



Be Wiser Meets Silicon Valley

BE WISER: BUILDING ENTERPRISES – WIRELESS AND INTERNET SECURITY IN EUROPEAN REGIONS



This project has received funding from the European Union's Seventh Framework Programme for research, technological development and demonstration under grant agreement no. 319907



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February 29th – March 04th 2016
San Francisco, CA, USA



Be Wiser Project

“Building Enterprises – Wireless and Internet Security in European Regions” (Be Wiser) is an FP7 Region of Knowledge project.

Be Wiser Goals

- Helping companies become more competitive by enhancing access to research excellence, funding mechanisms and innovation through the improved interconnection of the actors in the field of Wireless and Internet Security;
- Promoting the collaboration, exchange and dissemination of policy initiatives and best industry and policy practices at European level and beyond;
- Sharing knowledge between the different regions through inter-clustering;
- Developing targeted actions for cluster actors especially for SMEs (via support to open innovation, commercialisation, internationalisation and technology partnering);
- Implementing targeted internationalisation strategies and pilot actions to demonstrate their feasibility and impacts;
- Preparing Be Wiser clusters' members to exploit opportunities offered by EU-framework programmes such as H2020 and COSME.

Be Wiser Partners

The Be Wiser Consortium partners consist of seven ICT Triple Helix Clusters (THCs), drawn from different EU members states, namely:

- Systematic – Lead partner, and the Paris Region (France) ICT Triple Helix cluster
- Cork, Ireland – IT@Cork with its business membership plus relationships with the Cork Institute of Technology (including the NIMBUS Centre) and Cork County Council, form the Irish Triple Helix Cluster.
- Momentum, Invest NI and CSIT in Queens University combine to form the Northern Ireland Triple Helix Cluster
- CyberForum Germany – the Baden-Württemberg (Germany) ICT Triple Helix cluster
- Eurecat – (Spain) ICT Triple Helix cluster
- ICT Technology Network – the Slovenian ICT Triple Helix cluster
- Cyprus Computer Society (CCS) – a developing ICT Triple Helix cluster (Cyprus)

THCs support and animate a network of businesses, regional centres of research & technology, and public authorities responsible for investment in economic development.

These clusters share a common objective of stimulating ICT and Wireless and Internet Security innovation, but operate in different ways, bringing together different strengths and expertise. Through this project, the clusters can offer a greater breadth of competence to the marketplace and can exchange successful practices. They can also achieve a critical mass to attract additional ICT clusters into the network. The internationalisation aspect of the project will identify links with expert clusters which are already in place, with the goal of further developing these linkages during the Be Wiser project. In addition to the Be Wiser technical THCs the inno Group provides benchmarking analysis support.



Be Wiser Partners





Be Wiser Internationalisation Strategy

The ICT and Cybersecurity sectors are regarded as the most innovative sectors in the European Union, of utmost importance both as an industry in itself and for other sectors. While globalisation in the ICT field is not new, there is a consensus that its nature has deeply changed and a new wave of internationalisation has begun. While these developments can be an opportunity, they can also put substantial challenges to a heterogeneous industry. SMEs in particular find themselves in a disadvantaged position compared to larger competitors regarding internationalisation.

In the EU, clusters are seen as a key instrument to support SMEs, and to remove typical hurdles associated with smaller firm size. International cooperation between companies can be facilitated if they are affiliated to a network or cluster. Companies may benefit from clusters in internationalisation, as well reputed clusters can help to draw the attention of foreign companies and potential partners and customers to companies within the agglomeration.

For this reason, the Be Wiser project prepared a well defined action plan towards internationalization. As part of the initial phases of the project, V-LINC analysis (Visualisation of Linkages In Networked Clusters; <http://www.cit.ie/vlinc>) was applied to the project partners, to help the network/cluster and their local policy makers understand each region's ecosystem, while also assessing current levels of internationalisation.

Furthermore, an internationalisation synergetic platform has been developed and implemented to reach the defined goals and aims, including two different tools: Be Wiser Connect (<http://bewiserconnect.cit.ie/connect>) and the Business Roaming agreement (<http://clusterize.org/>).

Trade missions are part of the Be Wiser Joint Action Plan, in order to ensure that the market requirements and business needs of the ICT sector are addressed through the facilitation and development of technological and business relationships between actors associated with Be Wiser clusters. To obtain effective and concrete collaboration, Be Wiser must reach out to international organisations and regions engaged in relevant activities. In order to achieve this, Be Wiser is organising international trade missions in targeted regions outside the EU, which coincide with relevant technical conferences in the field of ICT and Cybersecurity. Trade missions are frequently mentioned in the how-to-export literature as an established mechanism to quickly develop sales in foreign markets. Participants can learn about doing business in host market(s), and gain exposure to the social and business cultures while experiencing first-hand the services offered by the host country.



Program

The Be Wiser project organizes a business delegation tour in San Francisco and Silicon Valley during the RSA conference week, one of the most relevant Cybersecurity fairs in the world, assuring a high concentration level of cybersecurity companies, entrepreneurs and policy makers. The Be Wiser delegation includes project partner representatives from Systematic Paris Region, CyberForum e.V., Eurecat and Invest Northern Ireland, in addition to representatives of cybersecurity-focused companies from France and UK. A detailed description of the participants follows.

Business delegation tour in Silicon Valley – 29.02.2016

Silicon Valley is the world leading hub and startup ecosystem for high-tech innovation and development, accounting for one-third of all of the venture capital investment in the United States.

Among others, Silicon Valley hosts companies such as Google, Facebook, Apple Inc, Adobe System, Juniper Networks, Tesla Motors and Netflix. No need to mention the presence of one of the world's most prestigious institutions: Stanford University.

The Be Wiser group will have the chance to spend one full day in Silicon Valley, the very high paced world leading ICT ecosystem, to learn from success stories and establish new connections overseas. A description of the hosting companies and/or institutions is included in this booklet.

Be Wiser brokerage networking event @French Tech Hub – 02.03.2016

CYBERSECURITY TECHMEETING - By the Open Innovation Club

The Open Innovation Club aims to foster Open Innovation between all stakeholders involved in the innovation ecosystem: large companies, startups, research labs and universities. The Club organizes monthly TECHMEETINGS to foster business relationships between startups and corporations from the U.S and France. This special edition is sponsored by the Be Wiser project and focuses on wireless security. The complete Be Wiser delegation will attend the event, and each company's representative will have the opportunity to pitch to the audience.

RSA Conference 2016, 29.02-04.03.2016

The RSA® Conference is the premier series of global events where the world talks security and leadership gathers, advances and emerges. RSA Conference events are where the security industry converges to discuss current and future concerns and get access to the people, content and ideas that help enable individuals and companies to win, grow and do their best.

The Be Wiser companies' delegates consider this conference the place to meet a wide range of parties –customers, technology partners and investors- in the Cybersecurity field.



Business delegation tour in Silicon Valley

Monday, February 29th 2016

Meet&Greet @ Moscone Center South, 747 Howard St San Francisco, CA 94103, USA (RSA Venue)	7:30 AM
Departure to Silicon Valley	7:45 AM
Stanford University Logic Group - Computer Science Department Stanford University. General overview on Stanford University and Introduction to the Department - Q&A session	9:00 – 10:15 AM
Transfer	10:15 – 10:45 AM
Singularity University Thomas Kriese Vice President, Community Development & Engagement Campus and Innovation Lab visit	10:45 – 12:45 AM
Transfer	12:45 – 1:15 PM
Business Lunch	1:15 – 2:00 PM
German Silicon Valley Accelerator Max Sagasser Operations and Business Development Manager Tour & Presentation – Q&A session	2:00 – 3:30 PM
Transfer	3:30 – 4:00 PM
PlugAndPlay Tech Center Sascha Karimpour VP Corp. Relations DACH Tour & Presentation of the Ecosystem – Q&A session Introduction of two PnP startups	4:00 – 6:00 PM
Departure from Silicon Valley	6:15 PM
Arrival to SF and Get-together Dinner @ the Barrel Room SF 415 Sansome Street, San Francisco, CA 94111	7:30 PM



OPENTRUST



Real-time Risk and Security Intelligence



seven technologies group



CYBERSECURITY TECHMEETING

Powered by the Open Innovation Club

Wednesday, March 2nd 2016 @5:30PM

Registration	5:30 PM
Introduction	6:00 PM
Panel featuring Open Innovation Club Members and Invited guests Insights and Trends on Cybersecurity	6:10 PM
Pitching Companies 	6:30 PM
Networking Cocktail	7:30 PM

The Open Innovation Club (OIC), launched in San Francisco in 2014, is a collective of large French and American companies aiming at fostering open innovation across all stakeholders in the innovation ecosystem. The OIC provides French and American corporations-members a platform to efficiently access, manage and integrate innovation generated by the interaction of French and American private and public organizations. The Club was founded by EDF R&D USA, TOTAL New Energies, Renault Silicon Valley, PRIME, The French Tech Hub and the French Consulate in San Francisco. The Club organizes monthly TECHMEETINGS to foster business relationships between startups and corporations from the U.S and France.

This special edition is sponsored by the European Project Be Wiser on Wireless and Internet security.

Venue: French Tech Hub office 2325 Third Street, Suite 231, San Francisco, CA 94107





Hosting Institutions in Silicon Valley

Stanford University

Logic Group, Computer Science Department, Stanford University

The **Stanford Logic Group** (<http://logic.stanford.edu/>) is a multidisciplinary research group operating within the Stanford Computer Science Department (<http://www-cs.stanford.edu/>). Members of the Group include faculty, staff, and students from Stanford along with visiting professionals from companies and other universities.

The research focus of the Logic Group is Computational Logic. Computational Logic is that branch of Computer Science concerned with the representation and processing of information in the form of logical statements. Everyone is familiar with the ability of computers to compute with numbers. Our interest is in endowing computers with logical reasoning abilities as well.

Our research in this area includes topics in Automated Deduction, Constraint Satisfaction, and Deductive Databases. Topics of special interest right now include Differential Logic, Reformulation, Paraconsistent Reasoning, Updating Databases through Views, Extensional Reasoning, Logical Spreadsheets, Data Integration, and General Game Playing.

Although the Logic Group is concerned primarily with theoretical research, we have a strong commitment to the application of theoretical results to problems of commercial and/or social value. Work on such applications is a way to validate our results and points to problems in need of further research. At present, we are concentrating primarily on applications of Computational Logic in Enterprise Management, Computational Law, and Electronic Commerce.



Singularity University is a public benefit corporation that provides educational programs, innovative partnerships and a startup accelerator to help individuals, businesses, institutions, investors, NGOs and governments understand cutting-edge technologies, and how to utilize these technologies to positively impact billions of people.

Singularity University's mission is to educate, inspire and empower a global community of leaders to leverage exponential technologies to develop solutions to humanity's most difficult challenges. We call these challenges Global Grand Challenges— education, energy, environment, food, global health, poverty, security, water and space—and we strongly believe they represent the biggest opportunities to positively impact billions of lives.

Within the campus, the Singularity University Lab is an open innovation campus where large organizations, startups and field impact partners come to use exponentially accelerating and converging technologies to create new sustainable business solutions and tackle the world's most challenging problems.

Thomas Kriese, Vice President, Community Development & Engagement

Thomas Kriese has been designing and managing the way people interact online for close to 20 years, from the early years of modem-accessed bulletin board systems to today's platforms that link, tweet, pin and like.

At SU, Thomas heads up the community development and engagement efforts globally. He is responsible for refining and executing on our global community strategy, and working collaboratively with the local community leadership around the world. He represents the community and its interests inside the wider organization and is creating a scalable infrastructure for growth and build out.

After cutting his online teeth in early-90s San Francisco, he went to work for America Online in 1996 designing content programming models before launching AOL Hometown, the member-created home pages community. Thomas joined the AOL Time Warner Foundation in 2000 to help grantees incorporate technology and online communities into their work, and then came back west to the Bay Area to work as executive producer for Omidyar Network running its experimental online community. Since 2009, he has been helping his consulting clients harness the problem-solving power within their online communities and networks.

Thomas has a degree in Linguistics from the University of California at San Diego. When he's not spending quality time with his wife and three daughters, you can find him swimming, biking and running his way into fitness. And yes, he's the urban chicken guy.

Contact Information

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About

The **German Accelerator** (<http://germanaccelerator.com/>) is a German-government sponsored accelerator which supports German startups to enter the US market via the Silicon Valley and New York ecosystem. During the three month acceleration program, startups receive hands-on mentoring, assist lecture style workshops, and gain access to office space. The program is open to a broad range of startups from all tech related sectors. Ideal participants generate domestic revenue, enjoy customer traction and have the potential for category leadership in a large, global market.

The Accelerator Program

The accelerator's vision is to foster the international growth of German tech startups by supporting them with an effective and efficient entry into the U.S. market.

During the program, startups face the dynamic and competitive U.S. environment and benchmark product, team, and business model. They actively engage with customers, establish relationships, adjust communication styles, validate product/market fit, and connect with potential investors. Experienced mentors (serial entrepreneurs & industry experts) continuously challenge assumptions and provide feedback, while startups execute on reaching set milestones and objectives.

After the initial program period, startups have the opportunity to extend their participation for an additional nine months. The focus of an extension is on business execution, company building, and financing.

Dirk Kanngiesser, CEO and founder

Dirk is a technology startup entrepreneur and investor living in Silicon Valley. He has more than 25 years of startup, operational and investing experience in Europe and the US, being instrumental in founding a number of startups. Before founding the German Accelerator

Contact Information

Max Sagasser: Operations and Business Development Manager

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Sascha Karimpour

VP Corp. Relations DACH

Plug and Play (<http://plugandplaytechcenter.com/>) is a global innovation platform for startups, corporations, and investors.

Every year, we review 4,000 startups, invest in over 100, and run industry-specific accelerator programs.

We provide investments alongside 180 leading Silicon Valley VC partners, and help 300 corporate partners to license, pilot, and co-invest.

With more than 365 networking events per year, office space on demand, and corporate introductions, we have created the ultimate startup ecosystem.

The innovation platforms run 12-week programs hosted in Silicon Valley. 25-30 startups in each vertical will work on developing technologies that define their sector. From wearables to point-of-sales tools, the startups accepted into the platforms are collectively selected by us, our corporate partners, and industry experts. Among others, our Internet of Things platform allows forward-thinking corporations, VCs and startups to collaborate. The results from the 12 weeks include; pilots, investments, licensing, and powerful technology. The Fintech and Security platform created an ecosystem of financial and security companies – from corporations, to early-stage startups. Everyone within our ecosystem is influencing the financial services industry of today.

The visit is organized by:

Candace Widdoes, SVP Corporate Relations

Christian Kunz, Manager European Relations (Switzerland, Spain, France)

Yael Oppenheimer, International Operations

Jupe Tan, VP International Operations



Be Wiser Clusters

Systematic Paris Region Digital Ecosystem



About

Systematic Paris-Region is an innovation and technology cluster dedicated to digital and software with more than 800 key players from industry and academia. Through its nine Technology groups, the IT cluster is managing a whole ecosystem to stimulate collaborative innovation and growth at the intersection between 8 eight technological markets with a strong social dimension (Transport, Energy, Telecoms, Security, Health, Smart Cities, Information Systems and the Factories of the Future) and 2 areas of technology (Free & Open Source Softwares and Complex Systems).

Systematic Paris-Region has facilitated the development of 470 collaborative projects, representing an overall R&D investment of approximately 2.5 billion euros. (An investment shared between the private and public funds)

The IT cluster s mission is also to develop an ecosystem for growth that is conducive to the development of SMEs into middle-market companies. This dynamic ecosystem brings together more than 800 SMEs, accounting for more than 35,000 jobs in the Software, Systems, Optics and Electronics sectors.

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CyberForum

HIGHTECH. UNTERNEHMER. NETZWERK.

CyberForum e.V.

About

CyberForum e. V. is one of the largest and fastest growing IT-networks in Germany and part of the largest Software-Cluster in Europe. Addressing successfully emerging trends is enabling the cluster to gain and maintain global visibility.

As a non-profit association founded in 1997, it is a support organisation for IT and Hightech startups and young entrepreneurs in the TechnologyRegion Karlsruhe (TRK) with more than 1,000 members, including regional public authorities, SMEs, large enterprises, and research institutions (e.g. Karlsruhe Institute of Technology (KIT): joint body of University of Karlsruhe and Forschungszentrum Karlsruhe, Forschungszentrum Informatik (FZI) and Fraunhofer IITB). Approximately 75% of CyberForum's members are SMEs, which together employ over 23,000 people in the region of Karlsruhe - this has led to the European Cluster Observatory designating Karlsruhe as one of the most prominent European ICT clusters. Cutting edge projects have contributed to the local development of technologies that will shape the future of Internet and IT- based services.

In its function as networking platform CyberForum arranges over 140 prescriptive events to support its members annually. Specific services & concepts have been designed for all developmental stages of the corporate life-cycle, from startup consulting, mentoring & coaching to a business congress.

In December 2013, CyberForum was awarded the Gold Label of the European Cluster Excellence Initiative by the European Secretariat for Cluster Analysis - www.cluster-analysis.org.

In October 2014, CyberForum took responsibility for the "Business Roaming Agreement" (BRA, www.clusterize.org), which offers its member companies the possibility to use a worldwide infrastructure & access to events, meeting points, offices & conference rooms – from Malmö via London to Hong Kong. The main goal of this network is to support the internationalisation of its member companies. At the same time, BRA is open for other clusters to join.

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Eurecat



About

Eurecat, the big industrial technology provider of Catalonia offers business services applied R & D, technology services, technology consulting, training highly specialized development of innovative products and services, and promotion and dissemination of technological innovation.

Eurecat directs its activity in all sectors, but especially to seven main strategic areas: Energy and Resources, Industrial systems, Food, Design-based industries, Mobile sustainability related industries, Healthcare industries and Cultural and experience based industries.

A multidisciplinary and multinational team of scientists and technologists working in more than 160 projects of applied R & D, aimed at the acquisition of new knowledge for transfer to specific applications and solutions that meet the needs of the industrial sector.

Contact Information:

Joan Mas Albaiges

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Invest Northern Ireland

About

As the regional business development agency, Invest NI's role is to grow the local economy. It does this by helping new and existing businesses to compete internationally, and by attracting new investment to Northern Ireland.

Invest NI is part of the Department of Enterprise, Trade and Investment and provide strong government support for business by effectively delivering the Government's economic development strategies.

Invest NI offers the Northern Ireland business community a single organisation providing high-quality services, programmes, support and expert advice.

It principally supports those businesses that can make the greatest contribution to growing the Northern Ireland economy. These are businesses that have ability to grow and drive productivity in the economy and are keen to export their goods and services outside Northern Ireland

Contact Information:

Pat Doyle

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Cork Institute of Technology

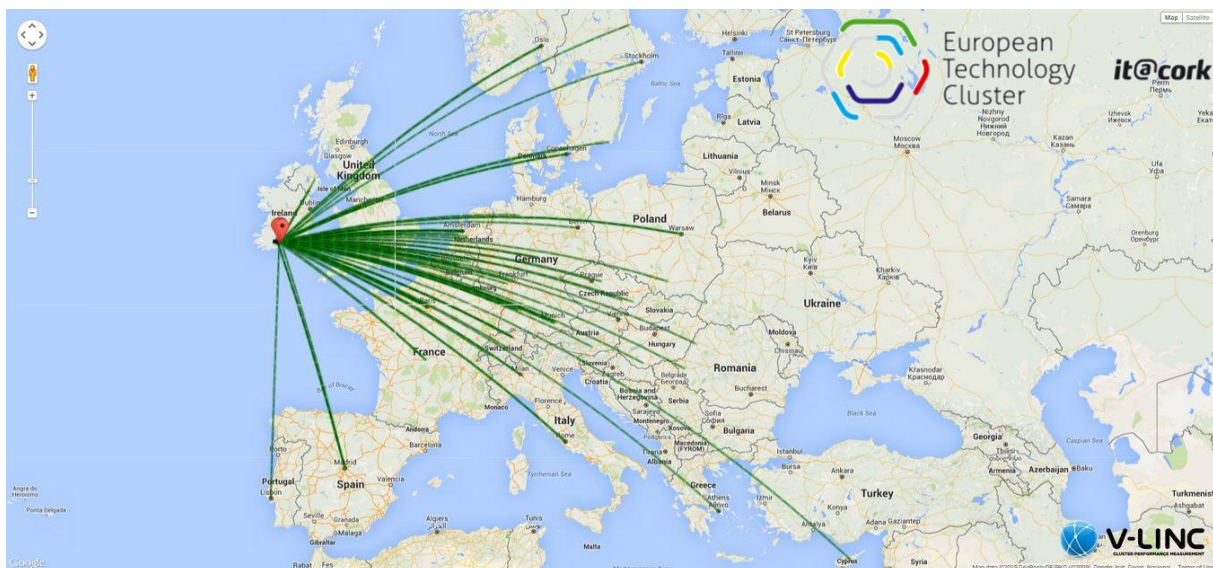


About

CIT is a publicly funded third-level education provider located in Cork, Ireland's second-largest city located in the South West. With over 15,600 enrolments and 1,500 staff, CIT is one of Ireland's largest Institutes of Technology and offers undergraduate and postgraduate programmes up to PhD level.

CIT has a track record of research and has industry focused research centres (1) NIMBUS Centre for Embedded Systems Research <http://nimbus.cit.ie/> (2) MEDIC Medical Engineering and Devices Innovation Centre <http://www.medic.ie/> (3) CAPPA – Centre for Advanced Photonics and Process Analysis <http://www.cappa.ie/>.

CIT is engaged on a number of EU projects in relation to clustering including Be Wiser and REMCAP. In Be Wiser CIT were responsible for the V-LINC analysis across the seven partner European ICT clusters to 1) visualise the connections that clustered firms have at local, national, European and International scopes, 2) to develop individual policy recommendations for each cluster as an input into their Regional Agendas and 3) to support engagement between the partner clusters through 'Be Wiser Connect' an online match making tool which showcases over 80 ICT firms across Europe and the US. The purpose of this tool is to facilitate introductions and connections between firms within these regions, in order to promote collaboration and create linkages between clusters <http://bewiserconnect.cit.ie/>.



The image above showcases the European linkages of the European Technology Cluster – it@cork located in Cork Ireland <http://www.itcork.ie/> with the V-LINC analysis software.

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Cyber Security Companies

Seven Technologies Group



seventechnologies**group**

About the Company

Seven Technologies Group operates in the defence and security market, selling to customers around the world. The company has a sales office in Abu Dhabi as well as 3 sites in the UK. The business is set to achieve revenue of £20m in the current financial year and employs 150 people.

Vision and mission

The mission of Seven Technologies Group is to provide a single focal point for its customers in order to deliver all aspects of their technical security and surveillance needs, offering only the highest level of expertise in each separate field – punctually, reliably and with integrity.

Nicholas Hudson, CFO

For the military and law enforcement sectors Seven is a single focal point for its customers, delivering all aspects of your Intelligence, Surveillance and Reconnaissance needs.

For the commercial and industrial sectors, Seven specialises in the field of rugged electronic systems and provides a range of solutions for Asset Management, Site Security, Cyber Security and Machine-to-Machine applications.

Seven's approach to everything starts with the customer and its dedicated team shares their unique technical expertise and practical experience to deliver cost-effective and enduring solutions for both simple and complex requirements.

Interests and Expectations

To understand the latest trends and developments in cyber security.

Contact Information

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B-Secur

About the Company

With beginnings in Belfast, Northern Ireland, B-Secur has invested heavily in research and development of ECG as a commercial biometric for authentication. We have a number of existing patented technology solutions including B-Secur Tracker, B-Secur Smartcard and B-Secur Mobile, all aimed at making the experience of authentication more secure, convenient and cost effective for the end user. Our strength lies in developing enterprise solutions that fit into many current and future applications across multiple industry sectors. With an injection of seed-funding in 2015, we have been able to accelerate our technology development into commercial adoption primarily to enterprises. We were finalists in the Accenture's 2015 Fintech Innovation Lab Dublin, Google's Adopt-A-Startup programme, featured at Mobile World Congress and cited by Silicon Republic as one of their Top 30 fintech startups of 2015. Our Board comprises a number of experienced business entrepreneurs and investors and we have established an Advisory Board with leading executives from the world of financial services, technology and science. We work with an expert partner network to support our specialist teams in engineering, science, technology, algorithm development, cybersecurity and sales / marketing. B-Secur has multiple potential commercial applications focusing on logical and physical access and Financial Service industry sector for the consumer and enterprise using ECG for biometric authentication. These markets are hot for biometric security solutions and our initial product portfolio includes a patented ECG Smartcard, ECG smartphone case, STAK (Secure Transaction Authentication Key) and SmartATM. We also hold a patented wearable Tracker solution.



Vision and mission

We are B-Secur – bringing you the next level of digital security with ECG biometrics. We use each individual's unique heartbeat pattern or ECG, to quickly and securely verify identity, one of the most secure and robust internal biometrics currently available. First generation 'external' biometrics including fingerprint, voice and iris are now commonplace – B-Secur represents the next generation of 'internal' biometrics that are potentially more secure, convenient and cost effective. It's time to move beyond passwords and PINs towards more sophisticated security solutions.

Adrian Condon, CTO

Adrian has an impressive track record in new product design, leading technical teams and delivering strategic new sensor electronics technology across industrial, automotive, aeronautical and medical device industries. Adrian is responsible for overseeing the development and delivery of our technology solutions to customers

Interests and Expectations

We are in the process of developing our North America positioning strategy, so this visit is extremely timely to meet a wide range of parties (customers, technology partners, investors) in the Bay area. Also, we are a biometrics security company and RSA conference is our meeting place for some of our most recent business partners.

Contact Information

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Kainos



About the Company

Kainos is a high-growth IT services company providing digital technology solutions and agile software development to enterprise customers. Kainos is an industry digital leader, works in Healthcare, Government and Private Sector, employs over 750 people, supports 150+ global customers and has 30 years' experience in delivering complex IT projects. We have 8 locations working across Europe and America helping our clients to work smarter, faster and better.

Vision and values

Enable outstanding people to create digital solutions that have a positive impact on people's lives.

Determined: Overcome obstacles and get the job done; Achieve personal and team goals; Play a part and take pride in upholding Kainos' reputation.

Creative: Actively look for better ways to do things; Use your imagination to find fresh solutions to problems; Turn new ideas into clear and effective improvements.

Honest: Are always constructive when giving or receiving feedback; Are transparent in dealings with others; colleague or client; Are truthful in all commitments and statements.

Respectful: Treat others as you would like to be treated; Are encouraging and supportive to those you deal with; Accept the need for other skills and disciplines beside your own.

Cooperative: Unselfishly share information, knowledge and experience; Understand the mutual benefits of working in a team and a community; Consciously listen to others and keep an open mind.

Colm Connor, Infrastructure Architect

Colm is a Solutions-oriented Technical Architect experienced in designing, managing and delivering a broad range of large enterprise IT solutions in both private & public sector customer base. Colm has over 12 years of experience in the field of IT delivery. Areas of interest include: Cloud and Enterprise Architecture, Infrastructure Automation, Systems & Network Design, Technical and Project leadership, Software Defined Data Centers, Network Security & Remote Access Solutions, Business Requirement Analysis, Service & data migration, Data Integrity/Recovery/High Availability, Disaster Recovery & Contingency Planning.

Contact Information

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Cyberlytic



Real-time Risk and Security Intelligence

About the Company

Cyberlytic is a cyber security company with offices in Belfast and London. Our software applies machine learning to triage cyber attacks detected by existing security systems.

Our product, the Cyber Threat Profiler, provides real-time risk assessment of cyber attacks; increasing the effectiveness of security teams, by prioritising their workload and enabling them to respond immediately to the most dangerous attacks.

Vision and mission

Cyberlytic provides security intelligence software that prioritises the workload of security teams and reduces response times from cyber attacks from days to seconds.

Cyberlytic was founded on the belief that security intelligence should enable security teams to be more efficient and reduce the demand on human operators. Through research originally completed for the UK Ministry of Defence, Cyberlytic is the originator and owner of intellectual property relating to real-time risk assessment and prioritisation of cyber-attacks.

Stuart Laidlaw, CEO

Stuart Laidlaw is co-founder and CEO of Cyberlytic. Stuart has over 18 years' experience within the IT security domain, working for global security companies including BAE Systems, CGI and Fujitsu, where he was responsible for delivering large IT security projects. Stuart led several groundbreaking technology projects for UK government agencies before co-founding Cyberlytic in 2013.

Interests and Expectations

I'm looking forward to experiencing RSA and the tech scene in San Francisco for the first time. I would like to meet and network with cyber and tech companies with the aim of collaboration, partnerships and sales opportunities. I am also interested in meeting potential US investors. I want to raise the profile of Cyberlytic and build market sentiment as we head towards a large funding round in late 2016. I'm keen to meet the other NI teams and the wider INI and Be Wiser teams to build relationships and support the NI delegation during the planned tour.

Contact Information

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Opentrust

OPENTRUST

About the Company

OpenTrust is a leading provider of trust-based identity solutions for protecting digital identities, credentials, and data featuring strong authentication and digital certificate lifecycle management for any type of media or device (PC, smartphone, tablet, and badge, token). A pioneer of SaaS (Software as a Service) and benefiting from over 10 years of experience, OpenTrust offers a wide range of services which ensure digital identities are managed securely, providing digital certificates services to governments, industry, financial institutions and to end users across the globe. If France is OpenTrust's base and represents 75% of its turnover with more than 500 major accounts, the world is our playground with already thirty international clients. OpenTrust operates in Europe, the Middle East and the USA through a network of local resellers. Our products and services are available as software license or as a cloud service, from our high-security Datacenter (one of the 10 most highly secured locations in France), approved by the most rigorous French and international audits.

Vision and mission

Our vision: "the connected world will be open and trustworthy". Because we will be increasingly more connected to everyone and everything, everywhere and all the time, each individual, each object and each company must make itself known and recognised in order to communicate and work in a climate of complete trust. To remain open and trustworthy, the world needs OpenTrust.

Frédéric Garzon – US Sales Manager

Frederic Garzon is the OpenTrust representative in the US. A 12 year "veteran" in the PKI community, his mission is to develop the company's business through a network of partners (distributors, resellers, etc.) and to support them both on the business and technical side.

Rémi Blancher – Innovation Manager

Rémi Blancher is Head of Innovation at OpenTrust, where he is in charge of research projects and responsible for developing new trusted services. With 15 years of experience working in digital security, he served previously as R&D Manager and cryptography expert. Rémi is a graduate of Paris-Sud University. He has particular expertise in PKI, security architecture and project management.

Interests and Expectations

OpenTrust is thrilled to participate to the "Be Wiser meets Silicon Valley". We would like to meet new partners to help develop our technology, and to develop our business in the US with system integrators and IT companies, through distribution and/or OEM partnerships.

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Brainwave



BRAINWAVE

About the Company

Brainwave is an independent software vendor focused on IT security. Founded in 2010 by a team of 3 IT security professionals, experts in Identity and Access Management, Brainwave serves +60 large enterprise and international customers in Europe and North America (Canada).

Brainwave's Headquarters is based in Asnières sur seine, near Paris France and our North American office is in Montreal, Canada. In 2015 Brainwave had 30 employees and \$2,5 millions turnover.

Brainwave's Awards: Label France Cybersecurity 2016; IT Innovation Forum Security Award 2014; Gartner IGA Magic Quadrant 2013; Gartner Cool Vendor 2013 Security : Identity and Access Management; KuppingerCole Access Governance Leadership Compass 2013.

Vision and mission

Brainwave is a leading software vendor focused on Identity Analytics and intelligence. Our mission is to help businesses to fight against cyber risks, detect insider threats, attacks, and fraud with innovative GRC solutions. Brainwave strengthens IS security by a preventive and predictive analysis of the risks to which the company is exposed, wherever the applications and data are located on-premises or in the cloud.

Sébastien Faivre, CTO

Sébastien Faivre is Managing Director, founder and Chief Technology Officer (CTO) at Brainwave. Sebastien is in charge of innovation, product strategy and marketing. Sebastien has over 15 years' experience in the software industry where he has held key positions in engineering, product management, marketing and sales. Sebastien graduated from ISPG and University of Paris 13, in Network and Telecommunication engineering.

Interests and Expectations

Brainwave is eager to pursue aggressive growth and is looking at expanding its business in the USA. The delegation tour will be an outstanding opportunity for Brainwave to meet and network with influencers, investors and potential partners to develop our business in North America.

In addition our attendance at the RSA conference 2016 will give us the opportunity to listen to security market trends, meet and talk with partners, competitors, system integrators.

Our priorities and interests: US Market insight, Networking (Investors, partners, influencers), Advises about business development/market penetration in the USA.

Contact Information

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TrustInSoft



About the Company

TrustInSoft develops software that validates mission-critical software and eliminates attack vectors. Founded in 2013, the Paris-based company produces the TrustInSoft Analyzer, an advanced static source code analyzer that enables developers and integrators to exhaustively detect the most frequent and dangerous families of threat before deployment.

Vision and mission

To provide guarantees on software used in sensitive systems.

Fabrice Derepas – CEO and Cofounder

With a degree in engineering from École Polytechnique and a PhD from University of Paris 7, Fabrice started his career in the telecom industry as a systems architect, and then in startup companies as the CTO. Fabrice joined CEA in 2003, where he directed laboratory business development and then managed a department, leading programs and strategy for the LIST institute. In May 2013 he co-founded TrustInSoft, where he currently serves as the CEO.

Interests and Expectations

TrustInSoft already makes over 50% of its revenue in the San Francisco Bay Area. Our expectation is to even increase revenues in the telecom and IT industry in the US.

Contact Information

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DenyAll



About the Company

DenyAll is a French software vendor, an expert in next generation application security. Building on 15 years of experience securing web applications and services for mostly large European organizations, the company keeps on innovating to meet the needs of organizations of all sizes, worldwide. Its products detect IT vulnerabilities, protect infrastructures against modern attacks targeting the application layer and connect users to the applications which allows them to create and share information. The company leverages an ecosystem of value-added resellers, outsourcers, web hosts and cloud providers. A member of the Hexatrust alliance, DenyAll partners with other vendors to deliver innovative, integrated solutions

Vision and mission

Mission: as application security experts, we innovate to deliver solutions that effectively work. Vision: we will make application security even more effective than today and reduce its cost of ownership by integrating complementary technologies and leveraging the cloud.

Stéphane de Saint Albin, CMO & VP Business Development

Stéphane de Saint Albin has 25 years of experience in the IT industry. He has worked for large and small software vendors, including Microsoft, 4D and Symantec, in Marketing, Product Management, Business Development and Sales leadership roles. Before joining DenyAll, Stéphane launched the security business of Neowave, a French startup in the RFID and smart card space, in which he invested. Prior to that, he spent 11 years at Symantec, including 6 in the USA. Stéphane joined DenyAll in 2011. He is currently in charge of Corporate Strategy & M&A, Alliances & OEM Sales, Marketing, Sales in the Americas

Interests and Expectations

Following the successful integration of another European application security vendor (BeeWare, acquired in 2014), DenyAll is getting ready to accelerate its growth. The North American market is the obvious next frontier for us but we know it's a big market that requires a significant investment. We are coming to this RSA Conference with a view to making contacts with potential customers, strategic and financial partners, who can help us define a successful entry strategy. We are recognized by Gartner as a Visionary in the WAF market. We have been successful selling in Europe and North Africa, and more recently in the Middle East and South East Asia. Our nextgen solution enables the safe creation & sharing of data in an open digital world, by focusing on understanding the users' intent to make effective decisions. We intend to leverage our unique user behaviour capabilities to position DenyAll as innovative solution provider in the North American market. We see the Business Delegation Tour organized by Systematic has a great opportunity to make contacts, validate our value proposition and explore new opportunities.

Contact Information

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Wallix



About the Company

WALLIX is a software company offering privileged access management solutions for large and medium sized enterprises, public organizations and cloud service providers, helping their many customers to protect their critical IT assets including data, servers, terminals and connected devices.

WALLIX is a public company listed on Alternext, with a strong customer presence in EMEA. WALLIX has offices in Paris, New-York and London. Over 300 companies trust WALLIX to secure their IT systems, including Alain Afflelou, Danagas, Dassault Aviation, Gulf Air, Maroc Telecom, McDonald's, Michelin, PSA Peugeot-Citroën and Quick.

Vision and mission

Wallix AdminBastion Suite (or WAB Suite) gives the most effective route to security and compliance by reducing its users' biggest security risk – privileged access to IT – in the shortest possible time.

Customers report that deploying WAB Suite requires only 40% of the time needed for a similar deployment of a leading competitor. This led a leading analyst to conclude "WALLIX offers the fastest route to compliance".

With an unobtrusive architecture, full multi-tenancy, and virtual appliance packaging, WAB Suite is the easiest solution in its category to implement, use and manage. Its best of breed features which include password management, web access portal, access control and comprehensive session monitoring and recording can be deployed easily and securely on premise or in a hybrid cloud environment.

Jean-Noël de Galzain, CEO

Having begun his career in the production of cultural audio visual content (documentaries and historical drama), Jean-Noël De Galzain launched into multimedia publishing in 1995 with Best Of Media. In 1997, he was hired as CIO to develop digital projects in France and then abroad like the healthcare portals CLIHOP and Medinweb during two years. Remaining CIO, he acquired a small Open Source agency in 1999 to found Aurora which quickly became a French leading free software specialist. The company was sold in 2003 to the Business & Decisions Group. In October 2003, he founds WALLIX, the European leader of Privilege User Management, which he now leads within the IF Research Group, which he also founded in 1999. Jean-Noël De Galzain is also vice-President of the Systematic Paris Region ICT cluster, President of Hexatrux, a group of French Cybersecurity vendors, and advisor of the Telecom ParisTech school. Involved in multiple initiatives to help students & entrepreneurs to develop their startup, he has degrees in Mathematics and Economics.

Interests and Expectations

Wallix has generated a lot of traction from Strategic Vendors in the Security space in the past year. Most of these vendors are based out of the Silicon Valley. So the objectives for the company is too build strategic Alliances in the coming months and leverage the WAB suite through OEM and Alliances to penetrate the US market. The tour will help us to have a better understanding of the US market and also to accelerate the relationships by having some meetings.

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Participants Overview

<p>Isabelle de Sutter, Head of European Affairs</p> <div></div>	<p>Annalisa Zuccotti, Deputy Manager International Affairs</p> <div></div>	<div></div>
<p>David Marí Martinez, Project Manager</p> <div></div> <p>Circe Serra, Project Manager</p> <div></div>	<p>John Hobbs Senior Lecturer</p> <div></div>	<p>Pat Doyle, Innovative Procurement Specialist R&D Collaboration</p> <p>Mark Maguire, Client Manager</p>
<p>Stuart Laidlaw, CEO</p> <div></div>	<div></div> <p>Adrian Condon, CTO</p> <p>Simon Rea, Head of Product</p>	<div></div> <p>Fabrice Derepas, CEO</p> <p>Callie Frisch, Communication Manager</p>
<div></div> <p>Rémi Blancher, R&I Director</p> <p>Frédéric Garzon, US Sales Manager</p>	<div></div> <p>Sébastien Faivre, CTO</p> <p>Jean-Yves Pronier, Marketing Director</p>	
<p>Stephane de Saint Albin, VP Marketing & Business Development</p> <div></div> <p>Jacques Sebag, CEO</p> <p>Vincent Maury, CTO</p>	<div></div> <p>Nicolas Hudson, CFO</p> <p>Marc Lade, Business Line Manager Cyber</p>	
<p>Colm Connor, Infrastructure Architect</p> <div></div>	<p>Jean-Noel de Galzain, CEO</p> <p>Jean-François Dechant, Sales & Marketing Director</p> <p>Grant Burst, Pre-Sales Manager UK & North America</p> <div></div>	



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Be Wiser Community



www.be-wiser.eu



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Be Wiser Project Group

Join us!

Be Wiser (Building Enterprises – Wireless and Internet Security in European Regions) is a 36 month project funded under the Seventh Framework Programme (FP7) of the European Commission. It involves twelve partners from seven European countries and aims to strengthen the research, innovation potential and global competitiveness of European regions by bringing together research actors, enterprises, institutions and policy makers into a collaboration network. Lead partner is Systematic Paris Region. Contact (Coordinator) Isabelle de Sutter | Systematic Paris Region | France Phone: +33 169 816 579| Email: i.desutter@systematic-paris-region.org

