Building a Cybersecurity Ecosystem

THE ISRAELI EXPERIENCE

David Shem Tov
CEO
The T-Factor, Technion's early stage funding program

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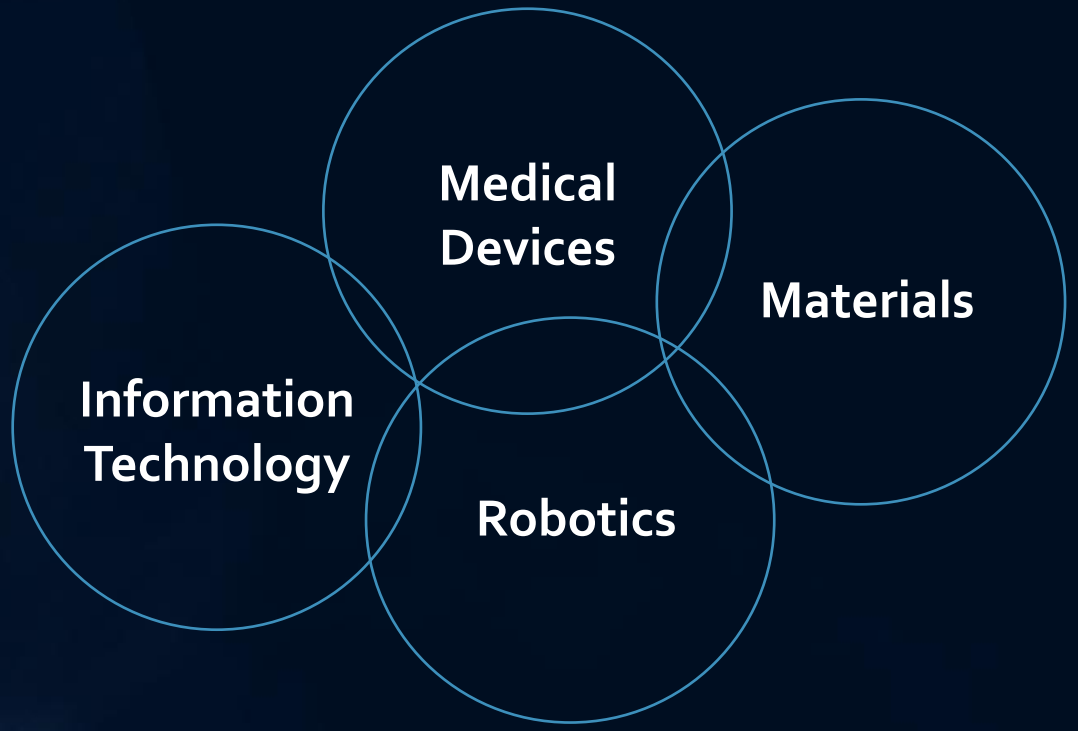
TECHNION
Israel Institute
of Technology

Technion
Technology
Transfer

TECHNION IN A NUTSHELL

- Home to 3 Nobel Laureates
- Ranked among the world's top universities in IT and engineering
- Ranked 6th worldwide for entrepreneurship and innovation according to a recent MIT survey
- A leading source for Israeli innovation in science and technology
- Home to 65 spinoff companies

WE BUILD NEW VENTURES



Cyber security in Israel – performance 2014*

$6 billion sales

*Report of the Israeli National Cyber Bureau

Cyber security in Israel – performance 2014*

10%
Worldwide market share

*Report of the Israeli National Cyber Bureau

Cyber security in Israel – performance 2014*

8% growth from 2013

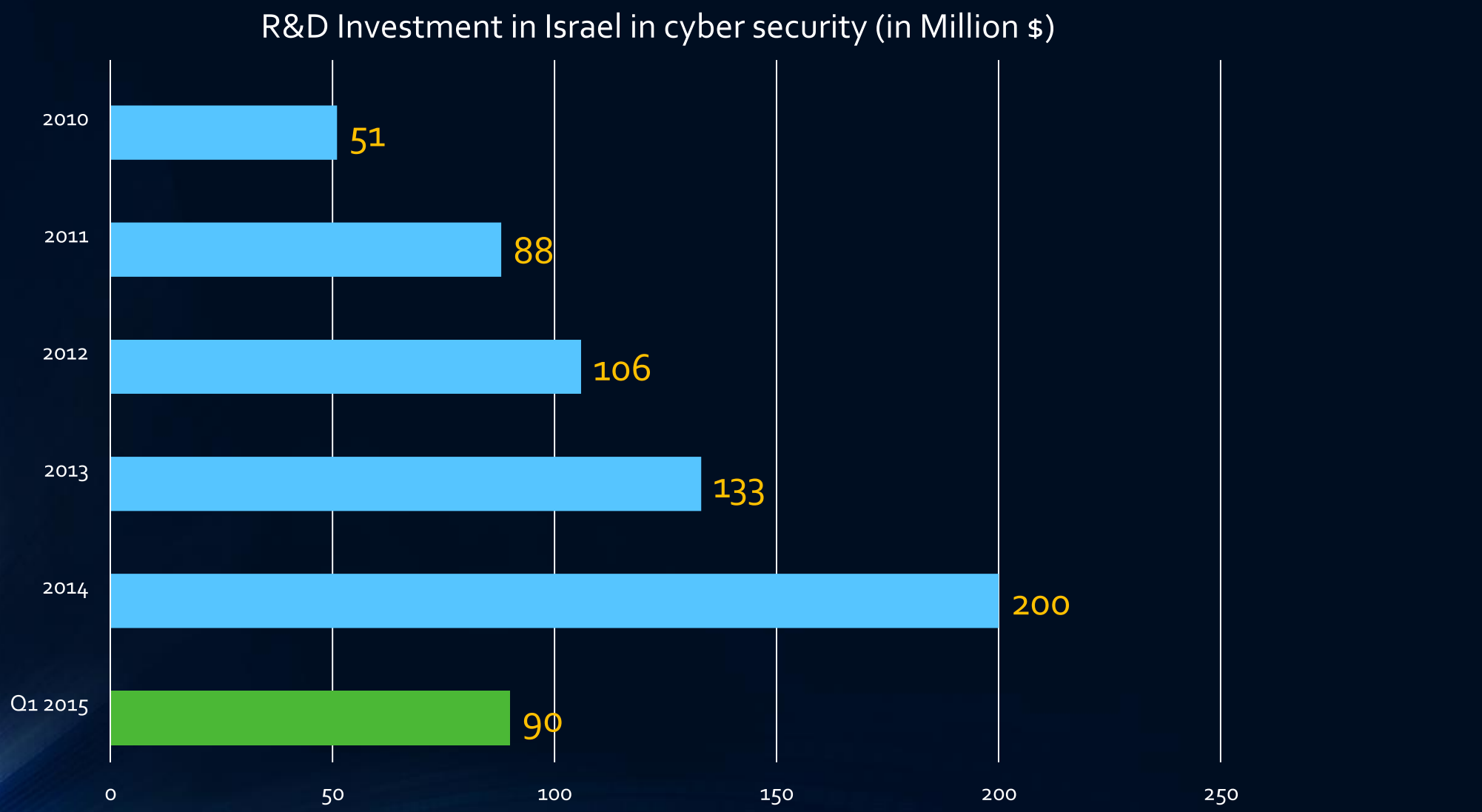
*Report of the Israeli National Cyber Bureau

Cyber security in Israel – performance 2014*

15%
of global R&D effort

*Report of the Israeli National Cyber Bureau

Cyber security in Israel – performance 2014*



*Report of the Israeli National Cyber Bureau

Cyber security in Israel – performance 2014*

300 companies

(150 in 2010)

*Report of the Israeli National Cyber Bureau

Cyber security in Israel – performance 2014*

$700 million exit deals

Hyperwise, Cyactive, Poricor

*Report of the Israeli National Cyber Bureau

Cyber security – performance 2014*

$2 billion IPO

CyberArk, Varonis

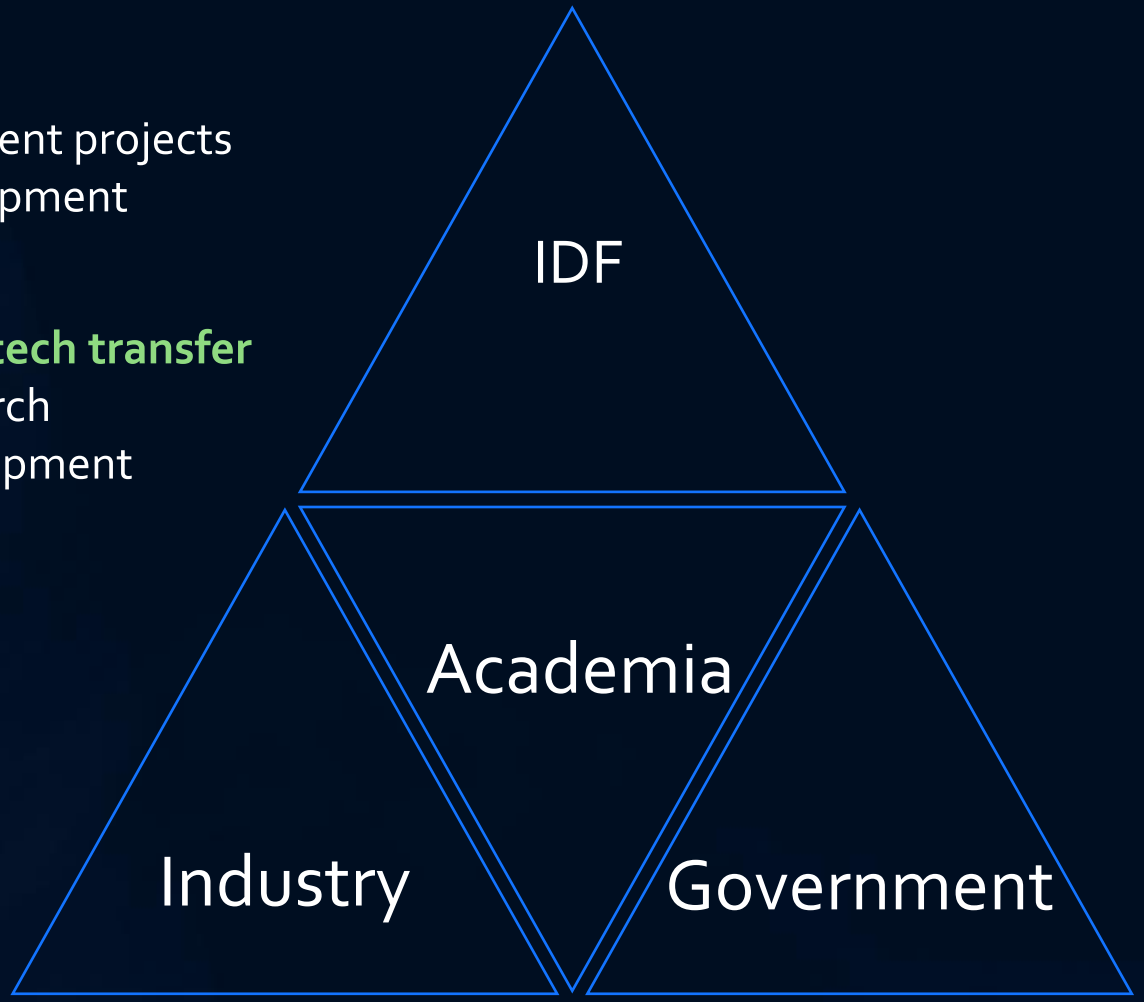
*Report of the Israeli National Cyber Bureau

TRUE PUBLIC PRIVATE PARTNERSHIP

Confronting real needs
- Large scale development projects
- Human capital development

From basic research to tech transfer
- State of the art research
- Human capital development
- Tech transfer

300 companies in commercial phase
- Checkpoint
- Palo Alto
- Cyber Arc
- Impreva



History

Among the first countries in the word that understood the importance to form a comprehensive policy against the cyber threat.

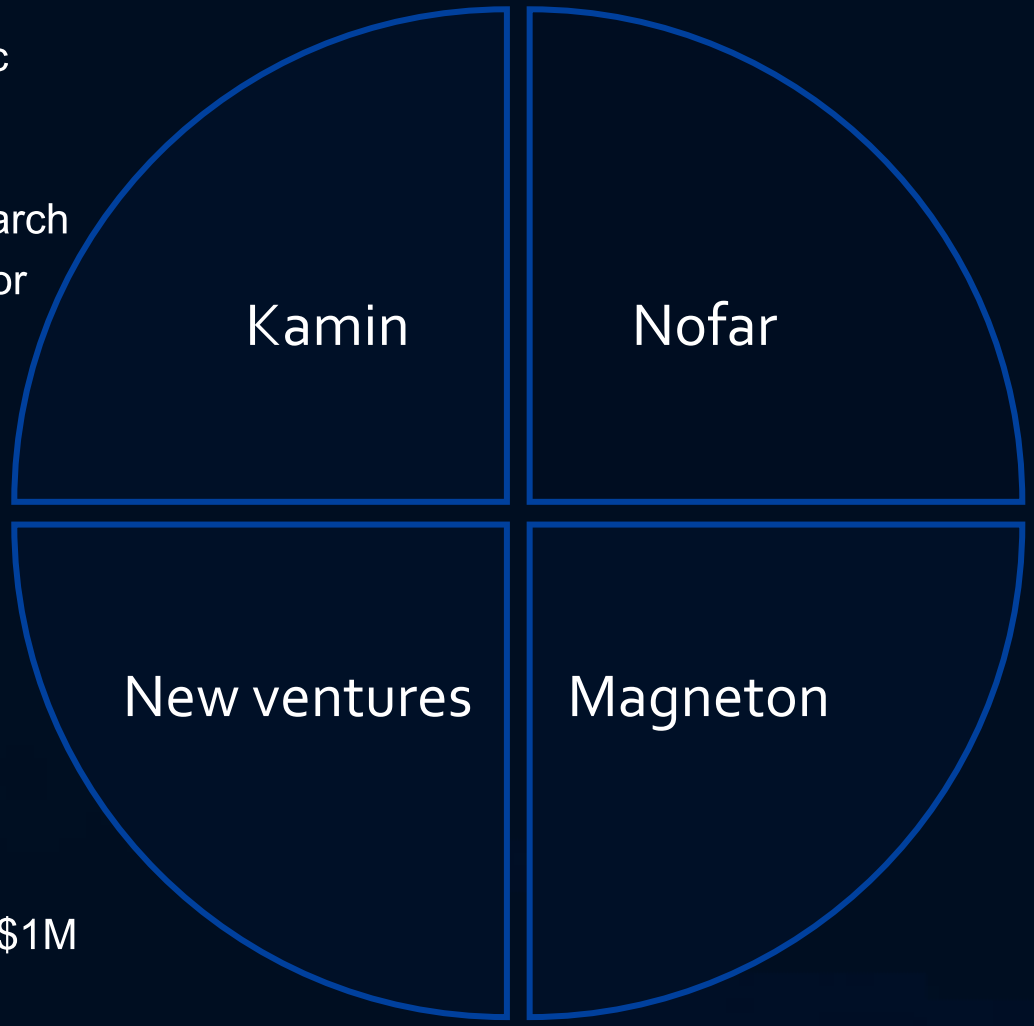
Vision

The vision – To place Israel a top 5 global players in the field

National Cyber Bureau
- Regulation and standards
- Human Capital development
- R&D support
- International collaboration
- Coordination of national projects
- Cyber event readiness team
  Lead by RAFAEL in collaboration with IBM, EMC Matrix and CISCO

GOVERNMENT FUNDING INSTRUMENTS FOR DIFFERENT TECH TRANSFER PROJECTS

- Translate academic achievement into technologies
- Basic applied research
- Industry as a mentor
- $90-180K

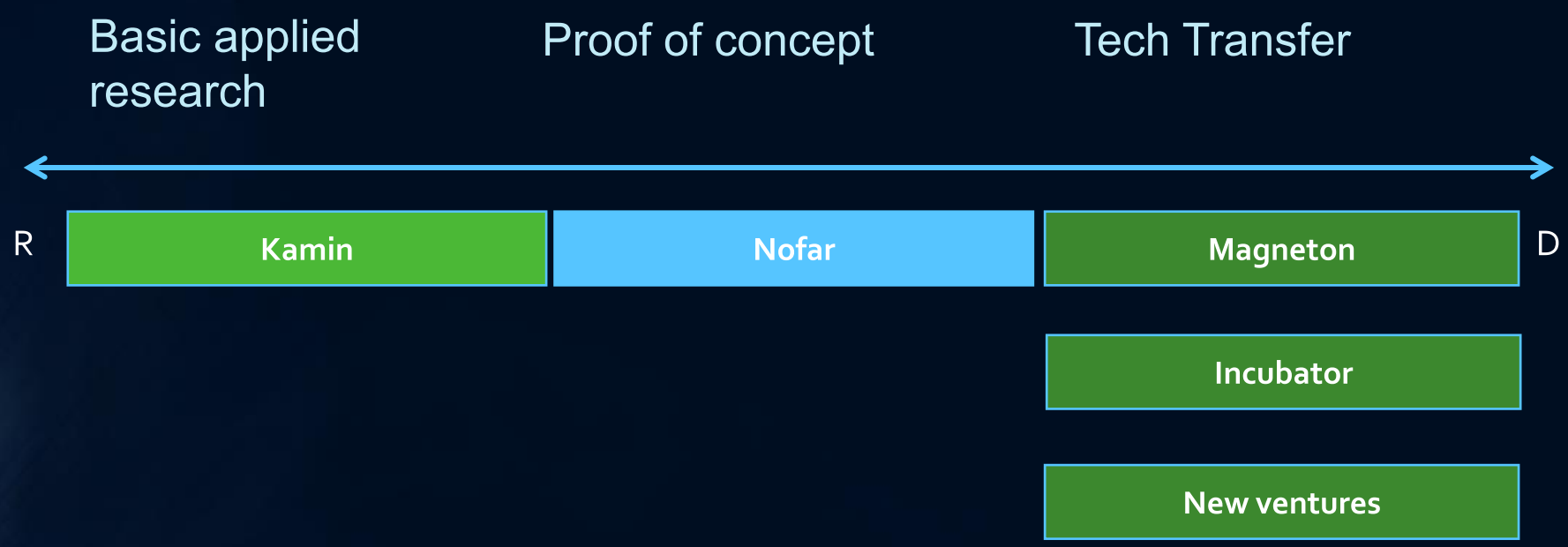


- Bridge the gap between know-how within the academia to needs in the industry
- Proof of concept
- Industry as a mentor
- $100K

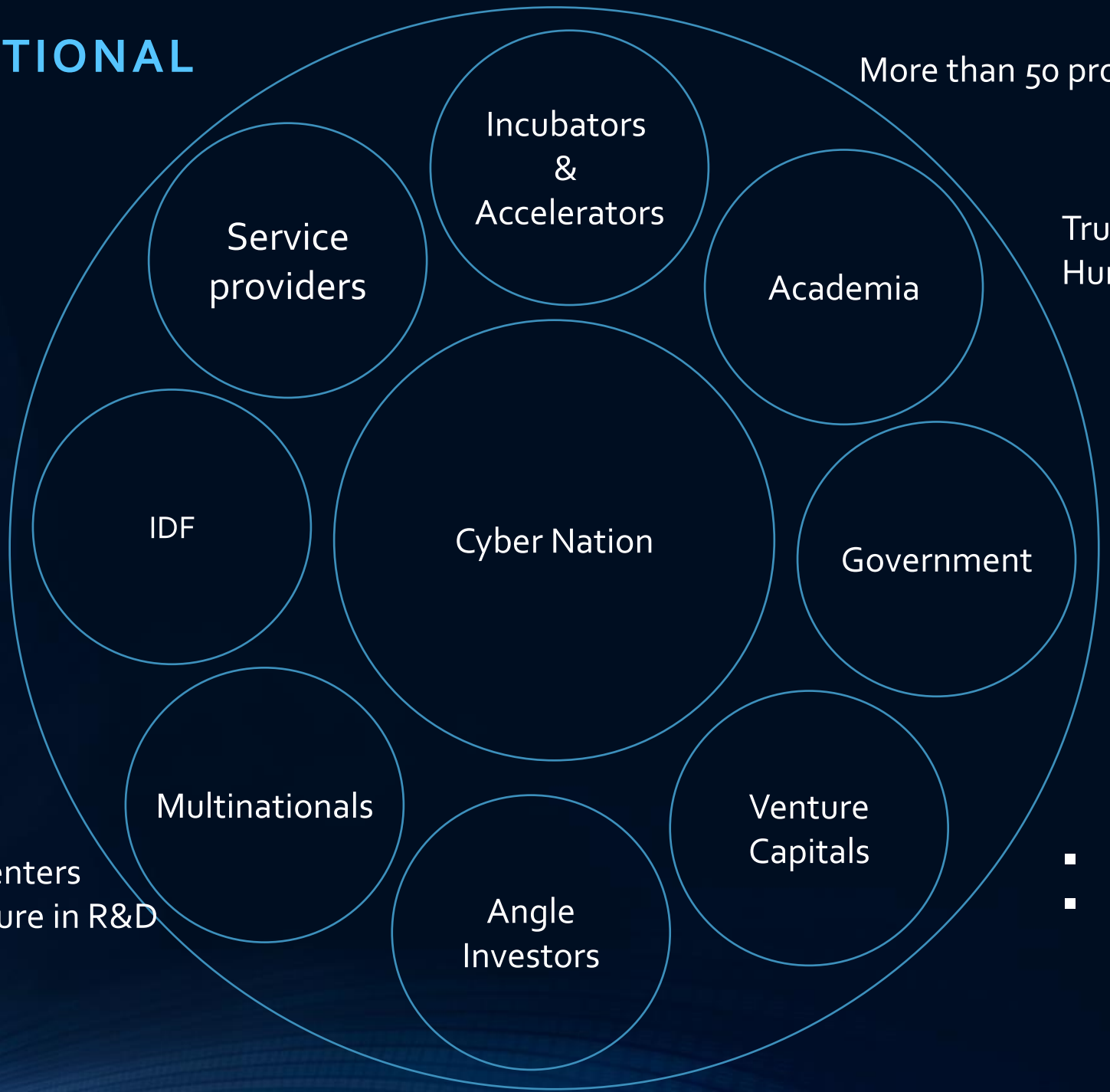
- Tnufa $50K
- New startups $5M
- Incubators $0.5M - $1M

- Tech transfer via collaborative research
- Industry as a partner
- $750K

TECH TRANSFER FUNDING INSTRUMENTS



SUPPORTIVE NATIONAL ECO-SYSTEM



- Big 4
- Law firms

- Talent
- Experience

- OCS
- National Bureau

- 250 multinational R&D centers
- 55% of national expenditure in R&D
- Talent

- $914 Million in 2014
- $1.2 Billion in 2015

SUPPORTIVE NATIONAL ECO-SYSTEM

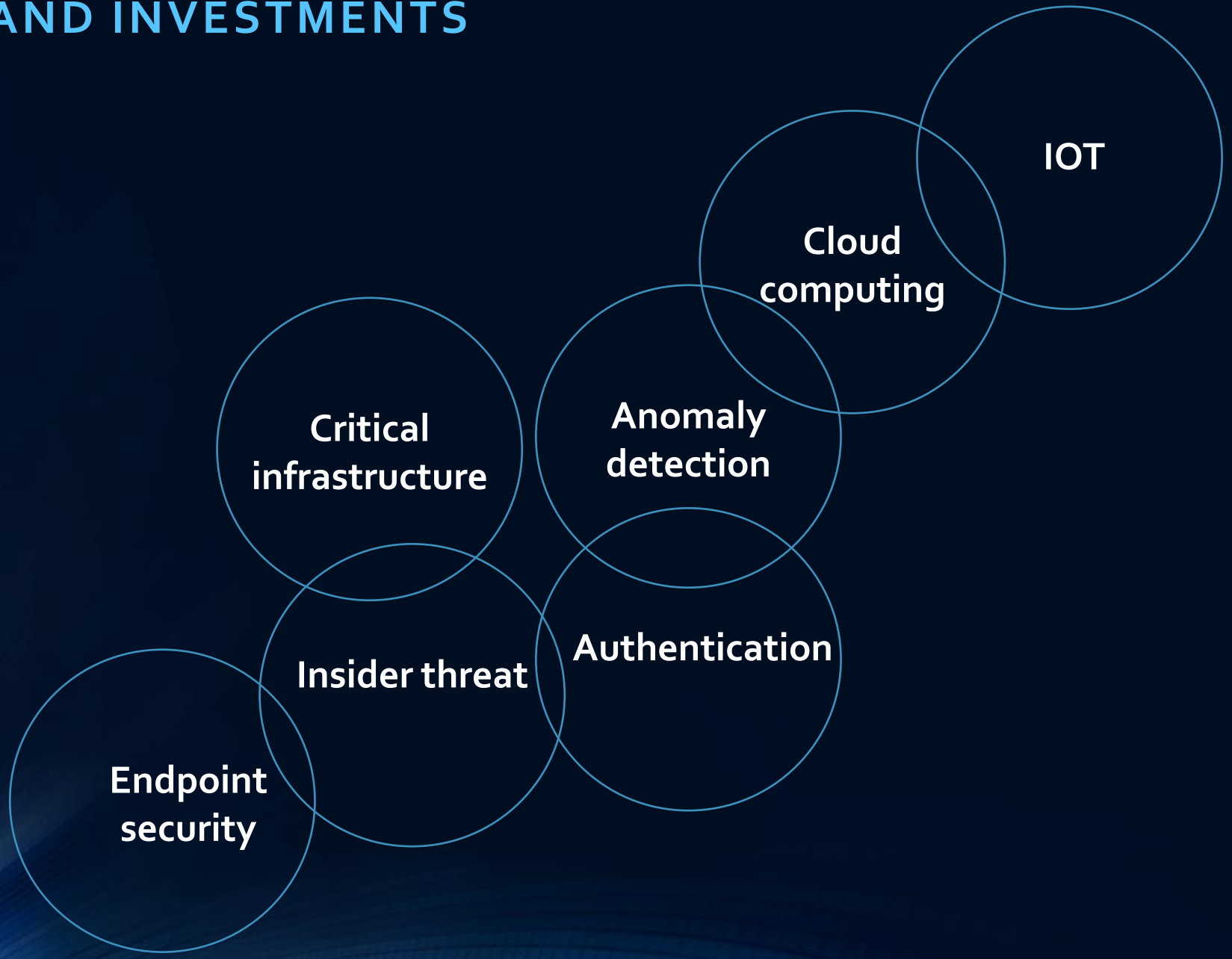
- IDF
- National Cyber bureau
- Other

- IDF
- Large companies
- Academia

- Government
- Venture capitals
- Angle investors
- Multinational

- Multinationals
- Academia

TRENDS AND INVESTMENTS



Thank you

David Shem-Tov
CEO
The T-Factor
Technion – Israel Institute of Technology
david.s@technion.ac.il
972 54 948 7581