SOSA

Desafía New York

SPRING 2024

Cybersecurity Accelerator Program

In partnership with:

red.es

ICEX España Exportación e Inversiones

incibe_

Plan de Recuperación, Transformación y Resiliencia

Financiado por la Unión Europea NextGenerationEU

COHORT DEALBOOK

SOSA The Open Innovation Company.

SOSA is a global open innovation company. We work with governments and corporations, building custom innovation programs to support the development and implementation of technological innovation.

SOSA's accelerator programs combine mentorship from SOSA's innovation consultants, as well as in-market introductions to corporate contacts, VC partners, industry experts, and strategic partners. Leveraging this network, SOSA creates valuable opportunities for deals, strategic partnerships, and funding for companies in its accelerator programs.

Desafía New York

The Desafía New York Cybersecurity Accelerator Program is powered by SOSA and supported by ICEX, Red.es, INCIBE, and OFECOMES. The program is for towards Spanish growth-stage tech companies who are ready to expand and scale to the United States, starting with the New York market. We offer a high-impact program experience, access to industry experts, business networks, and targeted workshops to accelerate expansion efforts.

Opportunities:

The five cybersecurity companies expanding to the US from Spain specialize in threat detection, incident response, and data anonymization. The companies are seeking commercial and investment opportunities in the US, and to engage with corporates, investors, MSPs, resellers and cyber industry experts across the US tech ecosystem. The founders and CEOs of the five companies will be in New York City from June 3 - 14th for an in-market immersion offering an abundance of opportunities to connect with the cyber ecosystem.

Management Team:

Elan Fox
Program Manager
elan.f@sosa.co

Enthec

Website
LinkedIn

Key offering: **Threat Intelligence SaaS**

Enthec offers a military-grade cyber intelligence solution designed as a B2B SaaS platform for easy use by companies and MSSPs.

Most companies already have systems in place that monitor what goes on within their IT perimeter, but provide only limited information on what happens beyond. Kartos, Enthec's AI-powered platform, compiles and evaluates information from the the Internet, the deep web, the dark web, and social networks, with a unique context definition technology that eliminates false positives. Thus, companies have a full view of their risk and threat situation, putting themselves in the shoes of potential cyber attackers. Enthec's platform includes third-party scoring and human risk rating, so that information and data officers can prioritize their remediation actions and better protect their organizations.

Headquarters
Madrid, Spain

Year Founded
2019

Employees
11-50

Business Model
B2B

US Expansion
Existing client base

Contact
María Rojo Rivas, CEO & CTO

Notable Clients: The Brooklyn Hospital Center, BME, COFARES, Grupo Jorge

Financials

Last Funding Round	Total Capital Raised	Investors
Seed	1.56M€	Draper 1B, Conexo Ventures, Bullnet Capital, Archipelago Ventures

Leadership

María Isabel Rojo Rivas
CEO & CTO
mirojo@enthec.com

Lola Miravet
COO
lmiravet@enthec.com

Nymiz

Key offering: **Data Anonymization SaaS**

Website

LinkedIn

Nymiz is a B2B SaaS tool that anonymizes PII, helping large organizations avoid data breaches and comply with privacy regulations.

Companies and public institutions alike face cyber attacks that could result in data breaches, leading to reputational damage and hefty financial losses. By protecting PII, Nymiz can secure sensitive data and generate new revenues streams. Using a NLP-AI model, Nymiz offers a cloud-based versatile solution, offered as a multi-tenant, single-tenant or on-premise solution, accessible through application web or API. Nymiz is a high-growth company targeting primarily legal and accounting firms, using a subscription-based business model with volume-based pricing.

Headquarters
Bilbao, Spain

Year Founded
2020

Employees
11-50

Business Model
B2B

US Expansion
Existing client base

Contact
Oscar Villanueva, CEO

Notable Clients: pwc, KPMG, Deloitte., Telefónica

Financials

Last Funding Round	Total Capital Raised	Investors
Seed	4.5M€	Swanlaab Ventures, Auriga Cyber Ventures

Leadership

Oscar Villanueva
Co-Founder & CEO
oscar@nymiz.com

Manuel Diaz
Co-Founder & CTO
manuel@nymiz.com

RedBorder

Website

LinkedIn

Key offering: **Network Detection and Response**

RedBorder specializes in IT/OT network security, employing real-time big data and AI to prevent and protect against network attacks.

RedBorder is an active network detection and response security management platform. It combines comprehensive network infrastructure information with intelligent intrusion probes to actively defend against intrusions. By compiling network analysis, intrusions, telemetry, vulnerabilities, assets, and email data, Redborder generates automatic policies to safeguard both users and the infrastructure. RedBorder's solution can be deployed on premises, in the cloud, or as a SaaS model, depending on the client needs and infrastructure.

Headquarters
Bilbao, Spain

Year Founded
2003

Employees
11-50

Business Model
B2B

US Expansion
Existing client base

Contact
Borja de la Maza, CEO

Notable Clients:

cisco · metro bilbao · ib-salut servei de salut de les Illes Balears · CDTI

Financials

Last Funding Round	Total Capital Raised	Investors
N/A	N/A	N/A

Leadership

Borja de la Maza
CEO
bmaza@redborder.com

Jesus de la Maza
President
jmmaza@redborder.com

shaadow.io

Website

LinkedIn

Key offering: **Data Protection Tool**

Shaadow.io specializes in developing cyber protection solutions designed to safeguard sensitive data within documents.

Many companies lack mechanisms to keep sensitive contracts and other documents private. Shaadow.io can accurately trace the origin of potential leaks, prevent fraud, and enables the anonymization of documents, allowing only designated users to view pertinent details. The technological core of Shaadow.io is built on three pillars: Artificial Intelligence, Computer Vision, and Steganography. This allows it to embed identifiable, yet invisible, information within documents that can persist through various transformations—such as screenshots or physical printing. Shaadow.io leverages a SaaS business model that is seamlessly integrable via API, primarily catering to B2B clients.

Headquarters
Madrid, Spain

Year Founded
2020

Employees
1-10

Business Model
B2B

US Expansion
Existing client base

Contact
Isabel Hernandez, Founder & CEO

Notable Clients:

GOBIERNO DE ESPAÑA MINISTERIO DE DEFENSA

GOBIERNO DE ESPAÑA

Telefónica

EAD Trust

Financials

Last Funding Round	Total Capital Raised	Investors
Pre-Seed	700K€	Telefónica, Business Angel

Leadership

Isabel Hernandez Ruiz
Founder & CEO
isabel.hernandez@shaadow.io

Adrián Casas Fernández
CTO
adrian.casas@shaadow.io

One eSecurity

Website

LinkedIn

Key offering: **Threat Detection, Digital Forensics & Incident Response**

With over 17 years of experience and led by Jess Garcia, a worldwide-renowned cybersecurity expert and SANS Senior Instructor, One eSecurity is a global cybersecurity company that provides almost any service across the lifecycle of a cyber incident.

One eSecurity offers high-tech Incident Readiness cyber-consulting projects, tailor-made cyber-exercises, and early and proactive detection with managed threat hunting services through TRINITY, an AI-powered Threat Hunting platform. One eSecurity's Emergency Incident Response team has garnered remarkable experience from the cyber trenches, boasting unbeatable SLAs with a 24/7 response time of less than two hours, driven by the pioneering application of Artificial Intelligence and Digital Forensics.

Headquarters
Madrid, Spain

Year Founded
2007

Employees
11-50

Business Model
B2B

US Expansion
Existing client base

Contact
Jess Garcia, CEO

Notable Clients: Santander, HOLCIM, GLENCORE, IBERDROLA

Financials

Last Funding Round	Total Capital Raised	Investors
N/A	N/A	N/A

Leadership

Jess Garcia
CEO
jess.garcia@one-esecurity.com

Alejandra Martinez Bolivar
Head of International Business Development
amartinez@one-esecurity.com

To reach out to any of the **companies**, please contact them directly at the email addresses provided under their leadership section.

For inquiries about the **program**, please contact the SOSA program manager at:

elan.f@sosa.co

Thank you.