



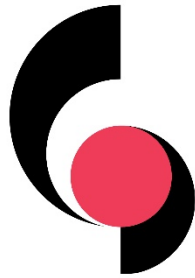
International Security Accelerator



International Security Accelerator

Run by Entrepreneurs, for Entrepreneurs

- A World Class National Accelerator operated by CorkBIC
- Located in a shared space in Cork City Centre
- Sector-Specific Wider Security Space (eg web, data analytics, IoT, bioinformatics and cybersecurity)



International Security Accelerator

Privately Funded 13 Week Accelerator Programme

Focused on:

- Cybersecurity,
- Internet of Things (IOT),
- Blockchain,
- Artificial Intelligence (AI),
- Fintech / Regtech
- Health & Bioinformatics,
- Defence,
- Critical Infrastructure,
- Logistics.



Selection Criteria

- Team
- Technology
- Business Model
- Market Opportunity
- Commitment & ability to relocate



Industry Challenges

- Increase in Cybercrime
- Geopolitical tensions (Iran, North Korea using Cyber as an attack vector)
- Increasing regulatory mandates (GDPR, CCPA etc)
- Increasing network complexity
- Lack of skills in the market – estimated 2 million job vacancies

Success in Cork

14 Startup Companies participated across 3 Accelerator Programmes

- 14 companies participated from 8 countries (India, HK, Ukraine, USA, Spain, Bolivia, UK) . 6 were Irish promoter-based companies and 11 out of 14 set up an Irish HQ
- €4.8 million of third-party equity seed capital has been invested into 5 of these participating companies
- 100 direct / 250 indirect jobs created

Companies who have participated in the programme are now valued at €38 million on paper with a 3.5x increase on their original value after 1 to 2 years

Visa and Entry issues

- 14 companies participated from 8 countries (India, HK, Ukraine, USA, Spain, Bolivia, UK, Ireland) .
- **2018** -no way for Indian applicants to get a long stay multi –entry visa without 2 single entry Short Stay 90 day visas. Alt was the UK and the BIVS scheme. LOST ONE PARTICIPANT at the end of the cohort 2.
- High tech visas fell between Education and Corporate hire/transfer
- **2019** DoJE introduced the Start Up Entrepreneur Programme (STEP) giving 12-24 months multi-entry. The 90 day Short Stay Employment visa still applied to be upgraded on arrival to a STEP visa in 3-8
- Congratulations David Nolan DoJE and Kevin Donnelly EI

A Journey of Transformational Change

Altada™

- Help Enterprise companies monetise their data through A.I
- Joined the programme Pre-Revenue
- Technology well developed but use cases lacked clarity
- Completed the programme with a 7 figure pipeline
- Closed a multi million seed round within 2 months

GuardYoo

- Cybersecurity Forensics Software
- A spin out from an established Cybersecurity services business
- Relocated to Ireland, established new company and recruited a top cybersecurity sales Director
- Currently closing a seven figure seed round

Who We Work With



- Teams that are 100% Committed
- More than 1 Co-Founder

Visit ISA.CorkBIC.com



Thank you!