Trade Mission Cybersecurity & Digital Tech

20 – 23 May 2024 Sweden



Netherlands

Foreword



Sweden is and has always been an important trade and investment partner of the Netherlands. Did you know that our relation dates back over 400 years? The Netherlands was the first country where Sweden established an embassy (in 1614) and the Dutch built Sweden's second largest city, Gothenburg, when it was founded in 1621! Nowadays, joining forces at both a private and public sector level is a necessity to speed up innovation, enhance the economic productivity of both our countries and sustain our leading innovative positions.

Just like Swedes, the Dutch are tech-savvy digital frontrunners who lead the way in embracing new digital applications, which for example makes our countries great test market for new concepts and products. The Dutch and Swedish tech sectors have great potential to contribute to smart solutions for climate change, energy transition, healthy living and a safer digital transformation of society. Cooperation with trusted partners is key.

The intense geopolitical turmoil has placed the need for investments in secure digitalization of all sectors high on the agenda. Especially since there is a discrepancy between the fast pace of digitalization of Swedish society and secure digitalization. In particular SMEs and (smaller) public sector organisations are still lagging behind. To improve resilience we need to build safer systems, we need better cyber hygiene and awareness and we need increased competence and a skilled work force. This provides opportunities for doing business as well as more cooperation.

The Netherlands is ranked as one of the most powerful cyberspace countries in the world. The city of The Hague is an important hub for cybersecurity in Europe, hosting Europol's European Cybercrime Center, NATO's Communication & Information Agency and a security cluster that connects over 275 companies, governmental organizations and knowledge institutions. This opens doors for Dutch companies and startups to thrive and expand, but it also provides interesting opportunities for Swedish companies to gain a foothold in the Netherlands. Furthermore, The Netherlands' technological environment is anchored by a robust digital infrastructure. We rank for example second in the world for online connectivity, with 98% of households having broadband connection.

The Dutch are known for their innovative and entrepreneurial culture and good at creating strong crossovers between tech and other impact industries, such as smart farming and ag-tech, robotics, smart mobility and sustainable energy. We are proud of our world-leading innovation ecosystems in cyber security, AI, fintech and health tech as well as our unique position in the world on technologies such as quantum computing, photonics, 5G and semiconductors.

During this trade mission, we are bringing a strong delegation of seventeen companies with us, offering a wide range of products and services for a better and safer digital future. All of them are looking forward to get fresh insights about the state of play in Sweden with regards to digital technologies as a whole and cyber security aspects in particular. But most of all they are very eager to broaden their network in Sweden in order to build meaningful relations for future cooperation.



Company Profiles





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Arda

Arda is a dynamic and innovative platform that merges online learning with serious gaming to enhance awareness about cybersecurity. It offers a multi-year program with diverse content to ensure sustained awareness and readiness against cyber threats. Arda's engaging approach helps employees understand and implement cybersecurity best practices, thereby significantly reducing the risk of cyber attacks. The platform is adaptable to different business needs, offering regular updates on various aspects of cybersecurity beyond just basic knowledge like strong passwords or compliance with regulations.

Solutions offered:

Arda train employees for awareness with gamification and storytelling in native language and setting.

Profile of commercial contacts wanted

Universities, local government and cyber security companies that want to expand their portfolio with security awareness:

- CISOs
- Data privacy Officers

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Attic Security

Attic is part of Zolder, which was founded in 2019 by a group of experienced Ethical Hackers, Software Developers and Security Consultants. We provide services and build solutions to help organizations safely navigate their digital journey.

Solutions offered:

Attic Security helps organizations to harden and monitor Microsoft365. This way it prevents ever increasing attacks such as BEC and Ransomware. Superfast, Affordable, and Simple. Suitable for organizations of any size.

Profile of commercial contacts wanted

Direct customers 150+ employees in any sector (e.g. Engineering, Healthcare, Professional Services, Transport) and collective cyber resillience collaboration centers:

- CISO
- CIO
- IT Director
- SOC Manager
- Product Manager

Attic Security

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▶ BlueFinch ∃S3⊃



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BlueFinch-ESBD Netherlands B.V.

ISO 27001 certified company and trusted provider of advanced data integration solutions with over 12 years of specialized experience in secure data transfers and serving enterprise customers across all industries. Technology partner of Fortra Cybersecurity solutions in the Benelux, French and Nordic markets. Fortra's largest implementation partner in Europe. Our European presence enables us to provide a localized, high-quality service to our customers. Our team of experienced and certified technical specialists guide organizations through their secure file transfer and integration projects to deliver optimized, high-performance solutions tailored to their environments and needs.

Solutions offered:

Fortra's GoAnywhereMFT is a globally recognized and market leading Managed File Transfer (MFT) solution. It provides centralized, multiplatform, scalable, secure file transfer solutions that integrates with Fortra's suite of Cybersecurity products. With a wide range of deployment options from on-prem, cloud or hybrid. Primarily focused on the public and enterprise market, GoAnywhereMFT will automate transfer processes and encrypt data between an organization and its trading partners, protecting from vulnerabilities while improving overall file transfer reliability, quality, resulting in reduced costs. It provides compliance and addresses all regulatory requirements.

Profile of commercial contacts wanted

Our solution caters for mid to large public and enterprise companies. Looking to get more introductions and engagements with Nordic organizations. Some notable examples of existing customers within the Nordic region are Karolinska Institutet, Spendrups, Region Stockholm, Ikea, Klarna, Hitachi Energy, Hofor etc. Some Dutch references include NN Group, Sligro, ANWB and Erasmus MC:

- Enterprise Architects
- Solutions Architects
- Data & Integrations Architects
- · CTOs, CISOs & CIOs

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Booz Allen



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Booz Allen Hamilton

We are a global firm of approximately 32,600 diverse, passionate, and exceptional people driven to excel, do right, and realize positive change in everything we do.

We bring bold thinking and a desire to be the best in our

We bring bold thinking and a desire to be the best in our work in cyber security consulting, analytics, with industries and clients where cyber is mission critical for the realization of positive business outcomes.

We have one guiding purpose—to empower people to change the world. Our founder, Edwin Booz said it best: "Start with character... and fear not the future." We bring a ferocious integrity to not only train our clients to tackle the problems they face today, but to help them change the status quo for tomorrow. Each day, we imagine, invent, and deliver new ways to better serve our employees, our clients, and the world.

Solutions offered:

We get engaged as consultants for the most complex cyber security challenges in areas of cyber defense, governance, strategy and risk management. Our clients hire us for our practitioner-led approach, so through we are consultants we also know how to get the actual work done.

Profile of commercial contacts wanted

Companies that deal with complex cyber security challenges, often we do well in highly regulated industries (e.g. Financial Services, Life Sciences, Healthcare, High Tech Manufacturing, Automotive, Critical Infra related) and there where our clients own and operate significant parts of a nations' critical infrastructure:

- CISO, CIO & CFO
- · Risk Officer
- · Cyber Defense Director

Booz Allen Hamilton

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CRYPTAS

CRYPTAS establishes trust and protects identities for its clients. In short, we are a specialized turnkey solution provider within cyber security. We advise, plan, design, develop, integrate, implement, manage, support, and maintain cybersecurity solutions for larger public and private organisations. In doing so, we help them becoming directive compliant (NIS2, DORA).

Especially in the DACH region, for over 20 years we have helped many known brands and public bodies with our projects and we are now offering our services in the Nordics and Benelux.

At CRYPTAS, we implement our own solutions as well as those of our partners Thales, Entrust, Keyfactor and Intercede. Our projects encompass hardware and software components like PKI, encryption, strong authentication, lawful signatures, digital identities, virtual smart cards, clientless smart card access, key management, and certificate lifecycle management. What differs us from competition, is our engineers' unrivalled knowledge and experience in solving complex cybersecurity challenges for our clients and a flawless, reliable delivery.

Solutions offered:

Delivery of Zero Trust cybersecurity solutions and solving complex PKI / encryption issues, ensuring compliance with the imminent directives (NIS2 / DORA) for our clients, active in critical environments

Profile of commercial contacts wanted

Larger +1K FTE companies with a complex IT infrastructure, striving for EU directive (NIS2 / DORA) compliance. All sectors operating within a critical environment (health, T&L, pharma, finance, food, water):

- CISO
- · Risk Assessment Managers
- IAM (Identity & Access Management) Responsibles
- Digital Trust Managers
- Compliance Managers
- IT Security Operationals

CRYPTAS

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DVRS



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DVRS

DVRS is an IT company that provides managed security services in ways of PSIM(physical security and information management e.a. for control rooms/ end-users) and ISS integrated security solutions based on our in house developed VMS, PSIM and integrations for smart building

Solutions offered

We provide the most secure and economic solutions which make it possible for small to large businesses to use advanced security applications tech to enhance and grow their business,

- simplicity in use (interface and functionality)
- simplicity of operational integration (process)
- (very) low operational costs
- latest security/ cybersecurity developments
- Al integrations
- connect every available VMS brand
- focus on cybersecurity in application and use

Profile of commercial contacts wanted

Business owners in IT with an interest or business ready focus on managed (security) services, SaaS applications for security and management of buildings. Our verticals include; retail (security), healthcare (support), security, industry (production process) and IT:

- CEO-CISO
- RSF

DVRS

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HackShield

At HackShield, we believe that the digital world is an amazing place with lots of opportuni es. All you need is prepara on and educa on to confidently and safely navigate the digital landscape. Therefore, our mission is to teach every child in the world to use the Internet safely. In addi on, we believe that children 8-12 can also teach other genera ons something. By le ng them play an online game they become junior cyber agents, figh ng for a safe, inclusive digital future.

Solutions offered

We make sure children ages 8-12 get equal access to educa on and learn how to navigate the internet safely.

Profile of commercial contacts wanted

Banks, insurance companies and cyber security companies, preferably with CSR programs (current partners include, Microsoft, Cisco, Rabobank, Interpolis, etc.):

- CISO
- CTO

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Hudson Cybertec

Hudson Cybertec is a cybersecurity solution provider for the OT (Operational Technology). We help organizations with their cybersecurity challenges for the OT and help them to comply with cybersecurity standards and legislation. Our mission is to make and keep the primary processes of companies and organizations digitally resilient. Our mission is at the core of all our services. The unique combination of profound domain-specific knowledge, extensive experience in cyber security and broad expertise in industrial and technical automation, distinguishes Hudson Cybertec from other security companies.

Solutions offered

We help companies solve their cybersecurity challenges for their OT environment, comply with legislation and ensure compliancy with international cybersecurity standards. This reduces the cybersecurity risks for their OT environments to acceptable levels.

Profile of commercial contacts wanted

- Cybersecurity companies
- Construction & infrastructure
- · Energy & Power industry
- · Food & Agriculture
- Logistics
- Utilities
- Oil, Gas & Chemical industry
- Process industry
- Manufacturing industry
- (Drinking) Water companies
- Paper mill industry
- Car manufacturers
- · Defense industry

Personas: Plant managers, Site managers, Security officers, CISO, CIO, CFO & QHSE officers.

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Lars Andrén Chief Product Officer +46 73 3647282 lars@lydsec.com

Keypasco Europe

We deliver secure authentication for any online service. Imagine that you could upgrade the security for 100% of your online customers without changing and complicating the user experience.

Keypasco offers a software-based MFA (multi-factor authentication) solution that is easy to integrate into your existing systems. The quick deployment is done by a silent rollout and it instantly secures the digital identity of your customers.

The Keypasco solution is flexible, self-scalable and provides you with a selection of different factors to include in the authentication of your users. Which factors to use can vary depending on location, device used, environment or the situation. To top things off, we offer great privacy and integrity protection.

Keypasco Europe is a subsidiary of Lydsec Technologies Ltd.

Solutions offered

Secure and smooth or invisible online authentication for all businesses.

Profile of commercial contacts wanted

Fintech, banking, online gaming, defence, healthcare and potential partners. Specifically, companies to which online authentication is a high priority, or companies that have connections to such corporations:

- CISO
- CIO

Keypasco Europe

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Joop ter Stal Director Channel Sales EMEA +31 6 11709068 joop.ter.stal@on2it.net

ON2IT

Easily embrace the protective power of Zero Trust security through ON2IT's Zero Trust-as-a-Service managed approach. Combining the innovative AUXO™ platform with Zero Trust security deployed across policy, architecture, and operations, ON2IT effectively safeguards your networks with proven Zero Trust strategies in a convenient and holistic managed services model.

Original Zero Trust & MSSP Innovators

In the past decade, ON2IT has been working closely with Zero Trust inventor John Kindervag. Our team of innovative and specialized Zero Trust consultants have implemented Zero Trust architectures at global customers across all industries.

AUXO™: Proprietary Zero Trust Platform

Created by ON2IT, the AUXO™ Zero Trust platform is the first to offer the best of SIEM, SOAR, and MDR all in 1 automated managed service platform. ON2IT uses advanced automation to monitor networks, manage alerts, and guarantee proactive measures are taken from implementation to deployment and beyond.

The Only MSSP with Zero Trust as a Service

Solutions offered

Zero Trust as a Service includes:

A transparent view of all protect surfaces and their DAAS elements, traffic patterns, preventive measures and threats per protect surface Active management

Profile of commercial contacts wanted

We work across industries. We typically work for organizations with a well-developed IT and Risk department, usually > 1000 employees, so the upper range of SME to Fortune 500.

 Head of IT, IT Director, CISO, CDO, CIO, CMIO & Chief Architects.

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PRODAFTCyber B.V.

PRODAFT is a pioneering cyber threat intelligence company. Since 2012, we are focused on a proactive approach to cybersecurity by intercepting and mitigating threats before they happen. Our vision as a company is embedded in our name, with PRODAFT standing for Proactive Defense Against Future Threats. Our goal is to keep citizens, businesses, and governments safe from any major security threats by providing timely and accurate information.

Based on our long-lasting expertise, we have developed threat and risk intelligence platforms that are unique in their ability to deliver verified, intelligence-led data. Specifically tailored and relevant for each customer, we provide more actionable insights and less workload.

At PRODAFT, we routinely collaborate with public and law enforcement authorities, university researchers, and other cybersecurity organizations. By sharing our intelligence and knowledge of the field, we assist in creating a safer cyberspace for everyone.

Solutions offered

We provide proactive threat intelligence solutions and risk intelligence platform. They enable the businesses to detect and mitigate cyberattacks before they can compromise them. We are actively monitoring over 700 APTs and other threat actors, therefore providing our clients actionable and accurate insights. By filtering and analysing all the information, we can empower them with timely response and mitigation of any cyberattacks before they would cause them irrevocable financial and reputational harm. Our solutions are tailored to the specific needs and objectives of every client, making sure to work within their scope, budget, and resources, resulting in more efficient cyber resilience with less workload.

Profile of commercial contacts wanted

Critical infrastructure companies that handle a vast amount of sensitive data that needs to be well-protected (banking, healthcare, defense, fintech, governmental institutions etc.), resellers and distributors of cybersecurity solutions, such as SOCs or MSSPs. Likewise, CISOs, CIOs, CTOs, information security specialists, system administrators, cybersecurity professionals, and brand protection teams.





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Qualinx B.V.

Qualinx is revolutionizing the semiconductor industry with the world's first ultra-low power, multi-constellation GNSS solution with full reconfigurability. Thanks to patented Digital RF (DRF) technology founded on years of research, Qualinx transforms edge IoT with truly affordable, ultra-efficient and fully reconfigurable solutions. The first-of-its-kind QLX300+ GNSS receiver takes concurrent reception to a whole new level with unparalleled support for all global constellations across both L1 and L5 Bands. With the world's smallest form factor in a GNSS chip and ultra-low power settings, the QLX300+ maximizes the lifespan of device batteries while simultaneously minimizing production and user costs.

As technology evolves, Qualinx's cutting-edge GNSS solutions and software defined radios allow for seamless reconfiguration, eliminating the need for chip replacements and ensuring a sustainable and future-proof solution. With this truly transformative ability to adapt, Qualinx empowers partners and customers to save costs, streamline production, and boldly embrace the future without limitations.

Solutions offered

Qualinx introduces the QLX300+, a GNSS chip boasting the world's smallest form factor and ultra-low power settings. Addressing consumer concerns around battery life, costs, and efficiency, this innovation maximizes device battery lifespan while minimizing production and user expenses.

Profile of commercial contacts wanted

Multi-national telecommunication companies and those specializing in IoT spaces (Mobility, automotive, smart city and shipping), companies that create trackers and/or wearable devices, etc.

- Procurent managers
- Engineering managers

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Signpost Six

Europe's leading Insider Risk experts, Signpost Six, are dedicated to protecting organisations, their people, and assets from internal threats. We provide customised insider risk assessments, programmes, and specialised training to bolster organisational security. Our solutions, tailored to each client's unique needs, utilise advanced techniques and behavioural insights to proactively manage insider risks.

Solutions offered

Where a lot of attention over the past years has been given to cybersecurity and enforcing outside facing defences; nefarious actors are increasingly targeting organisations through their insiders.

Signpost Six is the sole European insider risk and knowledge security focused consultancy. Other firms addressing insider risk are generally American and focused on monitoring tools, whereas we approach the topic holistically from the psychological perspective of looking at your employees as humans and through a European lens that favours privacy.



Joeri Glastra Insider Risk Analyst +31 6 39511284 joeri@signpostsix.com

Profile of commercial contacts wanted

Defence, energy, pharma, biotech, government, educational/research institutes (in general we are most active in every sector with high IP or that is generally targeted by nation-states or organised crime and 500+ employees):

- CISO
- CSO (or public body equivalent)

For example:

SAAB, Ericsson, IKEA, Ministry of Defence, Klarna, Kry, LKAB, Vattenfall, AstraZeneca, RISE, Ministry of Foreign Affairs.

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ThreatFabric

ThreatFabric is a leading company in the fields of online fraud, mobile malware, and threat intelligence. Founded in 2015 and based in Amsterdam, ThreatFabric offers cutting-edge, data driven solutions to protect the financial sector. Using their threat intelligence and anti-fraud platforms, ThreatFabric helps major brands prevent malware assisted fraud, scams, account takeover, device takeover, and information theft. Ultimately, ThreatFabric not only protects online channels, but also ensures customer confidence, trust and loyalty.

ThreatFabric has a diverse and talented team of experts, data scientists, and thought leaders from around the world. Their innovative and frictionless technology leverages thousands of indicators from device, behaviour, identity, and intelligence. They contribute to the infosec community regularly, as they share insights, trends, and threat intelligence with others.

Solutions offered

ThreatFabric helps protect financial institutions from fraud through their digital channels by providing device and behavioural risk signals as well as mobile threat intelligence.

Profile of commercial contacts wanted

Financial (including organisations who send and receive payments through mobile apps), Fintechs, Telecom, Government (CERTs, Law Enforcement, Defence & Intelligence agencies, Government payment services):

- Chief Information Security Officer (CISO)
- Head of Security
- Cyber Threat Intelligence
- Cvbercrime
- Fraud Intelligence
- Financial Crime Intelligence
- · Fraud Investigations
- Head of Fraud
- Fraud Strategy
- Digital Fraud
- · Digital/Mobile Banking

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vBoxx B.V.

vBoxx, headquartered in the Netherlands, is a pioneer in secure cloud-based solutions, distinguished by its use of own infrastructure in true European data centers located in the Netherlands and Germany. This strategic choice ensures adherence to stringent European data protection laws, underscoring vBoxx's commitment to unmatched security and privacy.

At the forefront of their offerings is vBoxxCloud, a sophisticated cloud storage platform providing top-notch file synchronization and sharing capabilities. The platform's security is guarded by vBoxx's EU-based data centers, ensuring reliability and compliance with data protection standards.

Complementing vBoxxCloud is vBoxxConnect, a secure email and meeting software that integrates seamlessly, enhancing organizational communication while safeguarding data during file management and sharing. Additionally, vBoxxVault, a bespoke password management tool for companies, fortifies their suite, offering secure password storage and management.

This trio - vBoxxCloud, vBoxxConnect, and vBoxxVault - backed by vBoxx's own European infrastructure, showcases their dedication to delivering secure, integrated, and user-friendly digital solutions for contemporary businesses.

Solutions offered

Helping businesses that want or need to store their data in Europe with a suite of integrated corporate products for cloud storage, email, password management, including local deployment of our suite of products. This is all done with a strong focus on privacy and security, as supported by our ISO 27001 certification.

Profile of commercial contacts wanted

Possible IT partners that supply European products and government officials that are looking for data sovereignity:

 CISO's, CIO's, CTO's, CEO, DPO's, and other decision making level officers.

Government, healthcare, defence, IT companies, and other organizations that have sensitive data to store and/or process.

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Ver



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Ver.iD

Ver.iD simplifies decentralized identity by offering a one-stop platform compatible with various decentralized digital ID wallets. Some industry analysts call us "Stripe for digital ID". User-friendly experiences for actions like KYC, logins, data sharing, age verification, and e-signatures using our no-code design studio. Integrate our API effortlessly to your existing legacy systems through OAuth, OpenID Connect.

Solutions Offered

EIDAS 2.0 law will impact all Swedish in the next 3 years. We can simplify integration compatible with existing portals, CIAM and IAM legacy systems. Because it takes minimum effort to integrate us, it gives organizations time to learn and experiment working with decentralized ID wallets.

Profile of commercial contacts wanted

Organizations that need to integrate multiple EIDAS 2.0 id wallets because of EU laws (DAC7, DSA, EDIAS 2.0, EU AI ACT) and/or because of Identity Verification challenges in IAM, CIAM, HR onboarding, Customer Account Creation such as:

- CTO
- CISO
- CPO

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