**Start-ups & scale-ups application form[[1]](#footnote-1)**

**CYBER INVESTOR DAYS**

***5 October 2023 // HSD Campus The Hague, the Netherlands***

European cybersecurity start-ups and scale-ups are invited to provide their company’s profile and indicate whether they are looking for **access-to-finance** opportunities (B2B meetings with potential investors). Companies seeking **access-to-market** opportunities (B2B meetings with potential customers and partners, i.e. integrators, corporates etc) are also invited to apply.

**IMPORTANT:** The duly filled application form (pdf) and the 5-7 slides pitch deck (pdf, 1 MB size) shall be filled in on the [website](https://securitydelta.nl/events/hsd-events/ecso-cyber-investor-days-application-for-start-ups-scale-ups-2023-2023-10-05).

**DEADLINE:** 11 September 2023

**ADVICE**: Keep your application convincing and concise. Respect the indicated character limit.

|  |  |
| --- | --- |
| *[Insert company’s name]* | *[Insert company’s logo]* |

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| **Women4Cyber Entrepreneurship Award**. ECSO and the Women4Cyber Foundation joined forces to acknowledge and celebrate women leaders in the cybersecurity field, as well as companies that are actively working towards achieving gender equality. This collaborative effort aims to shine a spotlight on the invaluable contributions of women in cybersecurity while promoting and supporting organizations that prioritize diversity and gender balance.  Cybersecurity companies (co) founded by women or with women on the board and or with at least 30% of women in the workforce and/ordemonstrating a commitment to increase female participationare eligible to apply for the **W4C Entrepreneurship Award.**  Winning this award will not only grant recognition and visibility but also provide tailored mentoring and exclusive benefits to foster the success and growth of the company. |
| If you would like to be considered for the Women4Cyber Start-Up Award  [**Apply here**](https://forms.office.com/e/sUFQT7JCDi)**!**  Go here if the hyperlink doesn’t work: https://forms.office.com/e/sUFQT7JCD |

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| **COMPANY PROFILE** | **CONTACT DETAILS** |
| **Market Segment: to be identified in the table below**  **Product Launch:** *[insert]*  **Employees:** *[insert]*  **HQ Address:** *[insert]*  **Website:** *[insert]* | **Name, Surname:** *[insert]*  **Email:** *[insert]*  **Phone:** *[insert]*  **+1 representative (name, surname, email):** *[insert]* |
| **YOUR INVESTORS** | |
| *[please list them down here]* | |
| **YOUR BOARD** (CEO, Founder, CTO etc): | |
| *[please list them down here]* | |

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| **UNIQUE VALUE PROPOSITION – Problem, Solution, Product** | |
| **Target Audience / Customer** | *[insert]* |
| **Statement of Need & Opportunity** | *[insert]* |
| **Product / Service Name** | *[insert]* |
| **Key benefits / Problem-solving capacity** | *[insert]* |
| **Primary Competitive Alternative** | *[insert]* |
| **Statement of Primary Differentiation** | *[insert]* |
| **MARKET & GO-TO-MARKET STRATEGY – 400 characters max**  (Channels, geographies, segment priorities) | |
| *[insert, 400 characters max]* | |
| **BUSINESS MODEL & USE OF PROCEEDS – 400 characters max**  (Non-recurring vs. recurring; please quantify your use of proceeds – how much € & for what) | |
| *[insert, 400 characters max]* | |
| **COMPETITION ON THE MARKET – 400 characters max**  (Names & countries of your Top 5 contenders for the same customer budgets) | |
| *[insert, 400 characters max]* | |
| **TEAM SIZE AND TEAM VISION – 400 characters max**  (Relevant & well-rounded experiences, industry-specific skills, clear roles, notable advisors) | |
| *[insert, 400 characters max]* | |
| **COMPANY COMPETITIVENES: TOP 3 ADVANTAGES – 400 characters max**  (P.S. ‘we have the best team’ will not count as a competitive advantage – it must be systematic advantages) | |
| *[insert, 400 characters max]* | |

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| **FINANCIAL INFORMATION** | | | | | |
| **Current Stage:** *[insert]*  **Previous Capital:** *[insert]*  **Monthly Burn Rate:** *[insert]*  **Capital Seeking:** *(does not apply for access-to-market opportunities)*:*[insert]* | | | | | |
| **ANNUAL FINANCIAL OVERVIEW & PROJECTION** *(in thousand euros, €)* | | | | | |
| **Financial Year** | **2020** | **2021** | **2022** | **2023** | **2024** |
| **Revenues** |  |  |  |  |  |
| **Expenditure** |  |  |  |  |  |
| **Net profit** |  |  |  |  |  |

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| **MARKET SEGMENT**  (Mark the capabilities and categories that your company meets) | | |
| **Capability** | **Solution Category** | **Company’s market segment** |
| **IDENTIFY** | Asset Mangement |  |
| Business Environment |  |
| Governance & Risk Management |  |
| Risk Assessment |  |
| Risk Management Strategy |  |
| Supply Chain Risk Management |  |
|  | | |
| **PROTECT** | Identity Management & Access Control |  |
| Awareness and Training |  |
| Data Security |  |
| Information Protection Processes and Procedures |  |
| Maintenance |  |
| Protective Technology |  |
|  | | |
| **DETECT** | Anomalies and Events |  |
| Security Continuous Monitoring |  |
| Detection Processes |  |
|  | | |
| **RESPOND** | Response Planning |  |
| Communications |  |
| Analysis |  |
| Mitigation |  |
| Improvements |  |
|  | | |
| **RECOVER** | Recovery Planning |  |
| Improvements |  |
| Communications |  |

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| **HOW DID YOU FIND OUT ABOUT THE EVENT?**  (Please indicate how you learned about this edition of the ECSO Cyber Investor Days) |
| *[comment here]* |

*Disclaimer on data management and privacy:*

*The entity responsible for the management of your personal data is the Security Delta (HSD). They will share the information supplied in the Application Form and Pitch Deck with other collaborating partners of the ECSO Cyber Investor Days scheduled for the 5th October 2023, in The Hague, Netherlands. Kindly be aware that the data you furnish in the application form will be utilised for the assessment and selection of cybersecurity start-ups and scale-ups for the aforementioned event. Both Security Delta (HSD) and collaborating partners will employ the provided contact particulars strictly for the event's administrative purposes. This encompasses notifying participants about the selection outcomes, coordinating logistics, and disseminating other pertinent event-related details. The European Cyber Security Organisation (ECSO), acting as the initiator and custodian of the Cyber Investor Days initiative, handles your data and may reach out to you in the future regarding analogous initiatives.*

*Security Delta (HSD) and collaborating partners undertakes not to disclose the information and documents of any kind whatsoever. At any moment, you can email Security Delta (HSD) via*[*info@securitydelta.nl*](mailto:info@securitydelta.nl) *and ask for the removal of your data. To obtain detailed information about our privacy policy, please contact us directly via*[*info@securitydelta.nl*](mailto:info@securitydelta.nl)*, or European Cyber Security Organisation (ECSO) via*[*media@ecs-org.eu*](mailto:media@ecs-org.eu)*.*

1. *Disclaimer on data management and privacy measures* can be found at the end of the application form. [↑](#footnote-ref-1)