



WEBINAR | 11 March 2020 - 11 AM

From research to market: promising outputs are not enough! "





Technology Readiness Level

Market Readiness Level



SMESEC GHOST &















From Research to Market: Promising outputs are not enough!

- 11:00 -11:05 Introduction and Cyberwatching.eu MRL activities Marina
 Ramirez, AEI en Ciberseguridad y Tecnologías Avanzadas, Cyberwatching.eu
- 11:05 11:15 Explosive exploitation explained Marcin Przybyszewski,
 Exploitation/Dissemination manager, ITTI, PROTECTIVE
- 11:15 11:25 GHOST Making your smart home safer Javier Augusto Gonzales,
 Televés, GHOST
- 11:25 11:30 **Q&A**
- 11:30 11:40 Cybersecurity for small and medium enterprises Alberto Miranda Garcia, ATOS, <u>SMESEC</u>
- 11:40 11:50 From R&D results to the market Esther Casado, Spanish NCP for the EIC Accelerator
- 11:50 12:00 **Q&A**
- **1**2:00 12:05 − Closing Remarks





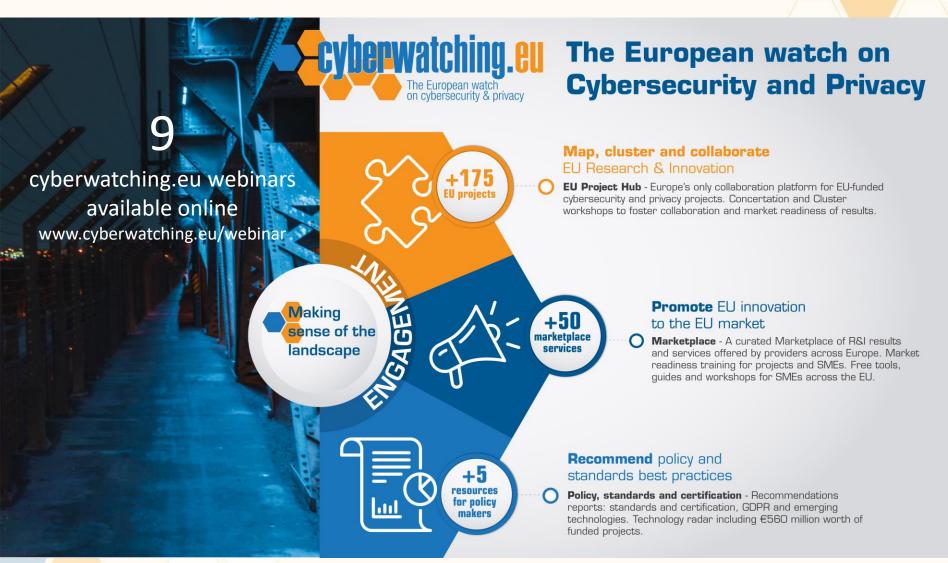








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GDPR Temperature Tool



The GDPR Temperature Tool

Improving the GDPR compliance posture of SMEs

A free online tool helping small businesses understand their risk of GDPR-related sanctions







Minutes of your time



Recommendations report



Download your customised action plan



*The GDPR sanction tool is not an attempt nor is it supposed to be replaced by the risk assessment that should be conducted by SMEs. Rather it is merely an indication of their risk to sanctions, according to their responses which provide a basis of their processing activities.



Next Webinar





LARGE SCALE EARLY ADOPTER CAMPAIGN

Run a campaign with early adopters ("open" beta - 100 intended customers)

6

PROOF OF TRACTION

Sales match 100 paying customers

PROBLEM/SOLUTION FIT



VISION/TEAM FIT



A visual guide to the EU
Cybersecurity project
landscape

Using Big Data and Data Analytics for strategic insights

9

PROOF OF STABILITY

KPIs surpassed and predictable growth

BUSINESS

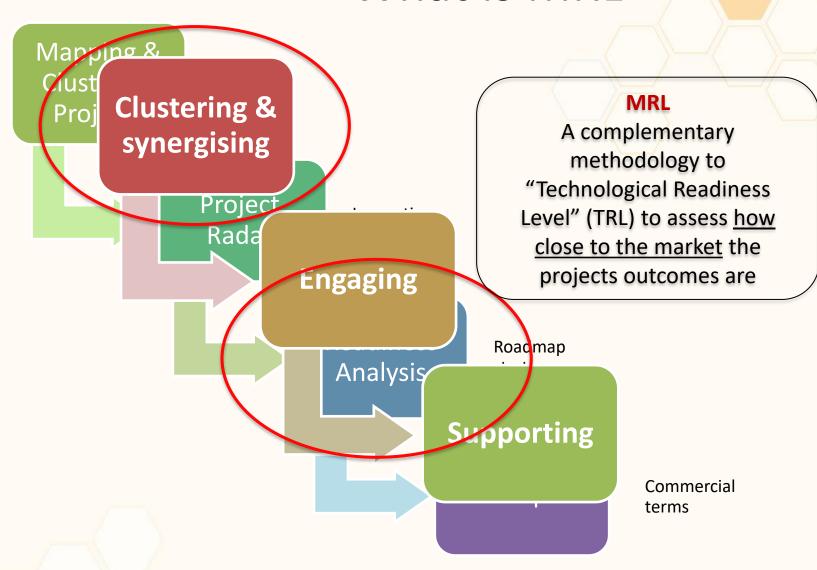


Upcoming Event





What is MRL





How to assess MRL

- Automatic tool: MTRL questionnaire
 - 9 simple questions to assess current MRL and TRL
 - Sent to all projects in the Project hub each 6 months
- Projects clustering + MTRL assessment = projects working groups → Synergies → Joint activities
 - Next steps: 2 conference calls with 2 groups of projects grouped by MTRL score (in preparation)
- → MTRL score → Improve accuracy of Project Radar



Participants

54 Webinar Registrants

Main Takeaways

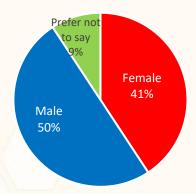
- Learn key factors for market-oriented exploitation
- Find out what profiles you need in your project team
- Learn the role of Intellectual Property Rights (IPR) management
- Become part of our cyberwatching community



33 H2020 Projects

21 Non-Projects





Geographical breakdown





52 Europe



2 America

Organisation type



Thank-you

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