



Join Security Delta (HSD)

Get Access to Market, Innovation, Knowledge, Capital and Talent

Security Delta (HSD) is the Dutch security cluster. Over 275 companies, governmental organisations and knowledge institutions have been working together since 2013 to make a difference in securing our digitising society.

They share their knowledge and collaborate on innovative security solutions, which can be scaled within The Netherlands and internationally. With a focus on Cyber Security & Resilience, Data & AI/Intel and Smart Secure Societies.

HSD is a non-profit organisation that 'thinks, dares and acts'. By providing access to knowledge, innovation, market, capital, and talent, we take care of the preconditions for a successful security cluster. We do this with the common goal of strengthening the Dutch economy, increase employment rates and making The Netherlands more secure.

The Dutch security cluster has strong connections with South Holland and has an inspiring meeting place, the HSD Campus, in The Hague.

Security Delta (HSD) provides:

- **Access to the market:** Utilise the HSD network to get in touch with other partners, supported by events and matchmaking. Get help to enter international markets.
- **Access to knowledge:** Circulate knowledge and expose your expertise within the security cluster through our knowledge platform 'Security Insight', events and HSD communications.
- **Access to innovation:** HSD offers an open and trusted environment in which partnerships can be build around innovation plans and processes in collaboration with end-users.
- **Access to capital:** Get introductions to investors in our network and advice on attracting funding and investment.
- **Access to talent:** Get support in your search for qualified personnel through our Security Talent platform, HR events and Summer School based on our Human Capital Agenda Security.

“EYE decided to join the Dutch security cluster because HSD offers the opportunity to connect with peers and other cybersecurity enthusiasts. It is an all-in-one platform that brings news, trends, education and business together in order to make the world a safer place. It's no longer each for their own, but we are all in this cyber war together, each of us contributing with our own expertise, experience or vision.”

(JOB KUIJPERS, CEO)

An HSD Partnership Offers:

	Premium Partners*	Network Partners
A dedicated HSD Office Innovation Liaison will meet with your organisation annually to strategically position your organisation in the cluster, in innovation projects, programmes and collaborations with partners.	✓	
Get assistance in gaining access to relevant opportunities for capital, including connections to InnovationQuarter, NWO financing resources, EU Horizon 2020 and RVO, and private investors.	✓	
Annual meeting between communication team HSD and your organisations' communication team to align communication strategies for stronger visibility of your organisation within the cluster.	✓	
Get the opportunity to become involved in relevant innovation projects and programmes that are open to your organisation.	✓	
HSD foundation actively analyses and researches the demand side of the security sector and connects this information to the Premium Partners.	✓	
Receive assistance for an effective entrance into the cluster.	✓	✓
Access to the HSD Knowledge & Innovation Platform 'Security Insight' to position your organisation and fields of expertise within the security domain and get into contact with potential business partners and customers.	✓	✓
Opportunity to join 'Soft Landing programmes' to explore international markets.	✓	✓
Benefit from organised international trade & knowledge missions and conferences and support to grow your organisation internationally.	✓	✓
Get the opportunity to be involved and participate in Access to Capital events, matchmaking events and knowledge sessions.	✓	✓
Access to the HSD Security Talent Platform and Community to present yourself as an employer and/or education provider, post vacancies and share educational programmes.	✓	✓
Strengthen your communications by sharing your news, events, blogs, reports, podcast, webinars on the different HSD websites and social media channels.	✓	✓
A dedicated partner page and logo on the different HSD Websites – with 15,000 visitors per month.	✓	✓
Use of the "Partner of HSD" stamp on your website and email as well as for promotional purposes.	✓	✓
Opportunity to showcase your triple helix developed innovation at the HSD Campus and the Innovation Floor at Security Insight.	✓	✓
A say on the cluster's annual plan and general direction in an annual partner meeting.	✓	✓
HSD Foundation regularly refers (international) media and congress organisers to HSD Partners for questions and presentations.	✓	✓

*A Premium Partnership can be based upon an annual financial fee contract, an 'in-kind' contract or programme funding contract.

The Dutch Security Cluster

Two types of partnerships

Premium partner

As a Premium Partner of HSD you become a prominent member of our network and are able to influence the strategic direction of the cluster. A dedicated HSD Innovation Liaison will pro-actively connect you with opportunities that suits your organisation. We use our profound knowledge and expertise in the security sector to support you to get access to market, knowledge, innovation, talent and capital. The output of the partnership is determined by a joint effort of HSD Office and the partner.

Network partner

A network partnership is essentially a 'friend of HSD partnership'. You contribute a partnership fee to help us fund our mission and in exchange, you can share our logo on your website, post job openings on our talent website and can share news and expertise like blogs and podcasts. The output of the partnership is determined by the input of the partner.

Annual partnership fees

Premium Partnership < 50 employees	€ 5,500
Premium Partnership 50 – 100 employees or international corporate with small office in NL	€ 11,000
Premium Partnership > 100 employees	€ 22,000
Network Partnership	€ 1,100

Start-up fees

For premium partners classified as startups, we apply the following integration fees:

1st year Partnership	€ 1,750
2nd year Partnership	€ 3,650
3th year Partnership and following	€ 5,500

ECSO cybersecurity made in Europe label

HSD is an accredited issuing partner of this ECSO label that raises awareness of the strategic value of cybersecurity companies that have their origins in Europe and are developing their business based on European values. Therefore, HSD partners get a discount of €500.

“Thanks to HSD, we can benefit from the services of a very active local ecosystem which is always eager to contribute to our activities and offer unique perspectives on how the most challenging technical issues could be addressed.”

(NATO COMMUNICATIONS AND INFORMATION AGENCY)

“By becoming a partner of Security Delta (HSD), Chapter8 is able to add value and expertise to an ecosystem of top-level security organisations. We also aim to participate with other partners in projects to improve the security and awareness of ‘The Municipality of The Hague’. We have become a partner of HSD because we firmly believe in a strong ecosystem of specialised security organisations. By being a partner, we can contribute to HSD’s core proposition.”

(PEPIJN VISSERS, CO-FOUNDER)

“At Accenture Security we have the vision of building a cyber resilient future together. Thanks to our partnership with Security Delta (HSD) we are part of a highly knowledgeable ecosystem, where we can jointly share knowledge and collaborate on innovative security solutions. This brings us one step closer to securing the world.”

(SUZANNE RIJNBURGEN, DIRECTOR OF CYBERSECURITY & RESOURCES)

Partners of Security Delta (HSD) include amongst others:

Corporates and scaleups

KPN, Darktrace, Accenture Security, Booz Allen Hamilton, EclecticIQ, Secura, SBM Offshore, HCL, Hiscox

International institutions

Europol and European Cyber Crime Centre, NATO Communications and Information Agency

Government

Ministry of Security & Justice, Ministry of Defence, National Coordinator for Counterterrorism and Security (NCTV), National Cyber Security Centre (NCSC), National Police, Prosecution Office, VNG, Municipalities of The Hague, Amsterdam, Delft & Zoetermeer, Kadaster

Research and Educational Institutions

Netherlands Organisation for Applied Scientific Research (TNO), TU Delft, University of Leiden, The Hague & Leiden Universities of Applied Sciences, ROC Mondriaan, Saxion

Startups, Small & Medium Sized Enterprises

Eye Security, Chapter8, Compumatica, Hudson Cybertec, ATS Card Solutions, Audittrail, aXite Security Tools, CFLW, Zerocopter, Pandora

More Information

For more information about the different partnerships and to make an appointment, please contact Security Delta (HSD) via: +31 (0)70-2045180 or info@securitydelta.nl