*17ᵗʰ November 2020*
*Bruxelles, Belgium*

*Achieving strategic autonomy while preserving an open economy is a key objective of the Union. The urgency of this mission has been heightened by the Covid-19 pandemic, which is demonstrating how important it is for European governments, businesses and citizens to remain independent in cybersecurity domains.*

*Since the publication of the letter co-signed by ECSO and private investors to call on the European Commission (EC) and all relevant European Union (EU) institutions for political support to promote investment in European cybersecurity startups and SMEs[1], ECSO has been overwhelmed by the high level of interest in this initiative from European investment companies and other community stakeholders all across the Continent. Europe urgently needs to act now to consider **cybersecurity as a holistic ecosystem** to keep its leadership position and avoid losing further ground against other superpowers that are both seeking supremacy in this sector.*

*Only by reinforcing the **whole investment chain** can Europe obtain and retain strong and strategically important independent cybersecurity ecosystems. In light of this, and in true ECSO fashion, we would **open a public-private discussion with all relevant stakeholders at the different geographic scales** in order to reinforce our argument that a **pan-European investment platform is an unique chance to Europe to create the conditions to compete on the global cybersecurity market**.*

*Cross-fertilization between private investors, end-users, regional ecosystems (including public authorities and associations), and strategic investors is fundamental **to the design and implementation of a smooth scheme of such investment platform**. For these reasons, **regional ecosystems, industry representatives and all interested stakeholders have been invited to join the initiative and contribute.***

*Here below the list of new endorsing partners willing to participate at the discussion on how to design and implement such ambitious project and pave the way to a higher level of strategic autonomy and industrial competitiveness through public-private collaboration.*

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[1] https://www.ecs-org.eu/press-releases/ecso-initiates-dialogue-with-the-european-commission-for-the-creation-of-a-1-billion-cybersecurity-investment-platform

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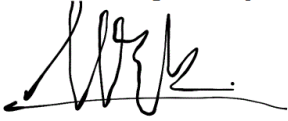**Paola Girdinio**

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# MORE ABOUT SIGNATORIES

### 360 Capital

360 Capital is a Venture Capital firm investing in innovative deep-tech & digital enterprises across Europe. The firm has a 20-year track record of supporting talented tech entrepreneurs in developing ambitious & disruptive companies in a variety of sectors. Led by a diverse, and experienced team of professionals located in Paris and Milan, 360 Capital has €400M of assets under management and an active portfolio of over 50 companies.

### ABI Lab

ABI Lab is the Banking Research and Innovation Center founded by ABI in 2002 with the aim to foster the dialogue between banks and companies. The Consortium includes 124 Banks and 70 Companies. Our mission is to foster, develop and spread innovation in the banking and financial sector through research activities and knowledge sharing.

### CenSec

CenSec is the prime Danish cluster organization for small and medium-sized enterprises specializing in high tech industries within the defence, space and security domains. CenSec's mission is to develop business networks, business development and innovation among small and medium sized sub-suppliers to the defence, security and space industry. CenSec was founded in 2004 as a defence network, and in 2019, CenSec was certified for gold within the European Cluster Excellence system. In October 2020, CenSec was elected to receive national funding from the period 2021-2024 by the Danish Government, to support the development of innovation in solutions within the three domains defence, space and security.

### Cyber Ireland

Cyber Ireland is the national cyber security cluster organisation that brings together Industry, Academia and Government to represent the needs of the Cyber Security Ecosystem in Ireland. Our membership includes over 190 organisations, 165 of which are from industry, including 35 start-ups & Micro Enterprises, 60 SMEs and 70 MNCs. Cyber Ireland is hosted at Cork Institute of Technology and is supported by national government, with the Director of the National Cyber Security Centre a member of the cluster board

### #CyberMadeinPoland

Polish Cybersecurity Cluster #CyberMadeinPoland represents 40+ award-winning Polish cybersecurity companies from across the industry, including startups, SMEs as well as national and regional champions. The Cluster is one of only two institutions from Central and Eastern Europe, which holds the accreditation of the European Cyber Security Organization as a qualified issuer of the label "Cybersecurity Made in Europe".#CyberMadeInPoland also represents the entire CEE region on the Global EPIC Platform of over 30 cybersecurity ecosystems from four continents. The Cluster surveys the cybersecurity landscape in Poland and the region to support scaling up of the most innovative solutions, helps tackle regulatory and certification issues, as well as brings the knowledge from the IT-sec industry to educate the market.

### Cyber Services

Cyber Services is a knowledge based cyber security service provider dedicated to establishing controllable and predictable processes in the cyberspace. As such, Cyber Services provides proactive cybersecurity and defence primarily for larger commercial entities, critical infrastructure, multinational organisations, and governments internationally. Cyber Services works with clients across the full cybersecurity life cycle, helps design and embed policies and procedures. Besides, Cyber Services is a founding member of European Cyber Security Organisation, long-term collaborator to United Nations International Telecommunication Union Cyber Security Division, early adopter of Cyber Tech Accord, and signatory to the Paris Call for Trust & Security in Cyberspace.

### CyberLand

The Norwegian Cyber Security Cluster: CyberLand is Norway's leading cluster within cyber and information security, linking companies, academia and the defense sector in the Mjøsregion.Innlandet County Council, Gjøvikregionen Utvikling and Lillehammer Region Vekst are leading the project. NTNU, NorSiS and The Norwegian Cyber Defence Force are project partners. The close collaboration between academia, business and defence, all located in the region, forms a unique innovation environment, creating new jobs and companies.

### Cyber Wales

Cyber Wales is a representative body with the aim of being the Heart and the Voice of the cyber Communities in Wales. Cyber Wales is a registered CIC and the Management Team, the Cluster Managers and the Steering Committee all strive to provide a platform for Members to find Guidance, share News, ideas and best practice, to encourage collaboration through Clusters, Events and Competitions and to identify Opportunities for the cyber Communities in Wales to thrive and grow.

### CyLon

CyLon exists to support the startups and entrepreneurs building the secure foundations of our future digital economy. We do this through a range of initiatives which we have delivered across Europe, Asia and the Middle East, in partnership with a range of governments and leading corporates. Our core initiatives are: CyLon Scale, which supports the most promising startups from around the world; CyLon Spark, which helps aspiring entrepreneurs take the first steps on their security journey; and CyLon Go, which supports individuals from diverse communities who want to pursue a career within cyber security. We have now supported over 100 cyber startups, collectively valued at over €600m, and more than 200 cyber entrepreneurs from more than 35 countries.

### Detack GmbH

Detack GmbH, a privately-owned company, is an independent provider of high-end IT security services and solutions. Established in 2000, the company has since been using knowledge and expertise in assisting its customers with detecting and addressing security vulnerabilities in IT systems and applications. The company is based

in Ludwigsburg, just north of Stuttgart and is one of the leading German suppliers of IT security audits and consulting.

### Digital Innovation Hub Toscana

DIH Toscana is the regional Digital Innovation Hub established in 2017 by Confindustria Toscana, in line with the provisions of the National 4.0 Plan, to support companies in evaluating and realizing their digital and innovation projects. DIH Toscana is a legal entity with financial and managerial autonomy, which operates through a Network of Contact Points, established in each of the ten provinces of the region, and it's also interconnected to the national network of the DIH promoted on the Italian territory by the Confindustria System, with its 150,000 associated companies. DIH Toscana is included in the EC's DIHs Catalogue, it's part of the PhotonHub Europe Consortium and it's also partner of the National Competence Center ARTES 4.0. DIH's main partner is Confindustria Toscana, which is member of the Enterprise Europe Network (EEN) and this offers the DIH a privileged position to link with more than 600 organizations spread all over the world.

### EBAN

EBAN is the pan-European representative for the early stage investor community gathering over 150 member organizations in more than 50 countries today. Established in 1999 by a group of pioneer angel networks in Europe with the collaboration of the European Commission and EURADA, EBAN represents a sector estimated to invest 11.4 billion Euros a year and playing a vital role in Europe's future, notably in the funding of SMEs. EBAN fuels Europe's growth through the creation of wealth and jobs.

### ECHO project

The ECHO project (European network of Cybersecurity centres and competence Hub for innovation and Operations) is one of four Pilot projects, launched by the European Commission, to establish and operate a Cybersecurity Competence Network. The main objective of ECHO is to strengthen the proactive cyber defence of the European Union, enhancing Europe's technological sovereignty through effective and efficient multi-sector and multi-domain collaboration. The project will develop a European Cybersecurity ecosystem, to support secure cooperation and development of the European market, as well as to protect the citizens of the European Union against cyber threats and incidents.

### Engineering Group

Engineering Group is a global player in the digital transformation sector, with a complete offer of business integration, application and infrastructure outsourcing, innovative solutions and strategic consultancy. The Group manages IT initiatives in over 20 countries with projects in Digital Finance, Smart Government, Manufacturing & Retail, Smart Energy & Utilities, Digital Citizenship, Digital Telco & Multimedia, supported by cross-business unit centers of competence and by the Research and Innovation Department which has the dual role of promoting research on software at an international level and transferring innovation to the production cycle of the business structures. The Group operates in the outsourcing and cloud

computing market via an integrated network of data centers equipped with infrastructure aligned to the best technological, quality and security standards.

### Exprivia

Exprivia, listed on Borsa Italiana Stock Exchange to the MTA market (XPR), is the parent company of an international group specialized in Information and Communication Technology.The group supports its clients in the Banking & Finance, Telco & Media, Energy & Utilities, Aerospace & Defense, Manufacturing & Distribution, Healthcare and Public-Sector sectors. The group offering is made up of solutions that are composed of third-party products, engineering services and consultancy in various fields of technology: from the Capital Market, Credit & Risk Management to IT Governance, from BPO to CyberSecurity, from Big Data to Cloud, from IoT to Mobile, from networking to enterprise collaboration to SAP.Today the group has about 3,600 professionals distributed in over 20 countries worldwide.Exprivia is subject to the direction and coordination of Abaco Innovazione S.p.A.

### The European Clusters Alliance

The European Clusters Alliance is a bottom-up initiative that gathers 13 National Cluster Associations and several European international cluster networks representing more than 740 clusters, where 134,000 of our most innovative businesses collaborate with thousands of universities, research centers and public institutions to boost their competitiveness. Our mission is to be their common voice, facilitating connections and opportunities to meet the challenges they face. By facilitating their collaboration and strengthening their bonds, the European Clusters Alliance aims to position clusters as key agents in the European innovative ecosystem for the development and growth of the economy and promote the inter-cluster collaboration at international level.

### Finnish Information Security Cluster (FISC)

Finnish Information Security Cluster (FISC) is an business association established in 2012 by major Finnish cybersecurity companies to promote their business and operations in national and international context. Flourishing cybersecurity ecosystem requires extensive public-private-partnership cooperation, cross-border activities, high-level education and open dialogue with regulatory bodies. We believe that cybersecurity involves everyone.

### G+D Ventures

G+D Ventures is the Corporate Venture Capital arm of the Giesecke+Devrient Group and is headquartered in Munich, Germany. We are a theme-driven investor, financing early stage European startups, which safeguard and enhance trust in our society. The team leverages its VC experience investing since 2001 to support portfolio companies with a core uniqueness: leveraging the worldwide network of G+D, Veridos and Secunet Security Networks.

## HEXATRUST

HEXATRUST, cluster of innovative companies, is the winning alliance of cloud computing and cyber security champions. Those technological gems are renowned, certified and share the same core values and ambitions: Excellency, Trust, Innovation, Action. Representative of an expert and agile industry, HEXATRUST promotes a panel of offers and a one-stop-shop that answers the greatest challenges and needs of public and private organizations.

## The Hague Security Delta

The Dutch security cluster 'The Hague Security Delta' (HSD) is a network of businesses, governments and knowledge institutions that work together on innovative security solutions and knowledge development. In this network, security issues are discussed and knowledge is shared on cyber security, national and urban security, protection of critical infrastructures, and forensics. . The HSD partners have a common goal: a more secure world, more business activity and more jobs. The core of the security cluster is the HSD Campus, the national innovation centre for security in The Hague.

## ITrust

ITrust is a French company, specialized in cybersecurity consulting and software publishing. Created in 2007 by a core group of experts in architecture security and penetration testing, we offer services (consulting, audit, MSSP) and innovative solutions such as SOC/SOAR in order to enable organizations of all sizes to ensure a sustainable security of their information system. ITrust also publishes IKare (vulnerability scanner) and Reveelium (detection of malware, viruses, APT...), based on artificial intelligence technologies.

## The Institute for Business Competitiveness of Castilla y León

ICE has been the public innovation support agency, responsible for economic growth activities in the region of Castilla y León (Spain), for more than 20 years. It is managed by the Regional Government of Castilla y León and it is formed by more than 200 employees, whose activities are mainly focused on encouraging public and private projects for business and employment creation; handling investment initiatives; implementing and projecting economic assistance measures; international promotion with the aim of attracting foreign investment; providing services that helps the regional advancement; giving financial aids and support linked to R&D and innovation.

## Klecha & Co.

Klecha & Co. is a European investment bank specialised in technology, working with civil, dual and military technology providers. Based in Paris, Milan, London and New York Klecha & Co. supports entrepreneurs and financial investors through capital raise, engineering and execution of M&A transactions to build technology leaders.

## LSEC

LSEC provides an international platform that unites security stakeholders, stimulates collaboration and enables high tech entrepreneurship. This will help researchers understand industry needs, help Industry access the IT security research that they need,

and help ensure that fundamental research is translated to sustainable solutions. More than 700 experts strengthen digital sovereignty in IT infrastructure, cloud, and IIoT. secunet was established in 1997, is SDAX-listed and generated approx. 226 M€ revenue in 2019.

### The North European Cybersecurity Cluster (NECC)

The North European Cybersecurity Cluster (NECC) promotes information security and cybersecurity-related cooperation and collaboration in the Northern European region in order to enhance integration into the European Digital Single Market. The NECC has created a trusted competence network with various tested collaboration models among companies, academia, public sector and end-users. The cluster-type collaboration model is beneficial for all participating stakeholders and supports the EU's contractual Public PrivatePartnership (cPPP).

### Omnes

Omnes is a leading Paris-based European investor in private equity and infrastructure. With €4 billion of assets under management, Omnes provides SMEs with the capital needed to finance growth. The firm has dedicated investment teams across three key areas: Venture Capital, Buyout & Growth Capital and Infrastructure. Omnes is owned by its employees. Omnes is committed to ESG issues and has set up the Omnes Foundation in aid of children's charities. It is also a signatory to the United Nations Principles for Responsible Investment (PRI).

### Orange

Orange is one of the world's leading telecommunications operators with sales of 42 billion euros in 2019 and 147,000 employees worldwide at 31 December 2019, including 87,000 employees in France. The Group has a total customer base of 266 million customers worldwide at 31 December 2019, including 207 million mobile customers and 21million fixed broadband customers. The Group is present in 26 countries. Orange is also a leading provider of global IT and telecommunication services to multinational companies, under the brand Orange Business Services.

### Pôle d'excellence Cyber

The Pôle d'excellence cyber aims to fulfill the establishment of a sovereign sector by gathering the actors and by creating opportunity in the development of cyber security from end users and integrators to research education and innovation centres, product and service providers, SMEs and industry representatives. The Pôle d'excellence cyber brings together civilian and military, public and private, academic and industry key players, drawing on their respective skills and areas of expertise. Set up under the aegis of the French Ministry for Armed Forces and the Regional Council of Bretagne, the "Pôle d'Excellence Cyber" is a non-profit-making association.

### RHEA Group

RHEA Group is a privately-owned professional engineering and solutions company, providing bespoke engineering solutions, system development and security services for space, military, government and other critical infrastructure organizations. Since its creation in 1992, RHEA has built a reputation as a trusted partner, developing tailored solutions that help drive organizational and cultural

initiatives, leading to sustainable added value for its customers. Headquartered in Belgium for its European operations and in Montreal for its North American operations, RHEA Group employs over 570 people and has offices in Belgium, Luxembourg, UK, Czech Republic, Italy, France, Germany, Spain, Switzerland, the Netherlands and Canada and works at clients' premises throughout Europe and North America. RHEA is ISO 9001 and ISO 27001 certified.

### START 4.0

START 4.0 is an association sponsored by the Italian Ministry of Economic Development within the national Industry 4.0 Plan. START 4.0 is a Public-Private Partnership led by the Italian National Research Council (CNR) with 38 associated organisations (5 public and 33 industries) and with the goals of promoting technological and digital development and of fostering the application of enabling technologies to improve processes and their efficiency, protection and safety with particular focus on strategic infrastructures.

### ScotlandIS

ScotlandIS is the membership and cluster management organisation for Scotland's Digital Technologies industry. ScotlandIS represent over 1000 companies through our cluster ecosystem, with more than 300 within our core membership.The Scottish cyber cluster, ScotlandIS Cyber, represents and supports businesses and organisations creating and delivering cyber security products and services. There are over 200 cyber security companies with a presence in Scotland which is a mix of large global enterprises, SMEs and start-ups. The cluster works with the cyber community to identify areas where new products, services and research proposals can be developed to help address cyber security and business resilience challenges and works with the cyber community to drive growth in this sector in Scotland.

### Secunet Security Networks AG

secunet, Germany's leading cyber security company, offers data, applications and digital identity products and consulting services to government organizations and corporations. More than 700 experts strengthen digital sovereignty in IT infrastructure, cloud, and IIoT. secunet was established in 1997, is SDAX-listed and generated approx. 226 M€ revenue in 2019. secunet is a founding member of ECSO.

### SECURITYMADEIN.LU

SECURITYMADEIN.LU is the cybersecurity of the Ministry of the Economy of Luxembourg. The agency has covered a wide range of missions ranging from developing tools for the European CSIRT community through accompanying companies in their governance strategies and implementations, training youth and professionals through its Cybersecurity Competence Center. SECURITYMADEIN.LU has provided the private and public sectors with the methods, tools, and skills to better face the new cybersecurity challenges.

### Skylake Capital

Skylake Capital is a venture capital firm investing in Seed and Series A stage enterprise IT infrastructure companies across Europe and Israel. Our key focus areas include data, cloud & artificial intelligence infrastructure, cyber security and development tools. At Skylake Capital, we partner with entrepreneurs to increase their chance of

success by sharing our deep expertise in commercializing complex and core technology and by providing market access to a network of potential customers, strategic partners and downstream investors & acquirers.

### SPRI

SPRI is a public Agency ran by the Basque Government (Member State of Spain) dependent on the Department of Economic Development and Infrastructures, targeting the fields of Economic Promotion and Cybersecurity. SPRI is comprised of several areas, including the Basque Cybersecurity Centre (BCSC), and is the largest shareholder of the Basque Venture Capital Management public agency.

### Startup Wise Guys

With over 185 investments in early stage startups, Startup Wise Guys is one of the top investors in the broader CEE region and Nordics, operating and scouting across the EU. To help techy startup founders become true entrepreneurs, they have been running a world class startup accelerator since 2012, and multiple investment vehicles and funds. They focus on B2B SaaS, Fintech, Cyber and Sustainability early stage startups, as well as execute follow-on investments in accelerated startups.

### Swanlaab Venture Factory

Swanlaab Venture Factory is a Spanish-Israeli Venture Capital fund based in Madrid and Tel-Aviv. Since 1992, the group has managed more than $600M through 7 funds, with geographical investment focus in Israel, Poland and Spain. Swanlaab invests in early-stage companies, mainly series A, with a focus on product, high dose of scalability and B2B business models where technological differentiation has a relevant weight. Historically, the group has made more than 130 investments, with more than 40 successful exits, of which 8 were IPOs, and currently has 45 portfolio companies.

### Telefónica Tech Ventures

Telefónica Tech Ventures is the Venture Capital global Vehicle for Cyber Security, founded by Telefónica Ventures and ElevenPaths, in order to invest in the best Cyber Security Startups and develop new business together.

### The Union for Private Economic Enterprise (UPEE)

The Union for Private Economic Enterprise (UPEE) is nationally recognized employers' association with over 11 000 companies and 130 000 employees as members. In its 30-year history, UPEE has established itself as one of the leading partners of the state apparatus in policymaking whilst preserving its non-partnership. UPEE follows the model of the European social partner organizations – protecting its members – the private entrepreneurs and representing the interests of small and medium businesses before national and international institutions and authorities.

### United Ventures

United Ventures is an independent Italian venture capital firm specializing in digital technologies investments and supporting talented entrepreneurs to develop innovative companies with high

growth potential at the international level. Its mission is to identify tech trends and entrepreneurial initiatives that can radically transform entire industrial sectors and create new markets.

**YesWeHack**

Founded in 2013, YesWeHack is a global Bug Bounty and VDP platform. YesWeHack offers an innovative approach to cybersecurity with Bug Bounty (pay-per-vulnerability discovered), connecting more than 18,000 security experts (ethical hackers) across 120+ countries with public administrations, privately-held businesses, NGOs, etc. YesWeHack runs private (invitation only) and public Bug Bounty programs and provides vulnerability disclosure policies (VDP) for hundreds of organisations worldwide in compliance with the strictest European regulations.

**Additional signatories may adhere at any time.**