

Start-ups & scale-ups application form

ECCC ACCESS-2-FINANCE SERIES

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9 May // Copenhagen, Denmark

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 pitch deck (pdf, 1 MB size) shall be sent to susanne@censec.dk. The pitch deck should be of 5-7 slides (not counting the front and end slide).

DEADLINE: 2 April 2023 17:00 CET

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

[Insert company's name]

[Insert company's logo]

BOOSTING WOMEN IN CYBER

To give recognition to the cybersecurity companies founded or co-founded by women and/or to the companies with at least 50% female employees, there will be a parallel competition of the companies that gather the requirements mentioned.

If your company has been founded or co-founded by a female entrepreneur and/or more than a half of your company's staff is female, and you would like to be considered for the women category Award, please indicate so below and provide the name(s) of your (co)-founder(s) and the composition of your team.

*To be considered for this Award, the company's pitch will have to be delivered by a female representative.

I would like to be considered for the women category Award: YES / NO



[insert a short description of your company, including the names of your (co-)founders and team]

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

UNIQUE VALUE PROPOSITION – Problem, Solution, Product	
Target Audience / Customer	<i>[insert]</i>
Statement of Need & Opportunity	<i>[insert]</i>
Product / Service Name	<i>[insert]</i>
Key benefits / Problem-solving capacity	<i>[insert]</i>
Primary Competitive Alternative	<i>[insert]</i>
Statement of Primary Differentiation	<i>[insert]</i>
MARKET & GO-TO-MARKET STRATEGY – 400 characters max (Channels, geographies, segment priorities)	
<i>[insert, 400 characters max]</i>	
BUSINESS MODEL & USE OF PROCEEDS – 400 characters max (Non-recurring vs. recurring; please quantify your use of proceeds – how much € & for what)	
<i>[insert, 400 characters max]</i>	

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]

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					

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	

HOW DID YOU FIND OUT ABOUT THE EVENT?

(Please indicate how you learned about this edition of the ECCC Access-2-Finance series)

[comment here]

Information about GDPR

Participation in this event is part of an initiative co-financed by the Danish Ministry of Higher Education and Science, and/or the Danish Board of Business Development. I am informed about the abovementioned and that CenSec stores information about me in their CRM system. The information is only used in connection with the activities that CenSec conducts for me as a participant in the event. I also accept that CenSec may contact me regarding other relevant, professional events and opportunities. I am also aware that some of my information will be shared (name and organization) in connection with handing out a list of participants to the participants, to the venue and to the speakers at the event I am registered for. In addition to this, the information (name, organization and email) will be shared with the other partners of the event (DigitalLead and Aalborg University). I am also informed that there might be photos taken at the event, and that the photos will be used as part of the promotion activities of CenSec. I have the right to ask not to appear in any photos or ask to have photos edited or deleted where I appear. In case you wish to have your data deleted afterwards, please contact our GDPR responsible at info@censec.dk