BMWi German Delegation on Cybertechnology and Security

Cyber Security, November 13 – November 18,   2016

Overview

The German Federal Ministry for Economic Affairs and Energy (BMWi), AHP International and the German American Chamber of Commerce, Pittsburgh Chapter, have organized a delegation of German cybersecurity companies for the collaboration with and business development in the United States from November 13 to November 18, 2016.

Market potential in the sector of cybersecurity

The United States of America are the biggest market of information and communication technology of the world. This is accompanied by a very high self-sufficiency and a highly advanced digitalization in the sectors of government and administration, in business between companies and in business with consumers. The IT security market of the United States is open for innovative solutions and concepts of foreign partners. The largest part of users of IT-security is located on the populous east coast corridor from Boston via New York, Philadelphia, Washington D.C. up to Richmond, VA as well as the Midwest around Chicago. Since Pittsburgh is the "secret capital" of cybersecurity on the East coast because of its many companies like the security division of Google, that offer perfect solutions especially in financial economy for German provider, it is the first destination for the German trade partner. The second destination is with the government and administration Washington D.C. Partners for this project are CyLab at Carnegie Mellon University and the National Cyber-Forensics & Training Alliance.

Business Partner

Supporters

Partnership

Program

The program includes an all-day presentation in Pittsburgh where the capability of the German sector is introduced and the German participants present their products and services to companies, administrations, organizations, institutions and other American multipliers of the information technology and cybersecurity sector with professional interest. The most important part of the business trip is the meetings for every individual participant with specifically researched and qualified potential affiliates in Pittsburgh, Washington D.C. and further locations in the US. The individual business meetings typically take place in the office of the US company. The German participants can reach business partners located on the east coast or in Chicago, if necessary. The journey will be framed by a joint framework program with visits from cybersecurity institutions and companies in Pittsburgh and Washington D.C., as well as a cybersecurity roundtable with the involvement of the German embassy and representation of Association of German Chambers of Industry and Commerce (DIHK) and Federation of German Industry (BDI).

<p align="center">Travel program</p>

Sunday, November 13	**Arrival in Pittsburgh** **Welcome Dinner at BKD** For the representatives of the German companies, the cyber security industry and German institutions in Pittsburgh
Monday, November 14	**Symposium / Presentations** **9:30 Networking** **10:00-12:00 Keynote Speakers** **12:00-1:00 Luncheon** **1:00-5:30 Panel Discussion, Break-out sessions** **6:00-8:30 Evening Dinner Reception- open invitation, Welcome Remarks, Keynote Speakers by Sponsors, Dignitaries**
Tuesday, November 15	**8:00 Breakfast Walking tour at Bakery Square.** **10:00- 3:00 One-on-one interviews between potential business partners- onsite and at the UPMC Corporate Conference Suite (60th Floo)** **3:30-5:00 Tour at the NCFTA Facility** **6:00 Dinner hosted by the Pittsburgh Regional Alliance at UPMC CCM (60th Floor)**
Wednesday, November 16	**8:00-9:30- Tour of CyLab** **10:00-3:00 One-on-one interviews between potential business partners** **6:00 Flight to Washington D.C.**
Thursday, November 17	**Meeting with representatives of German economy and German embassy in Washington D.C.** Discussion of political and legal framework conditions to increase the commitment of German companies in the American information technology market (t.b.d) **Further one-on-one interviews** **Excursion to NSA in Fort Meade and meeting with representatives of Departments of Homeland Security,** exchange of experience and discussion of professional connecting factors for German companies in the US-market (t.b.d.) **Final dinner**
Friday, November 18	**Ending breakfast with debriefing by delegation** Last dialogues with potential business partners **Flight back to Germany**

German "Mittelstand" Delegation Participants

Company	Located in	Products	Possible US-based Partners
Arosoft Network GmbH	Berlin	**OMA (Open Management Architecture) = System management for all computers; planning and execution of projects for fully automated computer management**	IT System Houses (Managed system provider, Full IT Service IT Providers), IT Security Consultants
Akquinet AG	Hamburg	**Security Solution for SAP:SAST (System Audit & Security Toolkit) GRC (Governance, Risk, Compliance) Suite**	IT System Houses (Managed system provider, Full IT Service IT Providers), SAP Consultants
Hornetsecurity GmbH	Hannover	**Cloud beased security solutions, comprehensive security solutions such as email security, web security and data storage**	IT System Houses (Managed system provider, Full IT Service IT Providers), IT Security Consultants
CCVOSSEL GmbH	Berlin	**Software development, IT-consulting, custom solutions**	IT System Houses (Managed system provider, Full IT Service IT Providers), IT Security Consultants
Thinking Objects	Korntal-Münchingen	**Simple, fast, safe Mobile Device Management AURALIS**	Partner- US Company in general
KikuSema GmbH/AB	Berlin	**Security app FabulaRosa that is designed to create High Definition (HD) passwords by visualization**	Partner- US Company in general
Physec GmbH	Bochum	**Innovative security products and solutions for the Internet of Things ecosystem**	Partner- US Company in general
Certgate	Nürnberg	**Mobile IT-security with cross-platform solutions for mobile devices running on the Android, iOS, BlackBerry and Windows operating systems**	App Provider/Developer
Detack GmbH	Ludwigsburg	**IT security auditing, IT security policy assessments, security guidelines evaluation, management consulting, EPAS (Enterprise Password Assessment Solution)**	IT System Houses (Managed system provider, Full IT Service IT Providers), IT Security Consultants, Partners-US companies in general
GridLab Gmb	Schönefeld	**preparation and implementation of trainings, simulations and seminars for employees of network operators in control centers**	Grid Operators, Distribution System Operator, Transmission System Operator, Regulator, Smart Grid
digitronic computersysteme GmbH	Chemnitz	**All-in-one cyber security solution that helps companies abide by European Standards and Audits**	IT Services Provider; Cyber Security Auditing companies.

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