

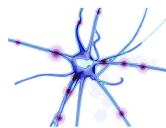


CATAPULT
Digital



CYBER 101

Companies Cyber 101 Investor Day - 8th of December 2020



nquiringminds

ai • security • iot

Southampton

Product/Revenue generating

<https://nquiringminds.com/>

Team of **12**

Raising

5M

Description

NquiringMinds is an organically grown 10-year-old high-tech company that provides the next generation data sharing and analytics platform, Trusted Data Exchange (TDX).

TDX integrates a data layer, an analytics layer and an application layer under a unified set of crypto primitives. It is built from the ground up to address the complex real-world, distributed data problems where no single organisation owns the data or the processes needed to make an impact.

Our customers are predominantly from the Smart Cities and Health sectors, but Industrial, FinTech and Defence are high growth sectors for us.

Our internationally recognised senior staff have over 30 years of experience in commercial applications of AI.

Cisco has identified NquiringMinds as being a Top 15 Company in IOT, we have won an IOT Boost award for our healthcare product line, the Cyber Savvy Company of the year award for our security credentials, and have featured as one of TMForums Industrial IOT 5G Catalyst projects.

Additional Information

Half of the team are PhD qualified.

The UK Prime Minister recently selected NquiringMinds to represent the best of UK Innovation on her first ever trade mission.

NquiringMinds is one of only two SMEs to feature as a case study in the UK government's £4.6 billion Industrial Strategy Challenge Fund whitepaper.

We have received a Cabinet Office Open Data Champion award, a Parliamentary Nomination for Innovation in Productivity and the Most Innovative Solution award at the Ministry of Defence's AI Hackathon.

Raised

0

Traction

850k ARR



ENSURING IOT DATA IS TRUSTED AND SECURED

Sheffield

Product/Revenue generating

<https://www.ioetec.com/>

Team of 4

Raising

225k

Description

98% of all IoT device traffic is unencrypted, exposing personal and confidential data on the network.

Ioetec specialise in IoT data cybersecurity. A complete, fully scalable platform offering true end to end data security and communications for IoT. Our service has been developed particularly for resource constrained devices where security is hard to implement properly.

The automated service is easy to install requiring no cyber or communications expertise. The value rests in the data so we have specifically designed our solution to ensure that when the data is consumed by the end user it can be trusted, is integral and authentic, enabling users to operate with confidence, compliance and safety.

Our development has been influenced and guided by UK Government Cyber intelligence agencies through the GCHQ cyber accelerator and LORCA programmes.

Additional Information

In a market segment with few players, ioetec isn't a classic company securing IoT devices. Backed by customers like Toshiba and Siemens, ioetec are looking to address cybersecurity challenges on large scale infrastructure and are investigating solutions to risks posed by quantum computing on IoT data.

This year ioetec has won the Digital Catapult FNL Siemens Challenge, as well as recently securing a £1,5M Innovate UK award as part of a consortium developing a secure platform for Smart City.

Raised

240k

Traction

100k ARR



London

Expansion

<https://www.vusecurity.com/>

Team of 80

Raising

15M_(USD)

Description

VU Security mission is to provide secure digital experiences without friction, helping businesses and governments manage end user's life cycle.

A network of over 220M protected users and over 140 clients in 25 countries, like Santander, ICBC, HSBC, Visa, 7Eleven, and more.

VU Security provides integral fraud prevention through a combination of traditional cybersecurity controls with geolocation, machine learning, ID recognition and behavior analysis. Their modular solutions for identity verification include voice and face recognition and multiple options of authentication.

VU Security has offices in the UK, Spain, Argentina, Chile, Uruguay, Mexico and Ecuador.

Additional Information

Microsoft Partner of the Year (2019, 2020)

Average contract of 4 years.

Success Stories: Wilobank (100% automated remote authentication with our Secure Onboarding Process); Argentine Government (100% automated authentication with identity verification and proof of life using with our Secure Onboarding Process and Fraud Analysis); Falabella (Risk-based CIAM, using our SOP, Tokens, and Fraud Analysis).

Full-vendor cybersecurity vendor for identity verification, 2FA, and fraud prevention solutions.

Raised

5M_(USD)

Traction

5.9M ARR (USD)



Edinburgh

Production ready/Pre-revenue

<https://ionburst.io/>

Team of 7

Raising

3-5M

Description

Data privacy and security are the two greatest challenges to Cloud computing and the digital economy. That's why the market for data protection and privacy is forecast to grow to \$207.6bn in 2027. Despite \$billions invested in cybersecurity, 8.4bn Cloud records were stolen in Q1 2020, up 273% . The average cost of a data breach is now \$4m. Over 2,100 US lives are estimated lost annually due to breaches of healthcare data. Fraud and identity theft are at an all-time high. Ionburst is a Cloud-agnostic data protection and recovery SaaS that reverses these trends. Unlike other solutions, it transforms data into self-defending particles hardened against hackers, ransomware and copying, that self-repair where loss occurs, assuring on-demand recovery. It will protect the 99% of Cloud data Gartner reports is lost due to poor configuration. It will protect from first byte uploaded the 90% data that Gartner report is exposed when migrated to Cloud. Its production ready, globally available, and very easy to adopt. It needs no changes to existing technology so delivers immediate ROI and reduces the TCO of Cloud security, including Cloud data security resources.

Additional Information

Delivers on-demand failover against multiple simultaneous disaster events on Cloud stores.
Cuts storage overheads by more than half - saving money and the environment.
Delivers world leading data security without the need for backups or copies
Introduces Ground-breaking encryption key management, removing key vault exposure.
Delivers global data privacy and sovereignty demand out of the box
Winner of Innovate UK award, showcased on Gov.UK

Raised

bootstrap

Traction

4.5M Transactions



London

MVP/Pre-Revenue

<https://vivida.io/>

Team of 5

Raising

1.3M

Description

Businesses can't create a secure culture using the boring click next modules. We help anyone understand cyber security by using immersive storytelling to make it matter so it sticks. VIVIDA create the only VR and interactive learning modules people remember, enjoy and are available any time, anywhere.

68% of businesses experience a cyber-attack every year, 82% of these would've been avoided if the workforce had engaging training.

Our immersive, interactive cyber security modules are constructed around specific, measurable development goals by industry leading storytellers, technologists, and subject matter experts. They can be tailored to an organisation's bespoke needs and requirements, something that makes VIVIDA stand out and sets us apart from traditional E-Learning methods. Our growing back catalogue of products can be tailored for Enterprise organisation's or offered to SME's with no modification at an attractive price point with variable licensing terms on offer. Our experiences test participants' knowledge as it develops through continuous gamified assessment and periodic testing, whilst enabling the organisation to track engagement and retention.

Additional Information

Their animation and VR education for Barclays on Resilience and Cyber won several awards.

Sky used VIVIDA Cyber Virtual Reality experience for a Nationwide tour.

Worked with Lloyds Banking Group to create a Cyber VR experience for their employees.

VIVIDA has been requested to target other areas of immersive technology, D&I and Fire Safety, because of the nature of the scalable and flexible production process involved and the diverse range of training, storytelling contracts and online workshops offering.

Raised

0

Traction

240k ARR



London

MVP/Pre-Revenue

<https://cursorinsight.com/>

Team of **23**

Raising

4M

Description

Old-fashioned Two-Factor-Authentication (2FA) is either insecure, creates bad UX or both. Breaking the payment process by waiting for and typing in one-time passwords lead to frustrated users looking for other payment methods and card issuing banks losing money. Cursor Insight offers motion-based biometric authentication for online banks and payment service providers. Their new product, Graboxy, authenticates users in about 5 seconds and within the user session, with no need of any additional device or application. Graboxy is a software-as-a-service that authenticates users based their cursor movement or how they swipe their fingers. Graboxy uses Cursor Insight's proven and award-winning AI technology to process movement data and build prediction models to recognise individual users. The same technology is already deployed in a biometric e-signature product and has been working for over 3 years for large banking clients. Cursor Insight authenticates hundreds of thousands of handwritten signatures every day, and handles 2 million biometric profiles.

Additional Information

The company is currently piloting Graboxy, their new biometric 2FA product with the objective of providing a safe and convenient experience. Participated in the SWG CyberNorth2 and NatWest Fintech accelerators. Top 10 of the Vestbee ScaleUp challenge, Top 50 UK Startups by Unilever Winner of the SigWiComp dynamic signature verification competition Winner of the Balabit Mouse Dynamics Challenge competition Innovation award at the Hack the Crisis HUN hackathon

Raised

600k

Traction

400k ARR



Bristol

Product/Revenue generating

<https://www.lujam.com/>

Team of **2**

Raising

750k

Description

97% of all global business are small and medium sized enterprises that account for half the value of the world's economy. And of these, 49% are served by Managed Service Providers. These businesses have historically been unable to afford much more than a firewall and anti-virus software. This just isn't good enough. It is estimated from UK figures that in 2020, some 46% of all global SMEs suffered from an attack costing the world economy more than \$160bn. The worst thing of all is that this was mainly preventable.

LuJam Cyber delivers real-time cyber security, risk and compliance solutions for Managed Service Providers and their customers. Our continuous monitoring approach eliminates 95% of commodity cyber threats whilst encouraging businesses on a journey to better cyber hygiene and IT standards compliance.

Managed Service Providers also have a problem securing their own infrastructure, as well as that of their customers in a cost-effective manner. Our solution differentiates MSPs providing new and up-sell opportunities whilst delivering peace of mind to their customers.

Additional Information

Graduate of both GCHQ/NCSC Cyber Accelerator and Tech Nation Cyber programme
Exhibited at InfoSec 2019 in London and RSA 2020 in San Francisco, funded by DCMS and DIT

LuJam has deployed several hundred trials (some now revenue generating) and pushed many iterations of our service. Receiving fantastic feedback from their core target market of Managed Service Providers.

Raised

350k

Traction

250k ARR



from ThinkCyber

London

Product/Revenue generating

<https://thinkcyber.co.uk/>

Team of 4

Raising

250k

Description

When 90% of cyber-attacks start with the human user, and technical controls can never be 100%, your people remain your last line of defence. But engaging staff in organisations to understand and protect themselves against cyber-threats is hard. \$2.5Bn is spent on it globally, but traditional awareness is often infrequent, overlong, boring or patronising and no matter how good, quickly forgotten.

ThinkCyber deliver secure behaviour change for their customers which include Tesco Bank and Cambridge University. They have applied the theory and evidence of how people really learn and behave, including the Nobel prize winning “Nudge” theory, to their award winning software product, Redflags™. Redflags™ understand, tracks and learns user behaviour and then uses context-aware and drip-fed security interventions to empower users to make secure decisions. Redflags™ is unique in the market in delivering truly real-time guidance to users at the point of risk.

Additional Information

Winners of SC Award 2020 for best training programme
Lorca cohort 1, TechNation Cyber 2.0,
Pitch@ Palace finalists
Deployed/sold to Tesco Bank, Cambridge University, Camden Council
Trialling with Vodafone, DLA Piper, Qinetiq,
Pipeline – planned trials in January with Willis Towers Watson, Unilever,
Team includes the ex Global heads of IT and Infosec from cyber arm of BAE Systems (Detica) which spawned Digital Shadows, Garrison, Panaseer etc.
Advisors include Robert Coles ex-CISO NHS, GSK, National Grid.

Raised

268k

Traction

80k ARR