



Effective models for Start-ups in NIS

Dr. Athanasios Drougkas and Christina Skouloudi | ENISA
NIS Start-ups Validation Workshop | Brussels | 10th November

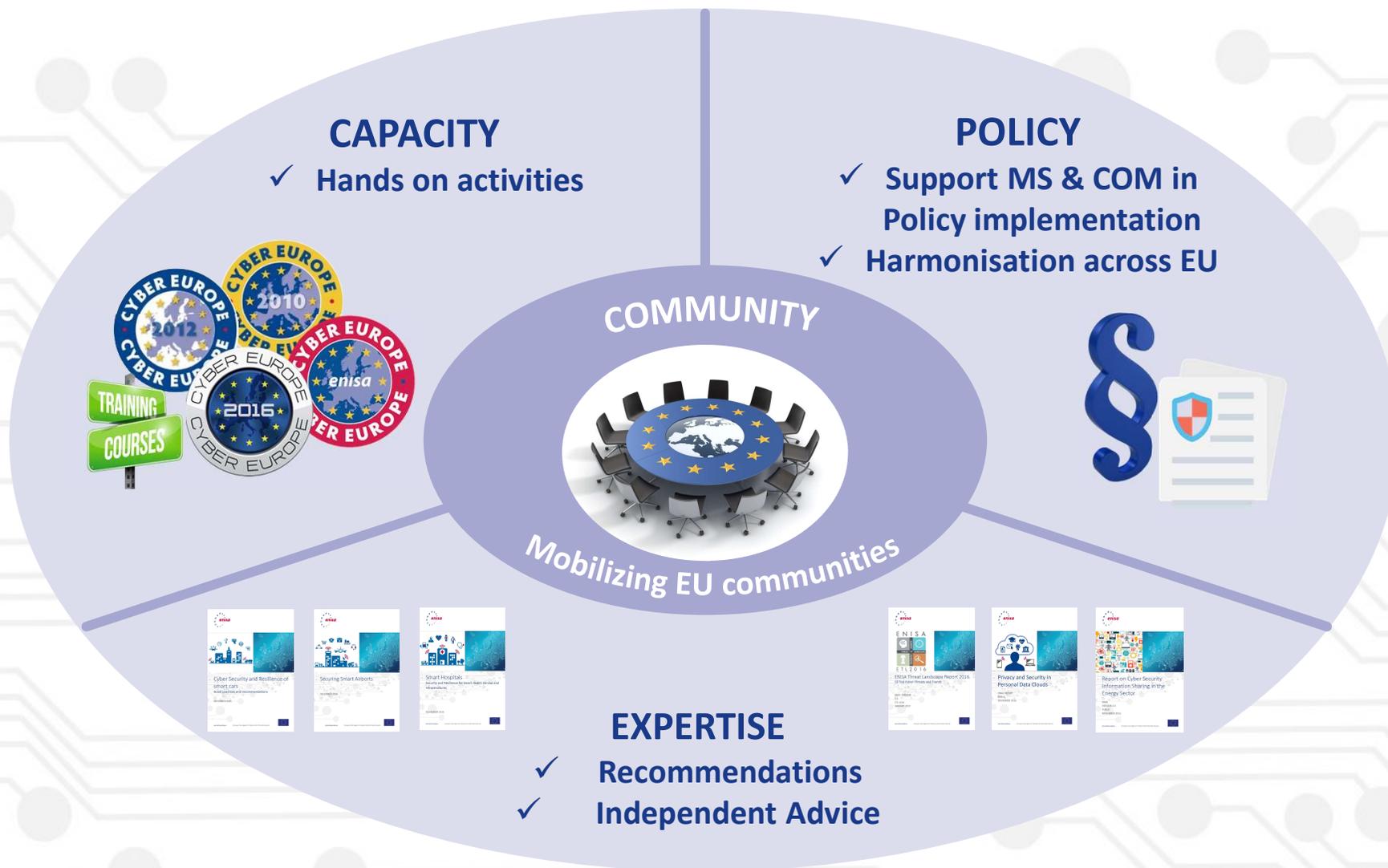
European Union Agency for Network and Information Security



Securing Europe's information society



Positioning ENISA activities

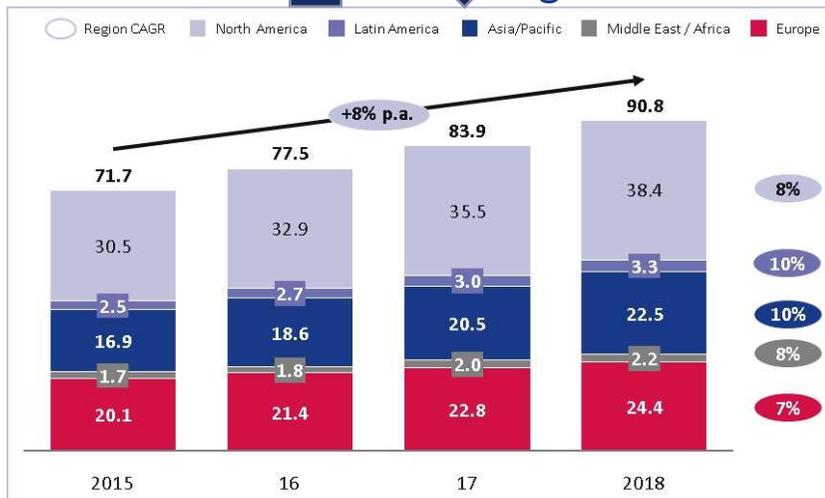
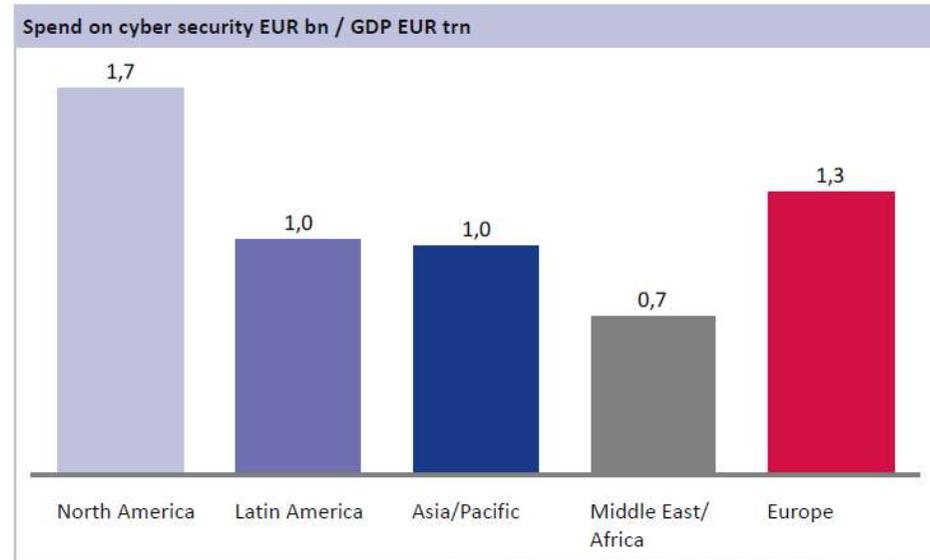


The DSM and the Cybersecurity Industry



Supports the DSM

Opportunities and tools for growth



Source: Gartner (June 2016)

ENISA work on the DSM and NIS Industry



- Towards a Digital Single Market for NIS Products and Services (2016)
 - *demand-side and supply-side analysis for an understanding of the current and evolving market of NIS products and services and identifying opportunities and threats for EU NIS suppliers*
- Effective models for start-ups in NIS (on-going)
 - *analysis of the technical innovation and funding aspects of the EU cybersecurity start-up ecosystem and identification of opportunities for and obstacles against start-up growth within the EU market*



Objectives of the study



- understanding the start-up landscape from a **technological and market perspective** and determining what is currently established in the EU related to NIS products and services;
- gaining insight into the **investment and funding channels** available for NIS start-ups from both the public and private sector;
- building knowledge of the **opportunities for growth of the EU NIS start-up market** within the context of current EU policy frameworks, at all stages of evolution for start-ups; and
- **proposing recommendations towards EU policy makers, member states policy makers and the NIS start-up ecosystem** to leverage existing opportunities and lower obstacles for NIS start-ups creation and growth in the EU.

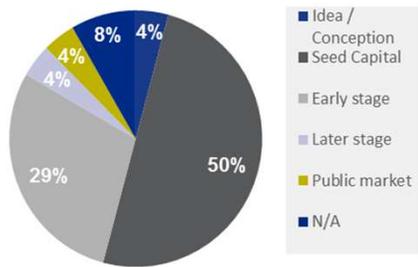


Study Methodology & Demographics

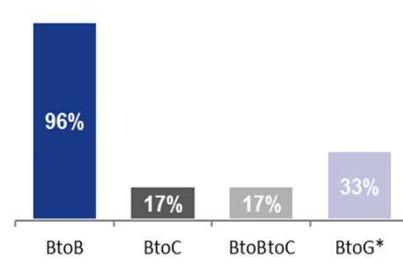


- Desk research
- Interviews (50% Start-ups, 50% VCs, National Funding channels etc.)
- Online Survey

NIS start-ups panel split by growth stages

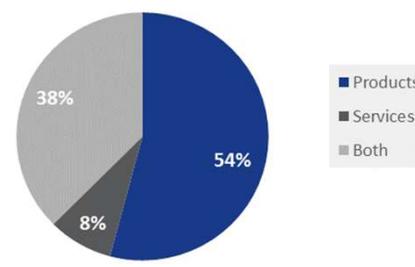


NIS start-ups panel split by business model

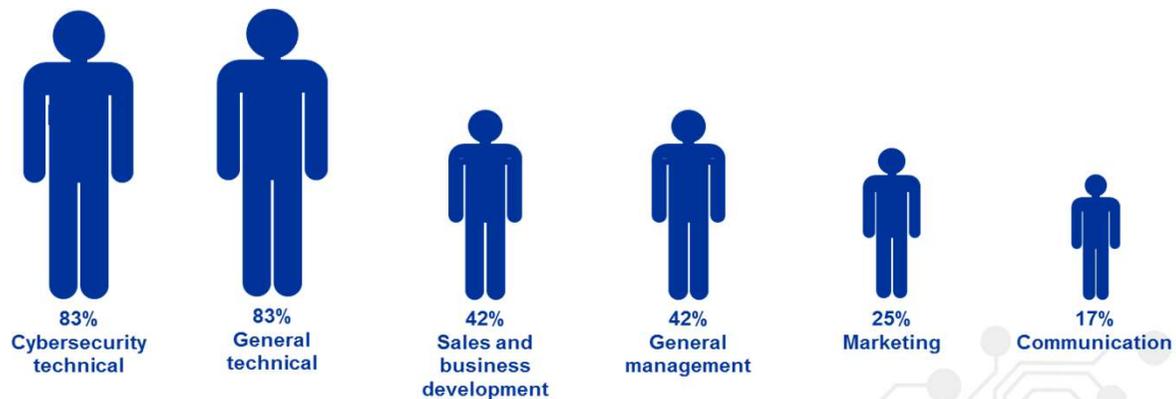
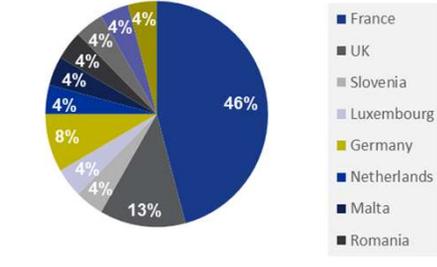


*Business to Government

NIS start-ups panel split by offering



NIS start-ups panel geographical origin



Effective models for Start-ups in NIS

Project schedule and next steps



Validation of findings and recommendations

- Validation Workshop (10 November 2017, Brussels)
- Review of document by stakeholders – deadline 27 October

Deliverable

- Final deliverable published Q4 2017



Validation Workshop Agenda



WELCOME SESSION		
9:00 - 9:30	Registration and Welcome coffee	
9:30 - 9:45	ENISA Welcome Speech	Dr. Athanasios Drougkas, Officer in NIS, ENISA
9:45 - 10:10	Startup Europe Activities for EU Start-ups	Keynote speaker: Helen Koepman, Deputy Head of Unit, Startups and Innovation, Digital Single Market Directorate, DG CONNECT at European Commission
SESSION 1 – Presentation of ENISA study and validation of recommendations		
10:10 - 11:10	Presentation of study findings and open discussion	Dr. Athanasios Drougkas, Office in NIS, ENISA
11:15 - 11:30 COFFEE BREAK		
11:30 - 13:00	Presentation of recommendations and open discussion	Mrs. Christina Skouloudi, Officer in NIS, ENISA
13:00 - 14:00 LUNCH BREAK		
SESSION 2 – The EU NIS Start-ups ecosystem and its evolution – Industry Perspectives		
14:00 - 14:20	Startup support in Luxembourg	Dr. Younis Hijazi, Head of EU Liaison, LuxInnovation
14:20 - 14:40	EU start-ups cybersecurity trends	Gérôme Billois, partner, Cybersecurity & Digital Trust, Wavestone
14:40 - 15:00	The start-ups perspective	Emmanuel Gras, CEO & co-founder, Alsid
15:00 - 15:50	Open Discussion	Speakers and Audience
15:50 - 16:00	Wrap up	ENISA



Thank you

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