

Midlands Engine

Cyber Security Market Visit to
Baltimore USA

Midlands, UK Delegate Profiles
18-22 October 2016



 **TECHNOLOGY
IS
GREAT**
BRITAIN & NORTHERN IRELAND

Introduction

The Midlands Engine, UK

The Midlands Engine, at the heart of the UK, is one of the fastest growing economic regions. A connected, evolving transport network brings most of the Midlands within two hours of London. The region is home to an impressive array of innovative companies, including QinetiQ, and over 70 cyber-security start-ups.

Academic excellence is also provided within the region, for example, Birmingham University's Cyber Security Masters/MSc and Leicester University's Financial Training Centre and the Midlands is increasingly seen as an attractive location for high-tech companies.

The Midlands Engine Cyber Delegation

The Midlands Engine mission to Baltimore, Maryland is designed to connect UK and US innovative cyber-security businesses and universities who offer specialist courses in this sector to build long-term relationships and explore business development opportunities together.

The mission has been funded by the Department for International Trade on behalf of the Midlands Engine. Worcestershire Local Enterprise Partnership (LEP), the Marches LEP and Hereford Enterprise Zone, in partnership with the Department for International Trade (DIT) and Herefordshire & Worcestershire Chamber of Commerce, are developing a programme over the next three years and the delegation looks forward to welcoming US colleagues to the UK during Spring 2017.

Welcome



Andy Williams

Cyber Envoy | Defence and Security Organisation Department for International Trade

The Department for International Trade (DIT) welcomes the Midlands Engine Cyber Delegation and we look forward to supporting their participation in Cyber Maryland 2016.

Since the dawn of the first industrial revolution, the Midlands region in the UK has enjoyed an international reputation as a crucible of industrial and technical innovation and enterprise. The Midlands city of Birmingham is the UK's second largest in population and GDP.

In today's digital age, the Midlands is emerging as an important hub for cyber security innovation, with many companies in the region helping to lead the way in developing the next generation of world class cyber security solution capability. We are pleased that some of these companies have chosen to visit Cyber Maryland to meet and develop relationships with their peers in Maryland - the largest and most vibrant cyber security business cluster on the US East Coast.

The US is the UK's most important and enduring security partner, and the synergies between the Midlands, which is home to GCHQ, and Maryland, which is home to the NSA, are clear. We look forward to helping to build enduring relationships between the Midlands and Maryland cyber communities across business, government and academia to the mutual benefit of our two countries.

UK Delegate Profiles:

The Midlands, UK companies and universities who are taking part in the delegation are:

- borwell Ltd
- Coventry University
- Cyber Owl
- Deep Secure
- Eminent Group
- Hereford Enterprise Zone
- Herefordshire & Worcestershire Chamber of Commerce
- Ice Blue
- Innova Engineering (Trading as the Packet Company)
- QinetiQ
- Titania
- University of Wolverhampton
- Worcestershire Local Enterprise Partnership

Delegate Profiles



borwell Ltd

Delegate name: Steven Borwell-Fox

Delegate job title: CEO

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Cyber Resilience as a Service (RAAS)

Professional pen-testing, vulnerability scanning, network and device scanning, analysis and reporting. All these services are run from our Cyber Security Operations Centre (SOC)

Benefits to end user:

- Helping make the customer a 'hard target'
- Improving resilience for when (not if) a cyber-attack occurs
- Monitoring systems and devices on behalf of customers
- Augment the customer's internal IT staff
- Help the customer prepare, detect and respond to incidents
- Up-skill the management team regarding cyber security

Capabilities:

- Cyber Security and Information Assurance services
- Augment customer IT team with computer security, information assurance, hardware skills and software engineering resources
- Relevant threat intelligence passed on to customers
- Monthly one-page 'board level' report about the customer's cyber risk level

Discriminators / USP:

- borwell has been providing software and security expertise to UK Government, NATO and SMBs for over 14 years
- Monthly, weekly and daily scanning services, 24/7 alert when a potential issue is identified

Key Customers:

- Medium sized businesses (50-250 people)
- Growing small businesses (10-50 people)
- Any sector looking to secure their operations

Key Partners:

- Security Consultants
- Technology Specialists
- HP Enterprise (UK)
- Dubex (Denmark)
- Oakas (UK)

Variants / Quality Standards / Accreditation:

- Cyber Essentials
- ISO 27001 – gap analysis complete, aim for Q1 2017

Delegate Profiles



Developers as a Service (DAAS)

Professional secure software engineering services, providing agile, innovative solutions to meet customer needs.

Benefits to end user:

- High quality, secure, reliable software solutions
- Integrate with existing data, systems and services
- Secure by design
- Support their internal staff and transformation projects – augment with Borwell software engineering resources

Capabilities:

- Software engineers working in agile teams of 3-5 people
- Java, C# and C++ are core languages
- Specialist areas include Big Data, Visualisation, Systems Integration & Collaboration

Discriminators / USP:

- 14 year proven track record
- Always innovating and investing back in our business
- Skilled, trained and highly motivated youthful work force
- All customers buy again
- Can do attitude - no problem is too challenging for our team
- Free 3 month warranty – most customers then take a service management contract for post-delivery support & maintenance

Key Customers:

- UK Government
- NATO
- Atkins (Oracle SOA)
- Medium sized businesses (50-250 people)
- Growing small businesses (10-50 people)
- Many diverse sectors

Key Partners:

- Prime contractors
- HP Enterprise (UK)
- Northrop Grumman (UK)
- Luciad (Belgium)

Variants / Quality Standards / Accreditations:

- Microsoft Silver Partner - Application Development
- Luciad Certified Partner - GIS platform
- Oracle Certified Associates
- Cyber Essentials Scheme
- ISO 27001 – gap analysis complete, aiming for accreditation in Q1 2017

Delegate Profiles



Coventry University

Delegate name: Dr. Siraj Ahmed Shaikh

Delegate job title: Reader in Cyber Security at the Centre for Transport and Mobility Research

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Automotive Cybersecurity

The Automotive Cybersecurity Group at the Centre for Transport and Mobility Research at Coventry University is involved in research and development of security design and testing methods for connected and autonomous automotive platforms.

Benefits to end user:

- Cutting-edge security research and technology
- Automotive threat intelligence landscape
- Modelling, Design and Analysis for Cyber-Physical Properties

Capabilities:

- The group has expertise that intersects computer science, cyber security and systems engineering
- Involved in security threat modelling and intelligence for the automotive and transport domain
- Particular interests in cyber-physical design and testing applied to connected and autonomous automotive platforms

Discriminators / USP:

- Sitting at the interface of research and industry
- Strong track record involving Ricardo, Unipart, HORIBA MIRA and Ministry of Defence (UK)

Key Customers:

- Universities
- Industry
- Government

Key Partners:

- HORIBA MIRA
- FEV
- UK IPO
- Unipart

Variants / Quality Standards / Accreditations:

- Coventry is the heart of automotive manufacturing in the UK
- The university has a strong tradition of collaboration with industry and government
- Multidisciplinary expertise across functional architectures, vehicle dynamics and safety, and human-centered design

Delegate Profiles



CyberOwl

Delegate name: Daniel Ng

Delegate job title: CEO

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Web: www.cyberowl.io

Overview of CyberOwl:

CyberOwl is developing an innovative early warning system for attacks through real-time monitoring of high value targets for malicious behaviour. The technology, based on research shortlisted for the Lloyd's Science of Risk Prize 2015, is aimed at addressing the challenges of increasingly anonymous and persistent threats to rapidly-expanding global networks, particularly in the wake of Smart Cities and the Internet.

The system raises early warning on network assets for possible undesirable activity, by applying a Bayesian-based framework to systematically analyse indicators associated with early stages of such activity. This approach scales to networks exceeding one billion devices, provides earlier visibility of risk and improves prioritisation and decision-making in deploying countermeasures.

The CyberOwl advantage:

- Early intelligence
 - Warns of emerging risk earlier up the kill chain
 - Indicates suspicious activity earlier than other methods
- Scalability
 - Target-centric approach and Bayesian framework reduces computation and storage burden
 - Cluster computing techniques further extends scalability
- Any threat source, type or vector
 - Does not rely on attribution or signatures
 - Effective for both external and insider threat
 - Particularly valuable in combating advanced persistent threats
- Actionable and traceable
 - Enables decisions and prioritisation of countermeasures
 - Interfaces with threat intelligence and SIEM
- Stealthy
 - Passive monitoring approach leaves minimal trace on the network and not detectable

CyberOwl seeks a design partner:

CyberOwl is at prototyping stage of development and is looking for one or two strategic industry Design Partners for validation, verification and further development. The ideal Design Partner would:

- See the value in a scalable EWS
- Can provide access to a large network, high-volume data environment
- Provide access to the US markets
- Agrees with our principles for security

Delegate Profiles



Deep Secure

*Delegates names: Dan Turner and Humphrey Browning
Delegates job titles: CEO and Account Manager*



Tel: +44 (0) 1684 89 2831
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Web: www.deep-secure.com



Click, Share, and Transact in perfect safety

Deep Secure's pioneering content threat removal platform is the only breach prevention solution that delivers secure zones to protect an organization's "crown jewels", whilst properly managing the insider threat.

Benefits to end user:

- Delivers substantive cyber resilience
- Drives convenience as users can click, share, and transact in perfect safety
- Maintains confidence in the confidentiality, integrity, availability and safety of your information systems
- Drives unmatched return on investment working seamlessly with existing investments

Capabilities:

- Mail, Web Browsing, Web Services, M2M, Chat, Messaging, File Transfers, Secure Software Updates, Network Management, OT/IT, and IoT
- Available as virtual machines, appliances or software to run on stock hardware

Discriminators / USP:

- Defeats the unknown threat
- Defends against the insider threat
- Protects without the need for threat detection or isolation
- Defeats persistent steganography threats
- Engineered to ensure fail-safe operation
- Protects against accidental release of controlled documents

Key customers:

- US Department of Defence
- NATO
- Defence and Intelligence agencies
- Critical National Infrastructure operators
- Finance Services providers
- Defence suppliers

Key Partners:

- Global System Integrators
- Defence Integrators
- Service Partners

Delegate Profiles



Eminent Crisis Management Group Ltd

*Delegates names: Mark Biggs and Pete O'Malley
Delegate job titles: CEO and Director*

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Email: enquiries@eminentgroup.net

Web: www.eminentgroup.net and www.middleeastsecurity.net

A boutique security provider that offers all level of services covering physical options through to cyber and training.

Benefits to end user:

- One stop for all security services
- Global coverage via separate regional centres
- Fully trained operators using up to date and current practices
- Experienced operators from specialist Military and Police background

Capabilities:

- Quick response to any security issue
- Wide coverage of services and regions
- Delivered by fully trained and experience operators

Discriminators / USP:

- Full regional coverage via our own facilities
- Licensed and authorized to operate in The Middle East
- Strong ties and partner with a member of the Abu Dhabi Royal Family

Key Customers:

- Legal sector
- Large Global Corporations
- High net-worth individuals

Key Partners:

- DIT
- Foreign and Commonwealth Office
- Large global legal practices

Variants / Quality Standards / Accreditations:

- Recently quoted in The Times regarding civil fraud issues
- Operators accredited to perform each role
- Currently licensed and authorized to operate in the Middle East region

Delegate Profiles



Hereford Enterprise Zone - Skylon Park

Delegate name: Mark Pearce

Delegate job title: Managing Director

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Email: mark@skylonpark.co.uk

Web: www.skylonpark.co.uk

Overview:

Hereford Enterprise Zone offers land made ready for business investment in an attractive, historic countryside setting. We are targeting the defence and security sector, seeking to give new businesses the opportunity to join the 200+ network of existing and successful businesses.

Land is available now, with infrastructure and services already put in place, including ultrafast broadband. With some of the lowest land values in the UK this represents excellent value for money.

Key competitive advantages:

- An unrivalled geographical location at the heart of the security and defence market in the UK
- A location within easy reach of the wider European market and links to North America
- A sustainable investment proposition
- A highly scalable opportunity
- A flexible package of benefits and incentives
- A wider support infrastructure for developing businesses

Key Customers:

- New and expanding local and international companies in target sectors, including the defence and security sector

Key Partners:

- National and local Government
- Public / private partnerships
- Landowners
- Local businesses

Hereford Cyber Security Centre

Work is underway to create a bespoke \$12m cyber security centre on the Zone (opening April 2018) to provide academic research, technical facilities, training space for businesses and dedicated space for businesses to rent.

Lead partner: University of Wolverhampton

Delegate Profiles



Herefordshire & Worcestershire Chamber of Commerce

Delegate name: Mike Ashton

Delegate job title: CEO

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Web: www.hwchamber.co.uk

Overview:

Herefordshire & Worcestershire Chamber of Commerce is an accredited member of the British Chambers of Commerce. We are a membership organisation and employ 60 staff, and are a not for profit organisation which has a £3million turnover. We work with public and private sector partners to deliver economic growth in the two Counties and provide a wide range of business support for businesses of all sizes and sectors in the two Counties. We work with over 5,000 companies each year.

Capabilities:

- Provide support for businesses to export overseas
- Provide support for businesses from key sectors such as cyber, defence & security, advanced manufacturing and agritech
- Provide support for strategic companies (large and high growth)
- Engage with businesses of all sizes and sectors to encourage growth and support
- We organise over 200 networking events each year including a major awards dinner and 2 Business Expos
- We provide a wide range of training programmes to meet business needs

Discriminators / USP:

- The Chamber is the recognised delivery vehicle for the wide range of partners

Key Customers:

- Businesses of all sizes with particular support for businesses from key sectors such as cyber, defence and security and advanced manufacturing

Key Partners:

- Worcestershire County Council
- Herefordshire County Council
- Worcestershire LEP
- Marches LEP
- Universities
- Department of International Trade
- British Chambers of Commerce

Quality Standards / Accreditations

- Accredited member of the British Chambers of Commerce
- Accredited ISO 9001
- Investors in People Gold Award (highest standard)

Delegate Profiles



Department for
International Trade



Herefordshire & Worcestershire Chamber of Commerce

Delegate name: Linda Smith

Delegate job title: Director of International Trade

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Overview:

We work with businesses in the counties of Herefordshire & Worcestershire to support and develop international trade growth. Defence & Security is a strategic economic sector for this region and we engage with designers, manufacturers and service providers to promote opportunities and identify future international innovation projects for trade.

The Department for International Trade is responsible for promoting British trade across the world and ensuring the UK takes advantage of the huge opportunities open to us. We work with businesses in the counties of Herefordshire and Worcestershire to support them in making global sales.

Key competitive advantages:

- International Expertise
- International Connectivity to Commercial Networks
- Driving Sector Capabilities for increasing trade growth

Key Customers:

- Small and Medium Sized Businesses
- High Growth Start Ups

Key Partners:

- Chambers of Commerce
- Local Enterprise Partnerships
- Trade associations

Delegate Profiles

IceBlue

IceBlue Marketing & Design Ltd

Delegate names: Jennifer Long and Paul Long

Delegate job titles: Managing Director and Sales Director



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Overview:

IceBlue is an innovative and unique organisation, specialising in all aspects of digital marketing and the development of 'cloud-based' software products.

Our products include:

- Taxshield - supplying UK taxation products – P11D, Personal Tax and Partnership Tax
- FileProtect - Secure file store and document communications portal
- MetalTrack - Online scrap metal management system to comply with UK money laundering legislation
- Finditin - B2B network and procurement portal with over 80,000 registered businesses.

Capabilities:

As a full service agency, we are able to promote, sell and support all our own products. We are constantly striving to deliver user friendly software, offering more efficiency and streamlining opportunities to businesses.

To protect our clients, we focus heavily around data security and cyber security, by attending global industry leading seminars and events to keep up to date with latest technologies.

Our USP:

Our USP is that we are a small company, can be very dynamic and are able to utilise newer technologies quicker than most of our competitors.

Key Customers:

- UK Police Force
- Local authorities
- 80,000 SME's
- Ford GB
- Accountants
- Solicitors

Key Partners:

- HMRC
- Google
- Local Authorities

Delegate Profiles



Innova Engineering (Trading as The Packet Company)

*Delegate name: Dr. Andrew Thomson
Delegate job title: Director*

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Web: <http://the.packet.company>

Overview:

Network Recorders allow engineers to record and replay a wide variety of signal types and speeds on multiple ports concurrently. Available for use in the lab or in the field, they can record both packets and raw bit-level data.

Benefits to end user:

- Record and replay almost any network signal
- Immediate on-platform analysis
- Fully encrypted for security (portable version)
- Users can install software and import/export captures
- Can be fully automated for easy system integration

Capabilities:

- Record and replay ethernet and SDH/SONET
- Capture packets and raw bit-level recordings
- Supports 100M, 1G and 10G ethernet, STM-1 to STM-64 SDH/SONET, 40G ethernet coming soon

Discriminators / USP:

- Record and replay concurrently
- Record raw for high fidelity reproduction
- Open and flexible system for user customisation
- High precision time-stamping with PTP and PPS
- Designed to support security and compliance requirements

Key Customers:

- National Government
- Security and Intelligence
- Network Test Labs
- Data Centre Engineers

Variants:

- Available as both portable and rack-mount solutions
- Wide variety of capture speeds and formats available
- Archive server with built-in compliance support

Delegate Profiles



QinetiQ

Delegate name: Bryan Lillie

Delegate job titles: Chief Technical Officer - Cyber

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Web: <https://qinetiq.com/Pages/default.aspx>

Overview:

QinetiQ offers a variety of product agnostic cyber services to those organisations who have security as a high priority. QinetiQ combines cyber expertise with knowledge of Air, Maritime, Land, and Critical National Infrastructure domains.

Offering:

- Independent advice
- Services tailored to organisational needs
- Aids in Cost effective procurement of large systems
- Confidence from the understanding of the problem space

Capabilities:

- Human Performance
- Protective Monitoring
- Advanced Cyber Threat
- Security Health Check
- Secure Hosting
- Unique mix of domain and cyber capabilities
- Combination of services to provide
- Operational training
- Analytics on distributed platforms
- Human element of Cyber Security

Market Areas:

- Defence and Intelligence
- Transportation
- Energy & Utilities
- Financial Services
- Infrastructure
- Oil & Gas
- Telecommunications
- Critical national Infrastructure

Certifications:

- ISO27000
- CREST
- GPG13
- ITIL Aligned

Delegate Profiles



Titania

*Delegates names: Ian Whiting and Nicola Whiting
Delegate job titles: CEO and COO*



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Email: Ian.Whiting@titania.com

Web: www.titania.com

Overview:

Titania supplies network security audit and compliance software to auditors and enterprises in over 70 countries worldwide. Our multi-award winning software helps automate the network security and compliance audit reporting process, offering users substantial savings in time and money by producing detailed reports in seconds.

Benefits:

- Detailed security reviews delivered in seconds
- Easy to set up and use on multiple platforms
- Low cost and saves significant time in audit man hours

Capabilities:

- Our software is able to produce security and compliance reports in seconds on firewalls, switches and routers as well as workstations and servers
- Audit over 100 different types of network devices
- Uncover a detailed list of vulnerabilities in a device and offer resolutions to the problem

Discriminators / USP:

- Nipper Studio reads the entire configuration, exposing more detail than scanners can typically discover
- Can be used offline in high security environments without connecting to the network
- Fast and cost effective way to monitor vulnerabilities between manual tests

Key Customers:

- We are trusted suppliers to the UK Government
- French, German and U.S Military
- Large financial, telecommunications, technology & IT audit companies

Partners:

We operate through a network of international reselling partners

Variants / Quality Standards / Accreditations:

- Titania are ISO 9001:2008 accredited since 2012
- Titania is listed as one of the trusted suppliers on the UK Cyber Suppliers to Government list
- Titania is certified under the Cyber Essentials scheme

Delegate Profiles



University of Wolverhampton



Delegates names: Nigel Birch and Katie Wood
Delegate job titles: International Business Development Manager and Senior Lecturer

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Web: www.wlv.ac.uk

Overview:

The University offers a wide range of degrees and specialisms within the Cyber Security and Cyber Forensics sector.

The University has 23,000 students and achieves 96% employability for its graduates 6 months after graduations.

The University is investing 9 million pounds in a Cyber research centre in 2017, and will appoint a new Professor for business centred cyber research.

Engagement:

Cross faculty business engagement programmes are a key feature set of the University, aiding the development of award-winning products. The University provides advice and support for business in need of help with early stage development of new products and processes. Support offered can range from an intellectual property review to market research, product design and new product planning.

Key Customers:

- Overseas and UK students
- Global Business
- Regional High Growth Business
- Collaborative Research Partners

Quality Standards:

- The University received a very positive review from the Quality Assurance agency for Higher Education
- Quality of student learning
- Academic standards
- Commended for student learning opportunity



Delegate Profiles



Worcestershire Local Enterprise Partnership

Delegate names: Gary Woodman and Mark Stansfeld
Delegate job titles: CEO and Chair

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Email: enquiries@wlep.co.uk
Web: www.wlep.co.uk

Overview:

Worcestershire Local Enterprise Partnership supports businesses to find the right location for their company and ensures the appropriate infrastructure, excellent transport connections, business support and skills are available locally.

Worcestershire, UK is a beautiful place, with innovation at its heart. The county is home to a significant and growing cluster of cyber, security and IT companies. Whether its software firms such as Namesco, PCA Predict and Blackberry or niche specialists in cyber security, Worcestershire welcomes high-tech companies.

Benefits to end user:

Worcestershire: the location of choice for high-tech companies
Local skilled workforce, excellent transport links and business support, when you need it.

Capabilities:

- The services for companies looking to locate in Worcestershire
- Assistance with industry and market research
- Property and land searches
- Hosted site tours and familiarisation visits to Worcestershire
- Recruitment and training links to the universities, colleges and training providers
- Assistance with local planning queries/regulatory services
- Provision of recruitment information such as salary levels and skills availability
- Guidance on financial support and available grants and incentives
- Access to local and regional supply chain
- Links into professional services and other business networks.

Key Customers:

- Businesses of all sizes
- Some examples of technology companies in Worcestershire include: borwell, Deep Secure, Eminent Group, Titania, QinetiQ, Encryption Ltd (Blackberry), Namesco, PCA Predict, STRAND and 3SDL to name a few

Key Partners:

- Businesses
- Public sector
- Further and Higher Education

Variants / Quality Standards / Accreditations:

- A significant cluster of cyber security companies from start-ups through to large established companies
- Award winning companies and a number of cyber security suppliers to UK Government



Department for
International Trade

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