

## Technology Request

# Leading Dutch insurance provider is looking for innovative SME's who have solutions to proactively lower the risk that entrepreneurs face from a cyber-threat

### Summary

*A leading Dutch company in financial products and services wants to contribute proactively to the growth of their clients 'the entrepreneurs'. Cybercrime is a real threat which could affect the growth and their business continuity. They are looking for innovative SME's who have solutions to make sure that the entrepreneurs don't need to worry about cyber threats and can focus on their core business. The cooperation would be in the frame of a license agreement or a technical cooperation agreement*

<b>Creation Date</b>	10 April 2018
<b>Last Update</b>	19 April 2018
<b>Expiration Date</b>	20 April 2019
<b>Reference</b>	TRNL20180403001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/6a114139-d48b-4e40-9986-322b82aed4ef">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/6a114139-d48b-4e40-9986-322b82aed4ef</a>

### Details

#### Description

The Dutch company was established in 1811 and is the largest insurance provider in the Netherlands. Non-life, health, income protection, pension services and asset management are their core competences. They are active in 5 other countries. From its leading position in the Dutch market, the company positions itself internationally as an innovative player in selected markets, including Turkey, Greece, Slovakia, Ireland and Australia.

Besides being an insurance partner for their clients, they also want to share their knowledge and experience for contributing to the success and growth of their clients, "the entrepreneurs". Their goal is to become a service provider who is directing their services to create this growth. The company also wants to play a role in other ecosystems where new business models can be created.

Based on a study it has been estimated that the Dutch economy loses an expected €10 billion in value per year, or approximately 1.5% of its GDP, to cyber threats. Of the total expected impact of €10 billion per year, €9 billion is attributed to large organizations, and the remaining €1 billion is incurred by SMEs (while accounting for 30% of total income). Entrepreneurs are not actively managing their cyber risks. SMEs are in need of gaining the proper insights of the cyber risk that are threatening their business. However they don't seem to take the necessary steps.

The need for cybersecurity systems/solutions in The Netherlands, can also be partly attributed to the various (inter)national laws and regulations that contain security obligations, like the General Data Protection Regulation (GDPR).

## Definition of the request

How can the Dutch company proactively lower the risk that entrepreneurs face from a cyber-threat? How do they put cyber risk on their map. The Dutch company wants to create awareness among the entrepreneurs and help and advise them;

- How to lower the risks?
- How to monitor the risks?
- What kinds of the tools the entrepreneur can use?

How can the Dutch company make sure that SMEs don't need to worry about cyber threats and can focus on their core business?

The Dutch company is not looking for:

- E-learning or other digital platforms which provide information to create awareness within the organization;
- Risk assessments or other scans (IT / organizational)
- Prevention tools such as backups, firewall etc.
- Insurances;
- Response and repressive services (24/7 call service) to help an entrepreneur as soon as possible after the incident.

What objectives do they want to achieve:

- The solution delivers a proactive contribution to the growth of entrepreneurs who are insured but also the ones that are not insured by the Dutch company;
- Create new business models that reduce the cost of cybercrime. In the end these savings/earnings must also be seen in the costs that entrepreneurs have to make;
- The solution fulfils the needs of the entrepreneur and his growing expectations;
- It fits within the new world of innovations and technology;
- It contributes to the company's vision.

The Dutch company is open to different types of partnerships such as a license agreement or a technical cooperation agreement

## Innovation Challenge

This technology request is an innovation challenge and is published on an open innovation platform until 25-5- 2018. If an organization does express interest in cooperation with this firm before that date, it will be guided towards this open innovation platform on which one can get in touch via a chat function with the company. Mind that posts on this platform are not confidential.

Beside open discussions on the platform, sharing of confidential information will be made possible on demand. After that, the firm will select the SME's with whom they would like to cooperate in the development of a solution.

Once the challenge is closed, EOI's for this technology request will be treated in the traditional way

## Technical Specification or Expertise Sought

The Dutch company is looking for:

- A creative solution
- Something non-existent in the current market
- Stand alone
- Profitable product

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## Keywords

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### Technology

01003009 Data Protection, Storage, Cryptography, Security  
01006005 Network Technology, Network Security

### Market

09002001 Insurance related  
09002006 Other finance, insurance and real estate

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## Network Contact

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### Issuing Partner

ZACHODNIOPOMORSKI UNIWERSYTET TECHNOLOGICZNY W SZCZECINIE

### Contact Person

Hubert Dyba

### Phone Number

48 91 449 43 90

### Email

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**Open for EOI :** **Yes**

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## Dissemination

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### Send to Sector Group

ICT Industry and Services

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## Client

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### Type and Size of Organisation Behind the Profile

Industry >500 MNE

**Year Established**

1891

**Turnover**

>500M

**Already Engaged in Trans-National Cooperation**

Yes

**Languages Spoken**

English  
Dutch

**Client Country**

Netherlands

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## Partner Sought

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**Type and Role of Partner Sought**

Type of partner sought:

- SME

Role of partner: SME's are invited to share their ideas and propose their solutions. After being selected, the SME will be proposed to participate in the development of a new reporting approach for this company.

Other types of partnership can be offered and discussed with the Dutch company!

**Type and Size of Partner Sought**

SME 11-50, University, Inventor, R&D Institution, SME <10, SME 51-250

**Type of Partnership Considered**

License agreement  
Technical cooperation agreement

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## Attachments

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