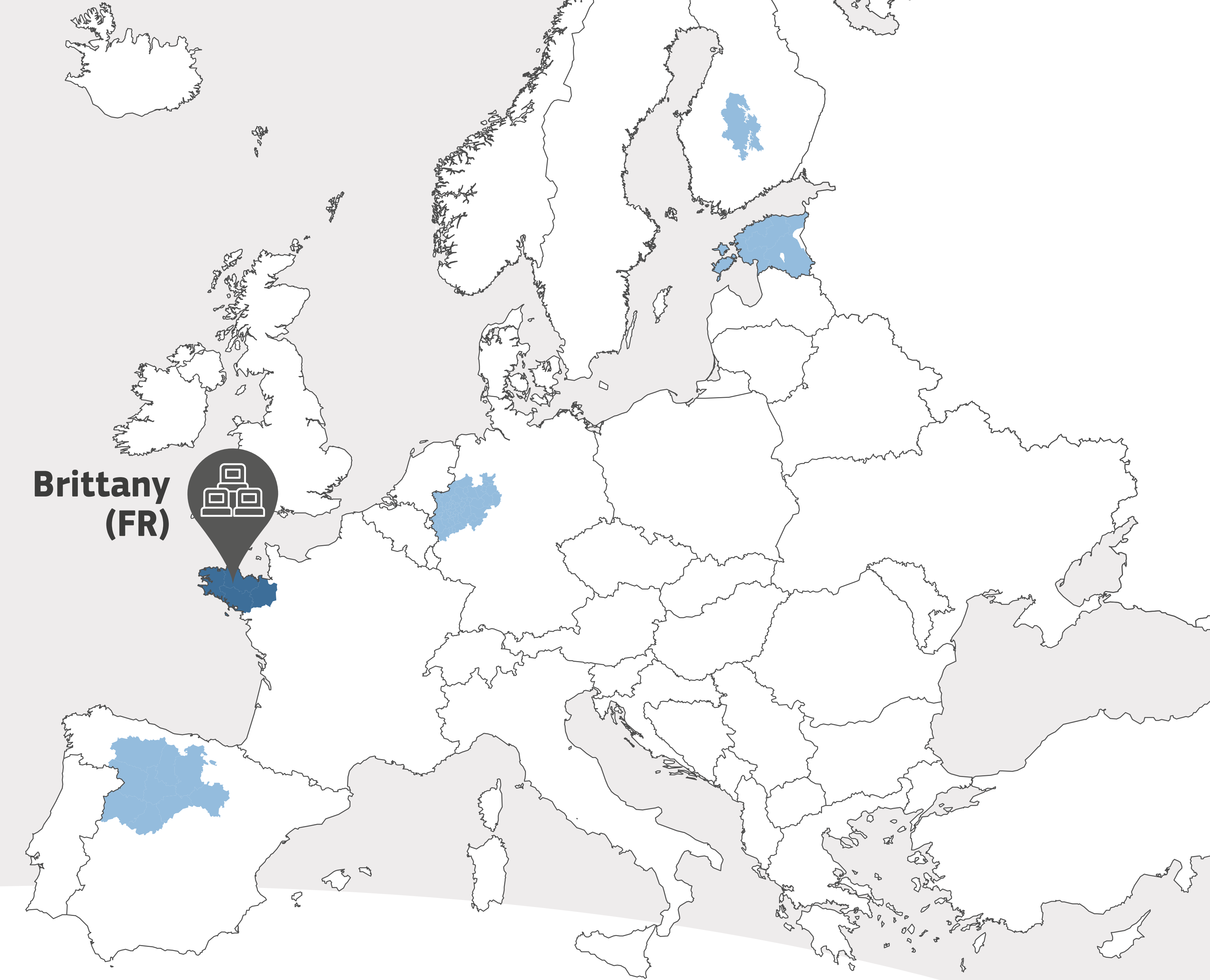


Interregional partnership for Smart Specialisation on **CYBERSECURITY**



Brittany (FR)



Leaders

Led by **Brittany (FR)**, the partnership engages the participation of

5 REGIONS AND MEMBER STATES

The main objective of the **S3 Partnership on Cybersecurity** is to develop interregional cooperation in order to: a) create synergies among the existing specialized regions in cybersecurity b) facilitate the development of EU cybersecurity value chains c) address the challenges that hamper commercialisation of existing and new products and services in Europe.



Reference topics

The partnership focuses on what it has defined as “smart commercialisation strategy” which aims to bridge the gap between competitive and innovative technology and business.



Market-driven mapping of local ecosystems

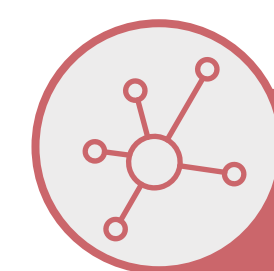
Sharing the same market taxonomy tailored to respond to the specification of the cybersecurity market



Inter-regional accelerator programme

Tailored and integrated programme offering scale-ups the support they need to grow faster and to finally achieve their ambition in becoming European champions.

The programme includes activities and services to facilitate the access to financing as well as increase their marketing skills and business and industrial development



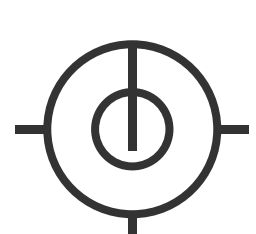
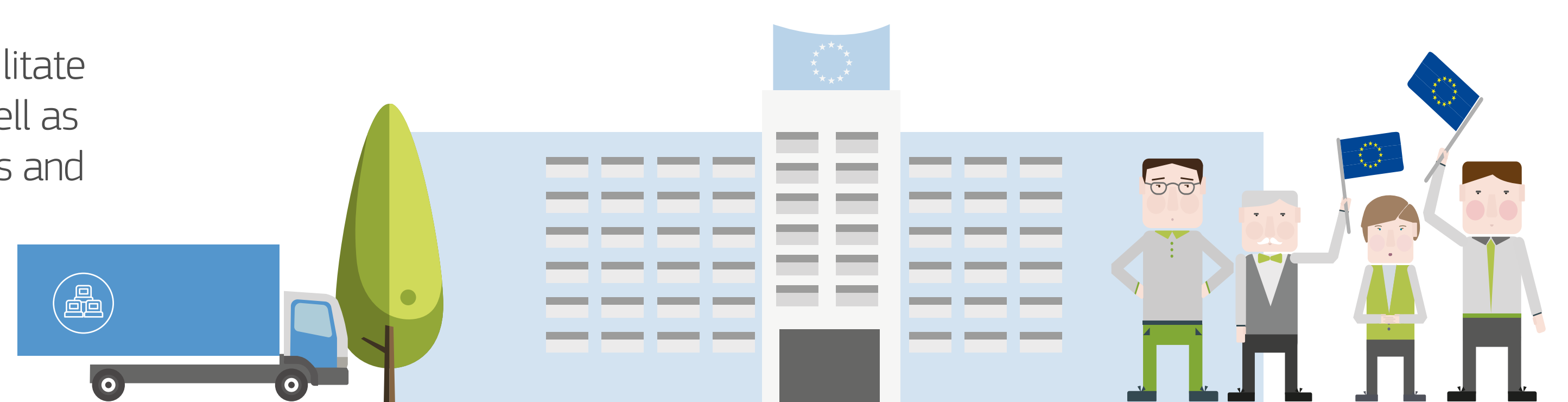
Network of re-sellers/network of sales, integrators

Mutualizing sellers to drastically reduce operating costs including local travel fees, IT, office management, indirect costs, local taxes, local accounting.



Innovative business model for cyber training platform

Designing the business model of an interregional cyber range and thus increasing the number and quality of cybersecurity experts in Europe.



Key factors

1 Important market opportunity
European cyber security market is estimated to 30 billion euros and an industry landscape made of 12K companies while 70% of them are Micro companies and SMEs.

2 Regions and regional ecosystems as key players to raise the global level of cybersecurity
Proximity with end-users (operators and citizens) makes the regional level key for disseminating good practices and establishing preventive measures and immediate response services.

3 Facilitator of awareness and training
Being in charge of developing education and training, public authorities have a key role to play to address the cybersecurity skills shortage, in link with the needs of operators and cybersecurity providers in a territory.

4 Strategic local hotspots (Cyber Valleys) in our territory
There are already many local innovative hotspots in Europe with hundreds of competitive cybersecurity providers. The Interregional partnership aims to facilitate companies to have access in a European market scale.

