

SBA2

Secure Business Austria 2

Programme: COMET – Competence Centers for Excellent Technologies

Programme line: K1-Centres

COMET subproject, duration and type of project:

Project 1.3, 04/2014 – 03/2017, strategic

SBA Accelerator Program for Start-ups and *Start Secure* Competition 2015

Since 2015, SBA Research works as an accelerator and facilitator for information security start-ups to fill the gap between first product concepts and established worldwide partner sales structures. SBA Research also helps in finding financing options and venture capital. The start-up competition *Start Secure* was one of the highlights during the first year of the program.

One of the goals of the Austrian Federal Government's current work program is to strengthen the handling of cyber risks and the national security provision. To facilitate that, a coordinated cooperation of digital security and economic policy is necessary. Only through joint initiatives – including public authorities, academia and an innovative, dynamic security research sector – can we co-create future cyber security developments.

SBA Accelerator Program

SBA Research therefore initiated an Accelerator Program for start-ups for which cyber security is especially important. It addresses young entrepreneurs who want to develop and offer new security products and services. As Accelerator, SBA Research provides a package of support measures to both facilitate the starting phase as well as crucially forward and advance the development phase.

The first Accelerator cooperation includes four start-ups, e.g. UberGrape, the developer of the innovative cloud communication tool *ChatGrape*, and Cumulo Information System Security, whose

core product *Nimbusec* addresses the challenge of ensuring the integrity of webpages by constantly monitoring their content and identifying potential hacks (e.g. defacement, malware, blacklisting or root shells); furthermore CyberTrap, which is one of 13 start-ups to take part in the *Go Silicon Valley* program of the Austrian Economic Chambers.



Fig. 1: SBA Accelerator Cooperation 2015 (copyright: SBA Research)

Start Secure Competition

The start-up competition *Start Secure* was one of the highlights during the first year of the Accelerator program. It took place in fall 2015 and was organized in cooperation with the Austrian

Ministry of the Interior, the Kuratorium Sicheres Österreich and Futurezone. 25 contestants from Austria and Germany participated; the final pitches and the award presentation ceremony took place during SBA Research's annual *IMPACT* event which brings together our researchers with current as well as potential new partners to present our achievements and developments in information security research.



Fig. 2: Start Secure Competition 2015 (copyright: Harald Richter)

Impact and Effects



The first year of the Accelerator program and the *Start Secure* competition showed that start-ups originating from research institutions are well perceived. We are experiencing a huge interest for security solutions made in Europe, especially the DACH region. At the same time, customers have reservations to rely on start-ups, for technological and financial reasons on the one hand and a lack of well-known reference customers on the other hand.

To overcome this major barriers, all solutions and ideas are evaluated by expert analysts regarding their technical concept and business model. If received positively by the expert network, the start-ups undergo a three-step program:

- generating reference customers and technology partners
- reselling and business development
- generating VC money for growth stage or acquisition

Furthermore, SBA Research actively participates in important industry events and promotes the initiative to support start-ups in the field of cyber security.

Contact and information

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Project partners

Organisation	Country
Futurezone (Associated partner)	Austria
Kuratorium Sicheres Österreich (Associated partner)	Austria
Federal Ministry of the Interior	Austria

Further information on COMET – Competence Centers for Excellent Technologies: www.ffg.at/comet

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