

# Cybersecurity Brittany at the forefront meito

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- The leading IT association in Brittany
- More than 250 SMEs of the digital sector
- Team of 9 people
- **Promotes, spreads, diversifies the use of electronic, IT and telecom technologies in key industrial sectors**
- Actions:
  - Observatory of the digital industry : 330 visits of companies per year, database of 1400 companies, publication of employment figures, mappings of actors and skills, market intelligence, technological trends, etc
  - Project building : call for proposal to support SMEs in experimenting last steps for off-the-shelf products
  - Matching technological solution to customer's needs through B2B meetings and networking events
  - Promotion of ICT companies : operate pavilions of companies in market-oriented exhibitions such as FIC, Eurosatory

- Creation of “Pôle d’excellence cyber” by JY Le Drian, minister of Defense
- Based in Brittany, national coverage and international spreading
- 3 axes : Education / Research / Industry
- Comprehensive environment:
  - 2 out of 4 main European chips producers: STMicro & Oberthur
  - 2 national leaders of cyber security market: OBS & Capgemini
  - The main European supplier of defence and security solutions: Thales
  - More than 130 companies
  - 13 research laboratories / teams
  - More than 10 schools

MEITO contributes to the development of cyber industry by actions oriented towards **digital SMEs and civil applications**

## OBJECTIVES

- ⇒ **Breizh Cyber Valley**  
Become the preferred location for companies specialized in cybersecurity
- ⇒ Promote the regional expertise in development of systems, solutions and services with civil and military applications
- ⇒ Support SMEs in gaining access to Defense market
- ⇒ Foster innovation through transfer between military and civil demand

## MAIN ACTIONS IN 2014 - 2015

**Mapping** : 130 companies / Based on field visits

### Generate projects:

- Monitor public funding opportunities
- Project building and partner search
- Operate a call for proposal

### Build working **relationship with key industrial players**

- Meet needs / requirements of critical national industries
- Identify « sleeping » projects
- Promote regional SMEs in projects

### Organize **seminars**:

- 03/27: workshop on Defense cybersecurity priorities
- November: C&ESAR 2-days conference

**Promotion**: Regional Booth at FIC (education, research, industry)

Contributes to the **national roadmap** of Cybersecurity

### Build an **attractive package for companies**

- Marcom plan
- Cybersecurity incubator
- Organize and promote a favorable ecosystem

# How can MEITO help you?

## IF YOU ARE A SME

- ⇒ Match your skills and capability to complementary SMEs registered in our database for collaborative projects
- ⇒ Open new market opportunities

## IF YOU ARE A PRIME

- ⇒ Introduce SMEs offering modules or sub-systems for integration
- ⇒ Point of contact to identify technology offers

## IF YOU ARE A CLUSTER

- ⇒ Single point of contact to identify business opportunities for your members
- ⇒ Opportunity to organise bilateral events on specific topics such as Cybersecurity