

Cyber-resilience for critical infrastructure



Key words: **cyber-security, monitoring, infrastructure**



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CEO and Co-founder of SecurityMatters | Main product: **SilentDefense**

Aim

To provide cyber-security and cyber-resilience to critical infrastructure sectors, ensuring that underlying and supporting networks are healthy and threat-free at all times

EIT Community connection

EIT Digital Accelerator,
EIT Digital Access to Finance

The project

The idea

SecurityMatters is the developer of an innovative automated network and situational awareness platform that enables critical infrastructure organisations worldwide to implement and operate cyber-resilient industrial control systems.

Inspiration

The critical infrastructure industries and installations on which we all depend face particular and domain-specific cyber-security threats. We wanted to develop solutions to meet these specific needs and protect the infrastructure that underpins modern society.

Unique selling points

SecurityMatters provides a passive automated network monitoring solution for industrial environments. This empowers asset owners to identify, react, and respond to industrial threats and flaws.

EIT Community support

With the support of the EIT Digital Access to Finance team, we raised substantial funding from four prime investment groups. The German corporate venture fund Robert Bosch Venture Capital provided funding that helped us expand our sales, marketing and support teams internationally.

Teamwork

We have a mix of highly qualified people, forming a team that is greater than the sum of its parts. In terms of the founders, Sandro Etalle is a strategic thinker who brings a wealth of networks and contacts, which provides us with access to talent and connects us with a wide range of stakeholders. Our CTO, Emmanuele Zambon, has deep technological knowledge and is a specialist at solving technical problems. My role is to connect our technology with partners and their products.

Venture development

We currently protect over 50 critical infrastructure installations around the world and are competing with the largest players globally. In terms of next steps, we want to consolidate the verticals in which we are already operating and eventually sign original equipment manufacturer agreements with large vendors and service providers. This will provide a large boost to revenues.

The nominee

The beginning

My interest in cyber-security dates back to 2002, when I joined one of the Big Four consulting companies as an ethical hacker. I developed my knowledge when I joined the University of Twente (the Netherlands) for a Ph.D. in network security, and got into cyber-

security for critical infrastructure organisations in 2008.

Entrepreneurial flair

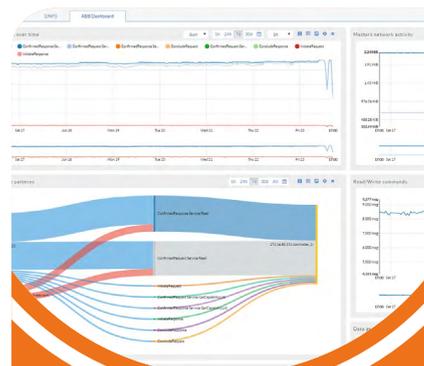
Perseverance, vision, and humility. One must be able to recognise their shortcomings and work with talented people to fill those gaps.

Best memory

My best memory so far has been hearing from several Fortune 500 companies and partners that our team is stellar.

Ideal advisor

Master Yoda for his discipline and dedication.



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