

Together we Secure the Future

# HSD Partner Stories





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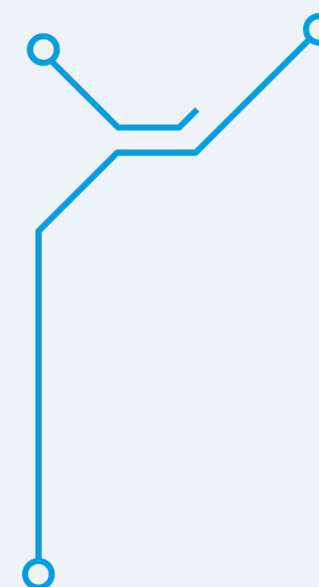
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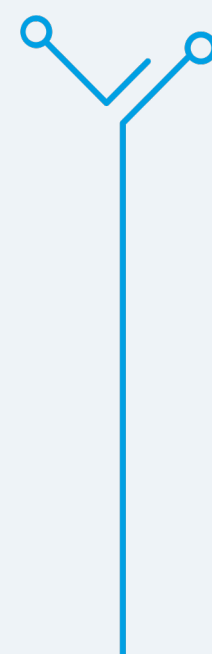
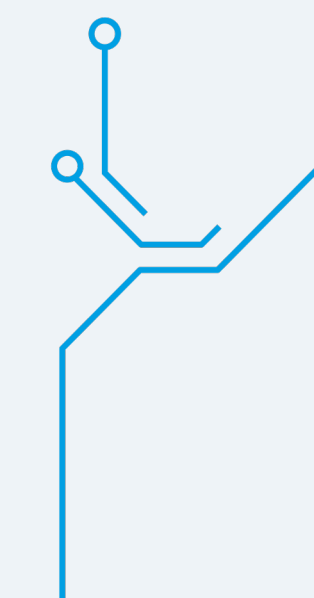


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# HSD hasn't been standing still – we deliver



This year we collected interesting stories from our partners once again to show how we -as HSD Office- contribute to their results and outcomes. Although we are still dealing with the worldwide COVID-19 pandemic, it didn't stop the community and us from collaborating. We also learned how to embrace working in a digital and hybrid environment and the essence of taking care of each other, ourselves and our businesses in this period even more.

A lot of security challenges like ransomware, CEO fraud and other forms of cybercrime are all over the newspapers. In addition, there is lots of attention for the (ab)use of data and new techniques, such as smart cameras, algorithms and AI for digital and national security, and public order. The challenges and threats come together with opportunities for new innovations and collaborations between businesses, knowledge institutions and government. It's not only about what is possible from a technological point of view, but also about what the right thing to do is from a legal and ethical perspective.. All this leads to these new stories we want to share with you.

## Building bridges

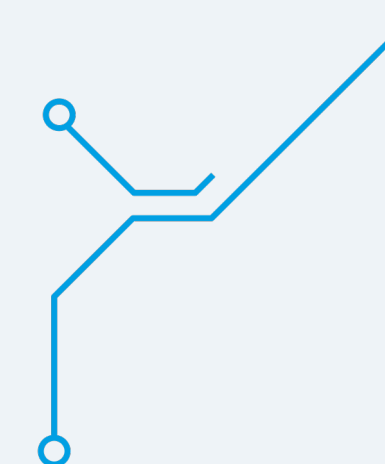
The HSD hasn't been standing still. We build bridges between public and private organisations, provide insight into their needs and interests, develop the preconditions for collaboration and process interventions, organise security

innovation programmes and act as an independent, trusted content driven process manager. In short, we orchestrate the security ecosystem.

Our joint objectives and proposition are to provide "access to" knowledge as a basis for innovation, financing for innovation projects, capital for business growth, talent for recruiting employees and access to market, for example to achieve international growth. By doing so, we better position the Netherlands in the field of security. This in turn ensures that international conferences, businesses, talents and investors are attracted to our region.

## The Dutch Security Cluster

Together with our partners we think, dare and act. HSD Office delivers output, which in return leads to a valuable outcome for and through our partners in an innovative, social and economic field. As announced in 2020 we have changed our name to Security Delta (HSD). In this way we maintain our strong HSD brand and our national base becomes clearer. The province of South Holland and HSD Campus in The Hague are still the hub from which connections are made with partners and stakeholders throughout The Netherlands and internationally. This can also be seen in our programmes with the focus areas 1) Cybersecurity & Resilience, 2) Data & AI/Intel and 3) Smart Secure Societies.





HSD corporate website,  
instruments and knowledge platform  
**Security Insight**

Information about HSD is available on  
our new corporate  
website [www.securitydelta.nl](http://www.securitydelta.nl).

We give you a clear overview on our  
instruments, programme structure and the  
news within the community. Do you have a  
security challenge as company or  
government agency? Check our market  
consultation; we will help you and deliver.  
Looking for a job or training go to  
[www.securitytalent.nl](http://www.securitytalent.nl) Are you a CISO and  
struggling with some challenges or want to  
grow your leadership abilities? We invite  
you to our cross-sectoral intervision. SME  
and have questions about how to become  
more cyber resilient? Look into  
[www.ikhebcyberkracht.nl](http://www.ikhebcyberkracht.nl). Cyber security  
company in need of capital for growth or  
looking for international market  
penetration? We could align and help you.

Stories also are being shared on our  
new knowledge and innovation  
platform [www.securityinsight.nl](http://www.securityinsight.nl).  
Knowledge sharing, collaboration and  
innovation are of great importance to  
make an increasingly digitalised society

more secure. On this platform, more  
than 100 experts share their views and  
developments in the field of digital security  
through webinars, podcasts, blogs,  
reports, an innovation floor and (live)  
events.

Our partners and stakeholders give us the  
confidence to realise successes together  
for a digitally secure Netherlands and  
growth of jobs. Therefore, I keep  
believing in this collaboration with  
partners. I believe in public-private  
partnerships. I believe in the cooperation  
within the HSD Office team in connection  
with the many stakeholders.

**Joris den Bruinen**  
*Director HSD*

## Een wereld die was, naar een wereld die is

Stilte wordt voelbaar  
als de verre geluiden  
Van een wereld die was  
zijn verdwenen

Ineens fluistert gras  
spreken struiken  
Hun dialoog met de wind  
hoor blaadjes zacht wuiven

In de tuin op de HSD-campus  
is nog plaats voor persoonlijke groei  
Vernieuwing en samenwerken  
met de geur van veiligheid

Kom we gaan weg uit  
de kakafonie van voor de Corona  
Terug naar het werk  
van beleven en samen innoveren

Uitdagingen omzetten naar kansen  
samen bikkelen  
Schouders eronder  
naar een betere en veiligere wereld

Op basis van oorspronkelijk gedicht  
van Wil Melker 08/10/2013  
Met bewerking door Joris den  
Bruinen 2021

## A world that was, to a world that is

Silence becomes tangible  
when distanced sounds  
from a world that was  
have disappeared

Suddenly grass whispers,  
bushes speak  
their dialogue with the wind  
hearing leaves sway gently

The garden of HSD Campus  
still holds room for personal growth  
Renewing and collaborating  
With the smell of security

Let us leave  
the cacophony of pre-Corona times  
Back to work,  
experiencing and innovating together

Transforming challenges into  
opportunities  
Getting things done  
Giving your best shot  
To a better and more secure world

Based on an original poem by Wil  
Melker 08/10/2013  
Edited by Joris den Bruinen 2021



## Flywheel for startup phase

**Viresh Jagesser's Anti-Fraud Company helps municipalities in improving their information position and to tackle crime and fraud. "HSD is our Flywheel".**

Municipalities possess eyes and ears on the street, such as the police, special investigative officers, neighbourhood teams and landscapers. Suspicions regarding crime and fraud do not always reach the correct department, or it is not reported because the person in question does not know where he can report his information. "Our platform: 'Report a Suspicion' is for this reason the solution." Via HSD a greater number of potential customers has become available to Jagesser than his three-man team could realise on their own.

"A solid network is crucial in the start-up phase. Via HSD, I meet people in the security sector and I can approach connections easily. This leads to new developments. I have, for example, interested the municipality of Zoetermeer. And we partner with consultancy firm Van Aetsveld. We have collaboratively written a whitepaper and delivered a contribution to an HSD Café. What is unique is that our small business can be present at international expos and events. We can only do this with the HSD as flywheel.

(August 2018)



**accenture**

ACCESS TO INNOVATION

## A step closer to securing the world

"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 the security cluster, 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 Rijnbergen, Director of Cybersecurity & Resources)

(November 2021)

ACCESS TO MARKET

## Making the difference

"Because HSD offers an environment with many innovative companies, interesting collaborations arise. For us this led to a collaboration with an NGO. During an acute crisis situation of people from this NGO abroad, our SaaS solution offered help. The real-time situation picture allowed them to get to safety. Understanding and trusting each other at such a moment makes the difference. "

(Linda Kroesbergen, Head of Business & Customer Success

(November 2020)





# Celebration of multi-year collaboration in Cybersecurity between Japan and the Netherlands

**Japan is a high-tech society. The first high-speed train and the most modern robots came from this country. The Netherlands is a frontrunner in critical infrastructure protection. This originates from its world leadership in water management because of the battle of the lowlands against flooding. Between both countries there are many commonalities in the field of high-tech and cybersecurity, which is a reason to join forces. The Tokyo Olympic and Paralympic Games that started on July 23, 2021 formed a capstone on the first five years of this collaboration.**

During the Netherlands-Japan Knowledge Summit on Cybersecurity and Critical Infrastructure Protection at the end of July 2021 we celebrated the past and looked towards the future. According to the Japanese Minister of Digital Transformation Hirai, the Netherlands is leading the way in the world. "The Netherlands is a leading country in digitalisation. It is consistently ranked high in various international surveys on digitalisation, including the United Nations e-Government Survey. In particular, it is also well known for its national effort to enhance cybersecurity, such as the collaboration between industry, government and academia through Security Delta (HSD)." Japan has therefore been keen to collaborate with the Netherlands to improve the security of, among others, critical infrastructures. Former state Secretary for Economic Affairs and Climate, Mona Keijzer, embraced this collaboration from the side of the Dutch government. She stressed that cybersecurity is one of the conditions that must be met to digitalise our societies. Combining forces allows us to

create a bigger impact. It is important to work together with like-minded countries such as Japan. The Netherlands looks forward to possible new collaborations between Japan and the Netherlands.

## Future collaboration

Five years ago, the collaboration between Japanese and Dutch companies, knowledge institutions and governments led to the formation of a 'Partners for International Business' (PIB) programme. The Netherlands Enterprise Agency (RVO) was the facilitator, with HSD the coordinator of the consortium. As a capstone to this programme, the parties involved discussed future collaboration opportunities during the Netherlands-Japan Knowledge Summit on Cybersecurity and Critical Infrastructure Protection.





# “Securing critical network infrastructures in Japan and stopping cyber-attacks turned out to be a great opportunity for the Dutch companies involved.”

PARTNERS FOR INTERNATIONAL BUSINESS - JAPAN

The collaboration will continue in the following three areas. The first area is the energy sector. Forescout and Compumatica, for example, have been working together to secure parts of the energy grid of Japan's largest energy supplier TEPCO. These three organisations aim to roll out the chosen approach to other Japanese and international energy suppliers. The second area is Fintech. In February 2021, Holland Fintech and Japan Fintech signed a memorandum stating their intent to collaborate. A kick-off meeting was organised during the Summit to put security on the agenda of the Japanese fintech sector. Experts from EclecticIQ, ReaQta, Holland Fintech and ABN AMRO, among others, shared their insights with Japanese financial industry representatives. The third area is smart industry. The first contacts in this area were made during the Dutch digital economic mission to Japan in February. A round table session was organised in June 2021 to explore security as part of the smart industry agenda. During the recent Summit, the parties involved indicated that they want to integrate cybersecurity into the smart industry sector and that they want to start a shared field lab in Japan. Furthermore, knowledge exchange will take place on securing IoT devices and the supply chain of electronics manufacturers.

## Celebration

In addition to discussing future plans, the Summit was also a celebration of successfully completing the Partners for International Business programme after five years. The established relationships during the programme provide a solid basis for future collaborations also. This marks the start of a new phase of Dutch - Japanese relations in the field of cybersecurity.

In the past five years, various trade missions to Japan were organised and the Netherlands took part in the Japanese IT week with a Holland High-tech Pavilion. The meetings that took place there contributed to the results in recent years. One milestone was that Redsocks Security closed its first deal with the Japanese company Network. On the research side, TU Delft conducted several studies with Japanese companies, universities and research institutions. The research included disrupting ransomware via blockchain and securing IoT devices. Thanks in part to PIB Japan, Forescout now has multiple Japanese energy suppliers as customers. They are securing part of TEPCO's energy network together with Compumatica and the

intention is to roll out this approach further across Japan. In the context of the COVID-19 pandemic, Japanese and Dutch parties have consulted diligently to deal with new threats related to, for example, working from home and remote industrial control.

## Active Embassy

The Innovation Department of the Dutch embassy in Japan had already received Dutch cybersecurity delegations for a number of years before the PIB Japan was launched. This interest motivated the embassy to contact HSD and propose to start a PIB programme. Together with interested Dutch companies and knowledge institutions that would help them gain better access to the Japanese market, they formed a consortium.

According to Eric van Kooij, Counsellor Innovation, Science and Technology at the Dutch embassy in Japan, working together in a consortium such as the PIB Japan programme is a win-win formula. “The PIB Japan programme and the efforts of the Netherlands embassy helped companies and knowledge institutions to enter the Japanese market more easily. They came into contact with good Japanese cooperation partners and major customers. The Olympic and Paralympic Games (Tokyo 2020) in particular proved to be an extremely good opportunity to develop business opportunities and make business agreements. Securing critical network infrastructures in Japan and stopping cyber-attacks turned out to be a great opportunity for the Dutch companies involved,” said van Kooij.



[Read the full interview with Eric van Kooij](#)

◀ **Eric van Kooij**  
Counsellor Innovation, Science and Technology at the Dutch Embassy in Japan





"The winning factors of PIB were a strong network and a very packed and super well-organised agenda, which allowed us to maximize opportunities during our stay there."

Nort van Schayik, co-owner of **Compumatica**, participated in the PIB Japan from the start, as he saw many opportunities in the Japanese market after a cybersecurity trade mission. "The PIB offered the possibility to collectively reach out and find partners and customers. We have found several partners with whom we are collaborating to carry out projects in Japan."

**Forescout** (formerly Security Matters) also stepped in because of the many opportunities: "When we joined the PIB Japan, SecurityMatters was a small startup with business in Europe and the US. For us, the PIB was the perfect vehicle to explore a new market, leveraging the great connections and network of the Dutch Embassy. The Programme exposed us to dozens of potential partners and customers enabling us to showcase our technology and start local relationships."

Both companies achieved success in Japan. Van Schayik: "All parties within the PIB, but especially the Netherlands Embassy in Tokyo, have supported us where possible in finding business partners and maintaining relationships."

Especially in these times when it is not possible to travel to Japan ourselves, the Netherlands embassy in Japan has taken an active role as an information point for both us and our partners. We expect to carry out a number of pilot projects in 2021 that can be used as use cases for the Japanese market."

Japan is now an important market for Forescout. A lot of Japan's critical infrastructure is digitally secured by this company. "The winning factors of PIB were a strong network and a very packed and super well-organised agenda, which allowed us to maximize opportunities during our stay there. We met an amazing and very committed partner – Macnica Networks – who helped us establish local presence and kick off all the successes that followed in the past years."





## Fast growth

**Cybersprint is established on the HSD Campus. In two-and-a-half years, the company of Pieter Jansen has grown from two employees to eighteen employees and has move from 24 square meters to 100 square meters. “We realise our growth in the HSD-environment.”**

Fully automatic, the ‘searchmachine’ of Cybersprint maps out the digital risks and threats for governments and businesses. “You do not know where the threat comes from and what it will specifically focus on. This is why we scour the internet and the dark web as broadly as we can to look where your security risks are and where you could possibly be hacked”. Cybersprint belongs well in the HSD-environment, according to Jansen. In a single day he can meet a professor, a CEO and a civil servant on the HSD Campus, with similar issues but differing perspectives. “That knowledge and those meetings are enriching. It is not immediately about sales, but about knowing what is happening, claiming the benefit with

this and finally pass this through to a different HSD-partner.” The HSD-network is one of the factors involved in the rapid growth of his business. “We have gained access to capital via InnovationQuarter.

Via SME Connect we are given access to networks in different countries.

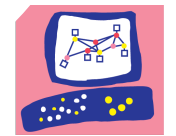
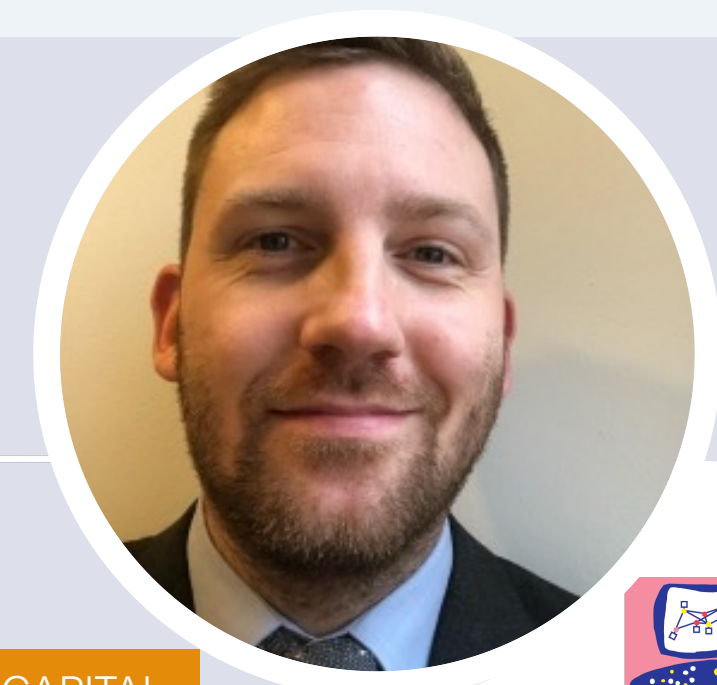
This is of aid in finding partners who are already connected to our dream customers, so that we can reinforce and strengthen them and the customer. HSD draws many visitors, which grants us the opportunity to pitch in front of foreign delegations. Trade missions open up many opportunities for us.”

(13 August 2018)



## Addressing pressing cyber needs

ACCESS TO CAPITAL



**Check Point**  
SOFTWARE TECHNOLOGIES LTD

“Without a consolidated cyber security approach, I wouldn’t be able to sleep peacefully at night. Consolidating all cyber security solutions an organisation uses, is key to simplify and to address the most pressing cyber needs. Shadow IT, social engineering, double and even triple extortion are techniques commonly used by cybercriminals. When you notice malicious activity in your organisation, it might already be too late to avoid severe damage.”

(Martin Broeders, Major Account Manager)

(November 2021)



## HSD Partners Share Their Knowledge with 'Hoogheemraadschap van Rijnland' during Market Consultation Session



What happens when a Water Council can no longer do its work? The promise of the Water Council is: “Droge voeten, schoon water”. Therefore, the Water Council has an emergency response organisation that is well prepared for all kinds of water crises. Yet what happens when they have to prepare for cyber incidents?

One of the components of crisis management is having access to a business continuity plan. This plan covers all kinds of scenarios and how to respond. The Water Council (Hoogheemraadschap van Rijnland) wanted to expand its knowledge about possible cyber incidents. But as it turns out, the Council did not know exactly how such an incident manifests itself and how they should respond. Also, they do not have in-house cyber experts who can be consulted. Thus Geraldine Beckers, crisis manager at the Water Council, has asked HSD for their expertise and network to guide and support.

### Security insight

"HSD has a large network of companies and knowledge institutes that know about cybersecurity," says Beckers. HSD was very willing to help and Beckers was introduced to Securityinsight.nl, a knowledge & innovation platform. It's a place where HSD partners share their knowledge, and at the same time organisations with a security challenge or issue can ask their questions. Beckers chose a market consultation session in which several HSD partners presented themselves and their vision of the challenge. After the presentations, the Council chose Chapter8 as a partner to help them with the complex cybersecurity issues.

**”Cybersecurity is a complex issue, so it's important to have a partner who understands and knows the security domain.”**



### Actively sharing knowledge

Pepijn Vissers of Chapter8 is excited that his company was chosen by HSD as one of the six companies to 'pitch'. Earlier his company took part in a market consultation on the further development of The Hague IT & Security Campus. "One of the reasons why we are affiliated with HSD is the possibility to share knowledge. Which is extremely important especially within cybersecurity. We want to actively contribute to the ecosystem and help to guide organisations to a higher level of digital security, especially in social and governmental area. The market consultations sessions facilitate this."

Pepijn Vissers: "The HSD ecosystem is unique. Every organisation has its specialisation. Together we can complement each other and help others on their way to their next level in digital security. HSD has a unique position. It is a neutral party at the centre of the cyber security field. Thanks to that independence, it provides a service not only for its partners, but also for everyone who needs expertise."

### Spin-off

During the presentations, Beckers noticed that there is room for improvement in the pitches of the companies. Beckers: "The success rate can increase if you get more inside on the actually issue. Chapter8 was able to clarify the complex world of cybersecurity with easy to understand examples." To increase the success rate of the pitches HSD is going to set up a programme 'pitching for government'.

### Also Interested in a Market Consultation?

Does your organisation have a security demand? Then we invite you to explore your challenge with several experts during a market consultation session.

The goal of these consultations is to provide participating organisations with a unique and multidimensional view on their security reality. these sessions are aimed at organisations for whom security is high on the agenda and who have an interest in constant learning to take their cyber security to a higher level, together with our specialised HSD partners.

HSD offers a secure and trusted environment, moderation of the knowledge sharing session, ensuring that input is actionable and primarily based on expertise sharing.

Interested?

Send an email to [info@securitydelta.nl](mailto:info@securitydelta.nl)!

Find more information [here](#)!





## Experiencing the 2021 Globaliser: Ubiqu and MMOX Smart

**Scale-ups often have large ambitions for internationalisation after growing successfully in their home market. But where to begin? And how to evaluate how realistic these cross-border dreams are? The best way to answer these questions for your business is by participating in the Globaliser Programme, according to Ubiqu and MMOX Smart, two of our HSD-partners.**

The Globaliser is an initiative by DutchBasecamp, a company specialised in international scaling. In collaboration with InnovationQuarter they host the Globaliser, which is supported by the city of The Hague, the Province of South-Holland and Security Delta (HSD). In this twelve-week programme, scale-ups participated in a series of five sprints, consisting of plenary sessions, homework, and individual guidance by experienced coaches. The result for participants is a co-ordinated business plan they can enact to enter foreign markets.

“The Globaliser’s structure allows you to avoid common pitfalls and to ensure that all requirements (for doing business abroad) you will face along the way are met in advance”, MMOX’s Matthijs Blokker tells us. Concurrently, the Globaliser can be helpful in finding out your plan isn’t so sound after all. “We went into the Globaliser with a rough idea and concluded that it made a good base for a plan. At the same time, it’s possible to go into it and find out your idea wasn’t so good after all, which is also helpful.”

Both businesses recommend participating in the Globaliser to scale-ups, for various reasons. Matthijs Blokker said that participating can give business owners valuable knowledge on when to start thinking about internationalising, and just as important, when it’s better to hold off a few more years. Ubiqu recommended taking part as well, as the Globaliser can also

lead to some great connections to have in other countries.

Because of the pandemic, this year’s Globaliser was almost entirely online. When asked, both partners said that this obviously had its downsides, but the Globaliser made excellent use of all digital capabilities. “It’s not always easy to digest all information when it’s delivered exclusively through a screen”, Matthijs Blokker of MMOX said, “but DutchBasecamp made great use of break-out rooms during extended sessions, and parts of the programme that would normally take up an entire day were split, so we still had ample opportunity to process all the information we had heard during the session.”

We were happy to hear both of our partners gained something valuable from participating in this year’s Globaliser. Ubiqu’s Boris Goranov told us: “We had a concrete idea of where we wanted to go, but the Globaliser gave us the idea to take a broader approach. We started to improve our marketing and communication, and through the Globaliser we were connected to someone abroad who could help us expand our business abroad.” MMOX had a similar result from participation. Since participating in the Globaliser they signed a letter of intent with a potential new partnership as a result.





# Investing in the resilience of SMEs

INVESTING IN THE RESILIENCE OF SMES



**In our digitising post-Covid society, working from home has become the norm for many. This development is not without risks, however. Cybercrime is on the rise, with attackers taking advantage of the increase in digital communication. Larger corporations are often aware of this and are already investing in cybersecurity solutions for their workers and customers. But what of the others?**

Especially when it comes to small and medium-sized enterprises (SMEs), a lot of awareness is left to be raised, according to Mitch Post of Triple P. “The theme of cybersecurity is unknown territory to a lot of these smaller businesses”, he says. “These companies usually don’t have a dedicated IT or security department, which makes them reliant on third parties such as Triple P to realise the risks of not being protected properly from cyber-attacks.”

Our greatest weapon in this battle according to Post is awareness of the possibilities and risks when it comes to protecting your business and customers. “That is the reason we became an HSD partner of course, to contribute to the spreading of knowledge. One of the main things we do is engage in conversations with SMEs, either through blogs or by attending events where we can speak to them directly.”

The biggest take-away is that smaller businesses have just as much to fear from cybercrime as larger corporations. “It used to be that only larger corporations were susceptible to hacks, but that has changed”, Post tells us. “Cybercriminals will look for any open door and come in.” Demanded ransoms being on the lower end for SMEs also definitely does not mean the damage is insignificant. “The impact is always large. When your systems are infected, your entire business might grind to a halt, meaning you’re not generating any revenue. Aside from the financial losses, it can also be a stain on your reputation if your data is stolen.”

**"The impact of a cyberattack is always large."**

Recently HSD and Triple P partnered up in a video for our new platform for all things cybersecurity for SMEs, Cyber Kracht (Cyber Power). In this [video](#) Mitch Post interviewed Julie-Ann Tollenaar, a shopping mall manager who was recently the victim of a hack. Data on all her customers was stolen, and a ransom was demanded to prevent the hackers from leaking the data. Post gave her some valuable tips and information on how to best prevent such attacks from happening, such as encrypting data, and frequently updating your passwords.

Cyber Kracht is one of HSD’s main initiatives to invest in the cyber-resilience of SMEs. Part of this initiative is the platform [www.ikhebcyberkracht.nl](http://www.ikhebcyberkracht.nl): a place with tools, tips, and tricks for business owners that want to work on their digital safety. Its main purpose is spreading awareness about cybersecurity issues and solutions to business owners, which is why we’ve also collected articles for readers without prior knowledge, with topics such as ‘What exactly is phishing?’.

Lastly, we partnered up with EYE Security (Job Kuijpers) in organising two MKB Digi Cafés; events targeted specifically at SMEs. The topic of one of these was Cyber-resilience vs. Cybercrime, specifically ransomware, and how to prevent and combat it as a small business owner. MKB Digi Café’s approach is to assist SMEs in easily digestible language, and doing so by handing out real hands-on tips, so business owners can get to work that same day if necessary.







**EYE**

ACCESS TO INNOVATION

## Close to the fire

'EYE decided to join the HSD 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)

(November 2021)

ACCESS TO MARKET

## HSD community

'Group-IB has joined the HSD Community since it has been striving to become an active contributor into the local cybersecurity community by sharing strategic and tactical knowledge about adversaries, gathered by Group-IB analysts worldwide, supporting research into local threat landscape and education projects to foster a young generation of the country's future cybercrime fighters. The added value Group-IB sees being part of the security cluster is the proximity to a wide network of leading security partners, including government organisations, educational institutions, and businesses.'

(November 2021)



**GROUP-IB**



ACCESS TO INNOVATION

## Collaborating together

"By becoming a partner of HSD, we are able to add value and expertise to an ecosystem of top-level security organisations in The Hague. 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 Chapter 8)

(November 2021)



# 6<sup>th</sup> Edition International Cyber Security Summer School



From 22 to 27 August 2021, the 6th edition of the International Cyber Security Summer School (ICSSS) took place. This year, 60 students and young professionals from 20 countries attended the digital version of the Summer School. The students attended lectures on the most current cyber security topics and were challenged with cases to work on new solutions to make our online activities safer. ICSSS aims to share knowledge and challenge talented young professionals active in the digital security field.

The summer school is organised annually by Europol EC3, NCI Agency, Cisco, SignPost Six, Radically Open Security, Leiden University, Palo Alto Networks, Accenture Security, Deloitte, EclecticIQ, KPN and HSD. The Human Capital Agenda (Cyber) Security developed with many HSD partners forms the basis of this annual Summer School. In this way, we contribute together to improve the connection between education and employers and to attract and develop talent.

## Challenges

With backgrounds in technology, policy, law and business, participants gathered online to learn more about a multidisciplinary approach to cybersecurity. During the six-day programme, they learned about cyber incidents, cyber risk and threat management, cryptocurrency investigations, cybercrime as a service and the human factor. In addition, they were challenged to come up with innovative solutions for current cybersecurity issues from Leiden University, NCI Agency, Palo Alto Networks and Accenture Security. In addition, an HR event was held, where the future cybersecurity experts were brought into contact with the organisers (experts and professionals) in the field.

Fantaw M. Negash : “I did not know something like this existed. When I found the ICSSS, I was really excited. A week is short, so it is not very time consuming, and it offers the opportunity to learn from some very well-known people and organisations in the cybersecurity domain”.

Cristiano Pellegrini: “I really believe in the Summer School. It has only been around for a few years, but it is growing really strong. The particularity of cybersecurity is that it deals both with policy as well as technical aspects. This interdisciplinary aspect is something that the Summer School really focuses on.”

**” It offers the opportunity to learn from some very well-known people and organisations in the cybersecurity domain ”**



# Collaboration between HSD and Greenport West-Holland



On 2 October, HSD and Greenport West-Holland have signed a partnership to start a collaboration in the field of digital security in horticulture. For example, HSD joins the Greenboard, the partner council of Greenport West-Holland. Greenport West-Holland is the regional network organisation of government, industry, educational institutions, and knowledge institutions. Together they work on a vital and sustainable future for the regional horticultural cluster. HSD is also a network of businesses, governments, and knowledge institutions that work together on knowledge development and innovation in (digital) security, with the aim of a safer world, more activity, and more jobs.

## Security and reliability

Automation and digitization play an important role in horticulture. For example, in the field of cultivation, production, logistics, and sales, many digital services and products are used by various links in the chain. This makes the security and reliability of the data used increasingly important. This concerns cybersecurity risks in the field of IT, as well as specifically those of Operational Technology (OT). HSD focuses on these issues, among other things by connecting innovative companies in the field of digitalisation and cybersecurity with each other.

Therefore, Security Delta (HSD) and Greenport West-Holland have decided to join forces to work together on digital security for and with the entrepreneurs in both clusters. With this, HSD and Greenport West-Holland bring knowledge and acquaintances together. The collaboration does not stand alone.

It is a precursor to possibly broader cooperation in the field of cyber resilience in the province of South Holland. This cooperation will be embedded in this conjunction with other economic sectors, network organisations, and the regional development company in consultation with the Economic Board South Holland.

## Collaborating on digital security

Jolanda Heistek, Greenport West-Holland programme manager: “Data is essential for most companies in the horticultural cluster. This data assures, for example, that crops can be controlled more efficiently and sustainably, or that the chain can be set up more intelligently. It is therefore essential that the cluster thinks about and is aware of the security of data, for both individual companies and of partnerships. This goes beyond setting a password: it is a chain approach. That is why we are pleased that HSD wants to work on digital security together with its partners and our network.”

Joris den Bruinen, General Manager of HSD: “By entering into a partnership with Greenport, we can jointly increase the social impact in the field of digitization and cybersecurity within the horticultural sector and also increase the resilience of this important sector. This cross-pollination contributes to the development of innovations that meet the needs of the horticultural cluster and the need to cover the additional risks. Giving guidance to the content and the process, initiatives can achieve product development, social innovation, and economic returns.”



“Data is essential for most companies in the horticultural cluster. This data assures, for example, that crops can be controlled more efficiently and sustainably, or that the chain can be set up more intelligently.”

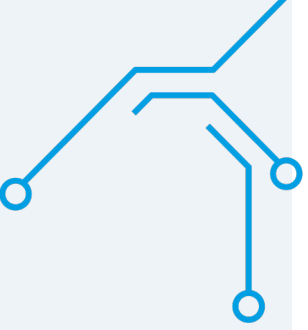


# HSD Partner proposition

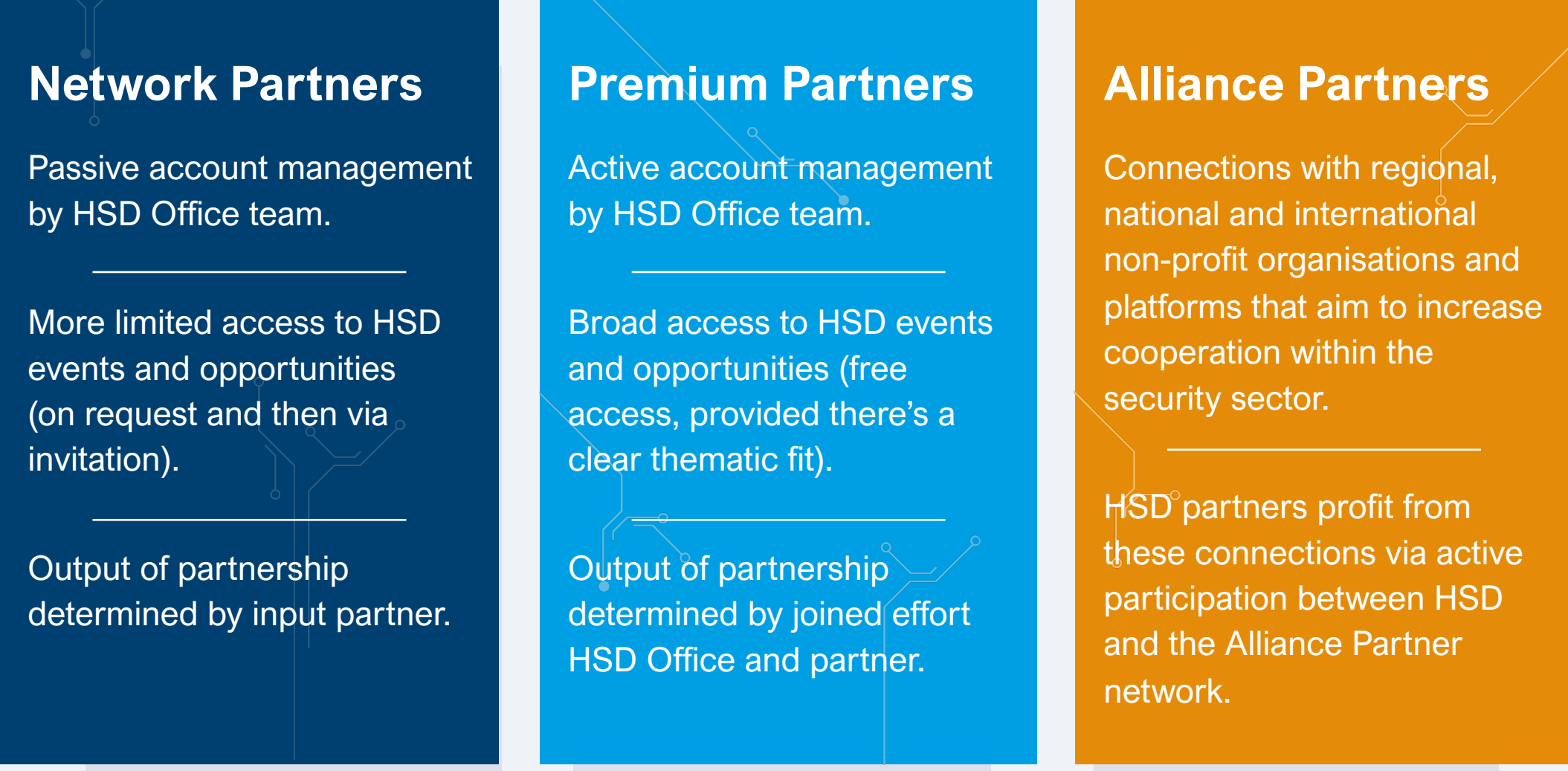
At HSD we focus on connecting partners with business partners and the market via an open exchange of knowledge and expertise. HSD partnerships fall into two categories: **Network** and **Premium Partnerships**. Both partnership types provide access to a broad range of opportunities and Premium Partners enjoy active partnership management by a dedicated HSD Innovation Liaison. This type of partnership management allows us to pro-actively connect Premium Partners with opportunities that suit them. Providing them with the added benefit of a collaborative approach to networking.

In addition to our Network and Premium Partners, HSD works closely with Alliance Partners. Together with our Alliance Partners HSD represents a global community of innovation ecosystems who collaborate on projects and share expertise through an expanding network of diverse organisations, which in turn benefits all of our partners in the HSD Community.

HSD PARTNER PROPOSITION



## HSD Partner landscape





## HSD 'Access to' proposition



### Market

We help HSD partners connect, expand their business abroad and land softly in the Netherlands



### Knowledge

We help partners share and collect expertise



### Innovation

We help partners connect to Collaborate on Security innovations



### Talent

We help partners attract and develop talent



### Capital

We help partners attract funding via Access to Capital events and finance guides



# Opportunities per 'Access to'

Based on knowledge driven exchange of expertise and content



## Market

Introduction to potential new business partners within the HSD network via matchmaking and events

Introductions at local embassies and other governmental (trade) offices

Visit international delegations hosted at the HSD Campus

Participate in trade missions / public international calls

Assistance with doing / growing business abroad

Participate in 'Partners for International Business' (PIB) programmes

Organise or participate in HSD powered market consultations



## Knowledge

Participate in HSD Roundtables

Attend /participate in HSD Cafés

Access to the Virtual HSD Platform to share and discover security expertise & insights and showcase innovation

Engage with the HSD communication team to help generate visibility, with regard to your expertise, related content, news, events, innovation and collaboration



## Innovation

Work with the HSD innovation liaison team to discover innovation supply / demand opportunities

Participate in (HSD Led) precompetitive collaboration programmes and consortia

Connect with event partners to potentially showcase innovation(s) or participate as a speaker



## Talent

Access to posting Job openings at [www.securitytalent.nl](http://www.securitytalent.nl)

International Cyber Security summer School (including matchmaking)

HSD Human Capital Agenda – Security



## Capital

Introductions to Investors (in our network + an Access to Capital event)

Advice on attracting funding and investment

Information about public funding





Together we secure the future

**Security Delta (HSD)**

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**HSD**  
securitydelta.nl