

Press release

The European Champions Alliance publishes its first scale-up mapping to promote the European Cyber-Security Industry

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Europe's cybersecurity offer is vibrant and Europe offers a fertile environment: leading industrial and technology groups, world-class R&D capabilities and incredible talent give Europe the potential to be a world leader in cybersecurity.

The more digitalisation advances, the more vulnerable we are to cyber attacks. We need to protect our markets, economies and society from external threats and gain a sufficient level of sovereignty so that we can once again rely on European technology developed with European means and values for our security.

The mission of the European Champions Alliance is to help strengthen the European technology ecosystem. To be strong and relevant, an ecosystem needs transparency, members must know each other and ideally share the goal of cooperation and mutual support.

Aims of the mapping

With these objectives, the first European Cybersecurity Scale-Up Mapping was created:

- The promotion of the European cybersecurity offer and the promotion of the European technology ecosystem in general,
- networking of relevant stakeholders so that they get to know each other better, learn from each other and cooperate more,
- to provide potential buyers with an opportunity to identify and acquire European cybersecurity technology

Choosing the right companies

For this first mapping, more than 400 European start-ups, scale-ups and SMEs in the field of cybersecurity in Germany, Austria, Switzerland and France were examined. The mapping was completed by 40 French and 70 German companies, 10 companies from Switzerland and 5 from Austria.

To be included in the mapping, companies must be headquartered in Europe, have already achieved a significant turnover of several million €, and consist of a team of more than 40 employees. The company should either be growing profitably or have raised significant venture capital resources to secure future growth plans. It should also be able to offer its technology at a European level.

Start-ups have made the watch list if they are companies with significant potential, have been able to attract A-round VC funding and are working in the most innovative and novel areas of cybersecurity.

Cybersecurity is a pillar of European sovereignty for the future

The first analysis shows that most companies initially focus on growth and scaling in their home market. The ECA network wants to help these companies with high potential to find their way to the European level as quickly as possible. We found that despite the geographical proximity, scale-ups & start-ups rarely look for partnerships and customers in other European markets and industry patterns. We would like to encourage them to open up to such a European perspective, as major customers and partners are increasingly looking for technology beyond national borders and sovereignty as a purchasing criterion is playing an increasingly important role.

In Germany and France, we see relevant companies in key areas of cybersecurity. A key issue to watch continues to be "Industrial Cyber Security". The demand for more European regulation and data sovereignty is an opportunity for European scale-ups.

Where do we go from here?

The European Champions Alliance has set itself the goal of publishing an updated second version of this mapping after the summer, which will include even more criteria. The ECA team has also contacted all the companies on this map to get to know them better and provide guidance for European development. Beyond the visual mapping, the mapping is already available as a database to ECA members.

About the European Champions Alliance

The European Champions Alliance is an initiative founded by European entrepreneurs and professionals from different sectors (investors, consultants, business leaders, administrators) who want to support European technology and its values and promote European technological leadership. The Alliance is a "do tank" or a "go-to business and market" interest group - concrete, pragmatic and operational - with the aim of becoming a coordinated and committed tech ecosystem at European level.

The ECA networks scale-ups, SMEs, companies, institutions and experts in order to exploit the potential of intelligent collaboration and to promote the growth of European technology champions. The network offers strategic and operational solutions for the European growth of its members.