministries, cities, KRITIS operatos, IT system houses, and insurance brokers, our solution ensures efficient and traceable risk management.

Looking for

- Connecting with potential foreign partners (managed service providers, system integrators, cyber security experts and auditors, cyber insurance companies & brokers)

Rohde & Schwarz



Richard Nootebos

ROHDE & SCHWARZ



The Challenge

Protecting data becomes exceedingly complex and labor intensive with the advances of technologies like Quantum Computers and AI. Preventive methods based on Zero-Trust principles add significant value to security processes, reduces cyber security risks and minimizes the amount of work for IT Security specialists

The Solution

We provide strong, high speed crypto solutions for connectivity between data centers and locations. And we provide a secure environment for workstations. All our solutions are designed and build in Germany, and where needed, certified by the German BSI, as well as NATO and EU on restricted level.

We also provide Zero-Trust Internet Access solutions to reduce the attack surface for cyber risks by providing multiple layers of separation without changes to the existing environment.

Looking for

- Create awareness for our zero-trust internet access solution
- Find potential government customers for our high-speed Ethernet cryptographic solutions
- Connect with potential cyber security business partners that have a focus on Zero-trust principles
- Build relations with critical infrastructure organizations like healthcare, water management, energy, finance, railways etc. around Cybersecurity requirements and NIS 2.0.



Bas Van Erk



The Challenge

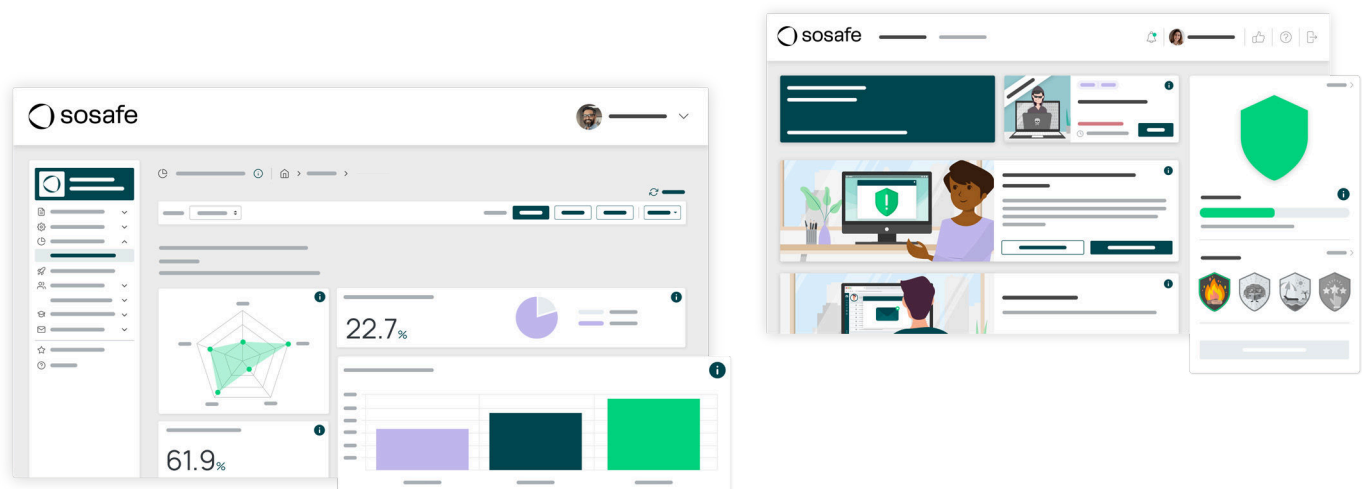
Based on the learning theory of "incidental learning", the e-learning is combined with a spear phishing simulation that helps users understand, recognise and neutralise cyber threats. Intelligent attack simulations trigger psychological behaviours that lead to unsafe decisions - SoSafe analyses the behaviour after the fact and teaches employees how to recognise and neutralise future threats.

The Solution

SoSafe empowers organizations to build a security culture and mitigate risk with its GDPR-compliant awareness platform. Powered by behavioral science and smart algorithms, SoSafe delivers engaging personalized learning experiences and smart attack simulations that turn employees into active assets against online threats. Comprehensive analytics measure ROI and tell organizations where vulnerabilities lie. The platform is easy to deploy and scale, fostering secure behaviour in every employee.

Looking for

- New clients in the Netherlands – our solution is sector agnostic in the corporate and enterprise sector. Over 2 500 companies and 1,7 million users trust our solution.
- Creating brand awareness in the Dutch market. As a market leader in DACH, we are now expanding to the Netherlands to provide our solution to the local market.
- Connect with potential (foreign) partners who are also active in the Cybersecurity area.
- As a cybersecurity awareness vendor, we are interested in networking with partners such as IT resellers, MSPs & MSSPs etc.
- Technology alliances with Dutch companies whose solutions have synergies with ours in order to help CISOs with their technology stack.



Telent



René Odermann



The Challenge

A virus paralyzes the computer. Nothing works anymore. Cyber attacks in industrial environments can have dramatic consequences: Production downtime, loss of sales, damage to the company's image. The increasing convergence of traditional IT and operational OT makes it easier for cyber criminals to gain access to sensitive operational and process data. Conventional firewalls are no longer a solution. What is needed are modern security architectures.

The Solution

telent GmbH offers customized technology solutions and services in the area of Critical Infrastructures (CRITIS), digitalization and Industry 4.0. In the networking and automation of digital business processes, telent relies primarily on comprehensive expertise in the areas of cybersecurity, modern IP and operational networks, PMR, IoT, wireless access (pLTE / 5G) as well as technology and infrastructure services, including for electromobility. The company is contributing its expertise to the establishment of a suitable IT / OT infrastructure in order to realize smart energy and smart transportation applications as well as solutions for industry and the public sector more quickly.

Looking for

- Connect with potential partners and customers in the critical infrastructure, with focus on the energy and water sector as well as manufacturing companies
- OT / SOC Cybersecurity projects in the Netherlands



Contact Persons

psps business abroad



Monika Sanders
Managing Director
msanders@psps-ba.nl



Carl Jacob Sturm
Project Manager
sturm@psps-ba.nl



Thomas van den Boogerd
Project Manager
vdboogerd@psps-ba.nl