



# intcube

in a nutshell

background. portfolio. innovation. team.

# Content

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# We exist to promote universal human values

## > Facts

- Founded in 2022
- HQ in Berlin
- Headcount 8+ (plan: 12HC YE2024)
- Remote first culture (w/ 4 locations)

## > Purpose

- Strengthening cyber resilience through consulting
- Making a positive impact as a corporate citizen
- Fostering geo-cyber-economical dialogue as a Think Tank

## > Principles

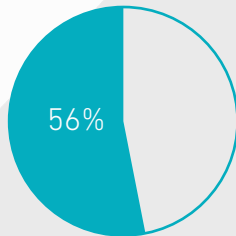
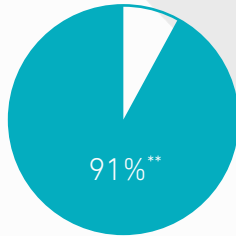
- Purpose
- Impact
- Transparency
- Fairness

## > Difference

- Promoting the goals and values of the European Union
- 25% of profits to good causes
- Full salary transparency, no gender pay gap
- Diversity is crucial for success

# We guide mid-sized organizations to stronger cyber resilience

Companies reporting at least one cyber security incident in 2023



Thereof companies suffering moderate to severe consequences

## Existential Threat\*

45%

of companies state that a cyber incident could threaten their very existence

Up from only 9% in 2021

## Unmet Demand for Cyber Security Guidance

Mid-sized organizations...

- are the backbone of our economy and society
- struggle with digitalization
- suffer disproportionately from the war for talent
- are under constant cyber attacks

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# We provide the guidance you need

## Security Projects

- Cybersecurity Strategy
- Decision-Making Support
- Solution Evaluation
- Analysis and Assessment

## Long-Term Engagements

- Chief Information Security Officer (CISO)
- Information Security Officer
- IT Security Officer
- Interim Manager (CIO, CTO, CPSO)

## Security Project Organization

- Project Planning
- Project Reviews
- Management of Security Projects
- Project Team Coaching

## You can rely on our team's expertise

### Compliance and Assessment Frameworks

- ISO 27001
- BSI IT-Grundschutz (Baseline Protection)
- Critical Infrastructure Security / KRITIS
- NIS2
- BAIT, VAIT, DORA
- NIST CSF, CIS Controls & Benchmarks

### Security Technology and IT-Domains

- Cloud Security Posture
- Source Code Audits
- Threat Intelligence
- Vulnerability Management
- Managed Cyber Defense / SOC

### Security Processes

- Detection & Reaction Processes
- Incident Response Management
- Penetration Testing Program Management
- Vulnerability Management

# For global investors, we increase your portfolio's cyber resilience

## Buy side

### Due Dilligence

- Cyber Security DD
- Security Product DD
- Tech DD
- ESG+C(yber)

## Portfolio Companies

### Cyber Risk Management

- Streamlined Audits
- Benchmarks
- Threat Profiles
- Actionable Insights

## Portfolio Companies

### Security Program

- Roadmap Development
- Execution Support
- Investor Reporting



# Cybersecurity Due Dilligence Options

## Fundamentals

Best for  
Companies, where IT / Tech is not  
part of product and who do not  
operate in a regulated sector.

Topics covered:  
**Fundamental IT-security practices,**  
**cyber resilience, and basic security**  
**management.**

Mappings  
**NIST CSF**

## Essential

Best for  
Tech companies, Manufacturers of  
smart devices, companies with  
customers in regulated/critical  
infrastructure sectors.

Topics covered:  
Everything in "Fundamentals" plus  
**Extended IT security practices,**  
**BCM, supply chain, cyber**  
**resilience, governance.**

**OT Security, IoT Security**  
**Cloud Security**  
**Product Security**

Mappings  
**NIST CSF, CIS Controls**

## Bespoke

Best for  
**Cyber Security companies and**  
**companies with extended**  
**compliance requirements.**

Topics covered:  
**individual/bespoke**

Mappings:  
**individual/bespoke**

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# Cohorts: innovative approach for efficient and effective improvement

## Situation at mid-sized orgs

- Urgent need to transform securely (digitalization, technical debt, business transformation)
- Projects fail to deliver results in time and budget.
- Information Security and IT Security are disconnected from each other and from the business.
- Often, IT Operations is torn between run-the-company and projects.
- Information security often stuck in audit and analysis.
- Security understood as a technical appendage of IT. Technology alone will not solve the problem.

## Market leads to Complications

- Many new tools flood the market. Impossible to keep up with rate of new product categories.
- Aggressive vendor marketing makes cybersecurity effectively a market for lemons.
- Internal Security is reactive only, driven by changes in tech, in business and in regulations.
- Access to knowledge is limited. Very difficult and expensive to hire and retain talent.
- External consultancies' interests are not aligned with client's interests.

## Resolution is found in cohorts

- A group of companies sharing a challenge at the same point in time.
- All are working on their own challenge, in sync and timeboxed.
- Progress, results and experiences are discussed and shared in the group.
- Drawing on the knowledge of the group saves valuable time.
- Sustainable effect through alumni networking.
- Lower total cost and faster results compared to consulting.
- Methodology, content, platform, organization and orchestration provided by intcube.

# Cohort Success Story

## Attack Surface Management

19 mid-sized portfolio companies of a single investor working together for 2 months in one cohort on Attack Surface Reduction.

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### Cohort Content

#### External Systems

- Scan of all externally reachable systems for known vulnerabilities.
- Reporting, coaching, workshops for remediation.
- Rescan and validation of successful remediation.

#### Phishing Emails

- Questionnaire on implemented email security.
- Analysis of replies and recommendations for improvement.

#### Hacked Accounts

- Questionnaire on implemented identity & access management technologies.
- Quick Darknet check for primary email domains.
- Analysis of results and recommendations for improvement.

### Approach, Results & Benefits

- Synchronous project in Feb/Mar 2024.
- Tooling and operations were provided centrally.
- Weekly group calls facilitated “learn from each other” and networking amongst participants.
- Fixed time & budget: Externally scheduled cadence prevented typical “project lag”.
- Invest of less than € 5.000 per entity.
- All companies remediated their critical vulnerabilities.
- Immediate, measurable risk reduction for every participant as well as further recommendations.

# Cohort Example

## Security Coaching and Fractional CISO

Small portfolio companies (SMEs) of a single investor being coached as a cohort and sharing a CISO

### Onboarding (Month 0)

- Legal & Organizational onboarding
- Getting to know each other
- Initial assessment

### Security Program Definition (Month 2)

- Shared core, individual edges
- Policies, Processes, Technologies
- Joint implementation planning.

### Validation & Improvement (Month 5)

- Analysis of results achieved.
- Implementation of further improvements.
- Finalize documentation.



### Initialization (Month 1)

- Goals, Expectation, Organization
- High Value Assets & Priorities
- Alignment and synergies

### Achieving Results (Months 3 and 4)

- Implementation of program per participant
- Leveraging synergies (same policies, same tooling)
- Weekly “progress, learned, failed, help” sessions.

### Kickdown (Month 6)

- Grace period to get things done
- Learnings, Knowledge Management
- Investor Reporting
- Follow-up activities

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# Founders' Background

## Dror-John Röcher, CEO

With a degree in geophysics, Dror-John Röcher has more than 25 years of experience as a manager, coach, consultant, researcher, and penetration tester in the IT security industry. Until the end of 2021, he worked at Berlin-based DCSO Deutsche Cyber-Sicherheitsorganisation GmbH, where he was a member of the Executive Board. Prior to assuming overall revenue responsibility, Dror led DCSO's managed services as COO Cyber Defense and built DCSO's threat intelligence service, respectively. He is a recognized expert in strategic threat intelligence and in how geopolitics manifests itself in the cyber domain.

During his professional career, he has dealt with a wide range of technical and organizational information security issues and challenges. In particular, he has focused on the changes in IT security caused by digitalization as well as defense against industrial espionage and nation state threat actors. Prior to joining DCSO, he served in various principal consultant and portfolio management roles at Computacenter and as a partner at ERNW.

Dror-John Röcher regularly speaks on IT security topics at industry-relevant conferences worldwide, including Black Hat Briefings, Hack-in-the-Box, Troopers, Sector, and many more.

# Founders' Background

## David Fuhr, CTO

David Fuhr is a security researcher and thought leader with more than 20 years of experience in tech and security. A trained Gestalt coach, he is a well-known expert in cryptography, cloud and industrial security as well as in mathematical methods and risk modeling. With degrees in mathematics and political science and a thesis on quantum computing he has conducted applied research in artificial intelligence/machine learning (security) and knowledge management. From 2012 to 2022 he was a principal consultant and the Head of Research & Innovation at Germany's leading security boutique consultancy HiSolutions, where he coauthored several national and international security standards and built & led the innovation matrix org. During his tenure, he helped advance the security programs of more than 100 organizations.

David was the owner and founder of NTITY advanced security consultancy, the founder of DHF Polska penetration testing sourcing services, a former avid penetration tester, and a seasoned software/security architect. He regularly teaches and speaks at technical colleges and conferences.

David is particularly interested in the interface between tech, psychology, and mathematics. He is a wholehearted teacher and mentor, and always looking to build bridges that help individuals and organizations grow.





David F  
Innovation & Cohorts



David G  
KRITIS & ISMS



David O  
Cloud & Cloud Security



Dror R  
Cyber & Strategy



Janis K  
Deep Tech



Nathalie T  
Cohorts & Culture



Nils B  
Compliance & ISMS



Tobias H  
IT Security & AI Sec

# int3