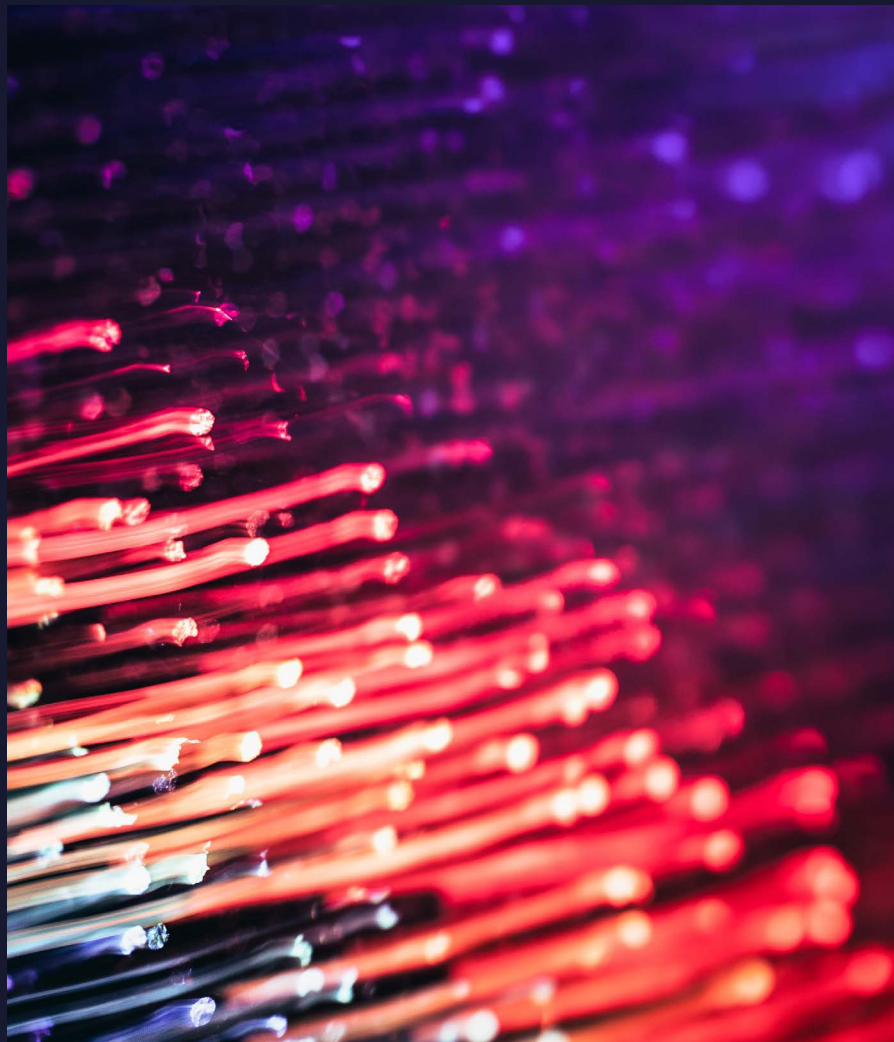


Cyber Venture

Navigating the Cyber Security market in Paris Region



Foreword

We are currently witnessing an increasing number of cyber-attacks against individuals, organizations and businesses. The risk is systemic, and the issue is not “when” the attack will happen but rather “how” we can manage cyber risks and anticipate threats.

What is at stake for Paris Region is its capacity to protect its people, companies, and local authorities against all forms of cyber threats. To fulfil this goal, Paris Region has long been putting efforts into consolidating a mature Cyber ecosystem by supporting the digitalization of companies and raising their awareness of cyber risks, incentivizing investments in the field, spurring innovation through strong public-private partnerships, and building a robust ecosystem ready to welcome international cyber companies & talents.

Paris Region is in a unique position to support cyber businesses thanks to its concentration of expertise and economic power. Investors will find the support they need to mature and scale their cyber solutions.

There is a reality that all organizations must accept and acknowledge, because it has become an essential marker of our time: cyber risk is everywhere. As cyber risks affect business continuity and the economy, it is indispensable for us and for Paris Region to ensure an open, safe and secure cyberspace.

Bringing together key international players and industries to invest and support the development of cutting-edge cyber security and digital trust solutions is key in strengthening our Region's ecosystem.

I have no doubt investors and international companies will find in this guidebook a comprehensive overview of the opportunities that exist for them in Paris Region's fast-growing ecosystem.



Alexandra Dublanche

Chairwoman
Choose Paris Region



Lionel Grotto

CEO
Choose Paris Region



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A One-Stop-Shop

Stay in the business loop

A High Potential Ecosystem



A Cyber Hub Positioned for Growth

The growing and changing nature of cyber threats

At a time when all business sectors are accelerating their digital transformation, detecting and responding to cyber threats has become a real challenge. In France, cyber-attacks have grown rapidly, especially since the COVID-19 pandemic. According to Cesin, 25% of French companies suffered a cyber-attack in 2020. In 2021, this figure jumped to 54% thereby leading 70% of these same companies to increase their cyber security budget for 2021 as opposed to 2020.

A favourable ecosystem to scale digital solutions

Considering Paris Region's positioning as the number one economic region in Europe, its weight in the French economy, and the concentration of many strategic private and public decision-making centers, Paris Region has become a prime target for cyber-attacks. To increase its resilience and that of the companies operating in the Region, Paris Region designed a comprehensive cyber security roadmap focusing on 3 main efforts : supporting the development of innovative and critical cyber technologies, being recognized as a partner for businesses operating in Cyber and protecting SMEs and midcaps, and training tomorrow's cyber talents.

On the national level, the French government launched in February 2021 a National Cyber Strategy with an investment plan totalling more than €1Bn (€720M of which is public funding) aimed at spurring innovation and strengthening France's resilience. This strategy has led to the launch of the Campus Cyber in Puteaux and to new startup support mechanisms (e.g., the Cyber Booster).

A fast-growing market

By and large, the ever-growing threat of cybercrime is driving opportunity for cybersecurity providers. The French market for Cloud solutions and services for instance was close to the €16Bn mark in 2021, growing by 15.5%. By 2025, it should continue its strong momentum to reach a total business volume of €27Bn.

According to a report published by Wavestone, 2022 was a record year for France which counted 166 startups in cyber as well as 24 scale-ups. Ledger became France's first unicorn in cybersecurity after raising more than €380M in the summer of 2021. France's top cyber startups include: CybelAngel, Datadome, GitGuardian, Tehtris, Sekoia, MailinBlack.

Paris Region now homes more than 60% of all French cyber startups.

“As a U.S. Cyber publisher, we viewed Paris Region as a fast-growing market for cyber applications with a lot of potential. When we expanded, we had at heart to make Tanium a real French entity. We partnered with local startups, with the Campus Cyber, and recruited talents locally. Building such strong ties with the local ecosystem was pivotal in supporting our growth and strengthening our outreach to other European markets.”



Dagobert Levy
Area Vice president,
South EMEA, Tanium

Certifications for international companies

For investors interested in expanding their cyber and digital trust solutions to Paris Region, certification provides a competitive advantage because it attests to the security and robustness of a solution, thus reassuring potential buyers. The authority in charge of desining the technical certification is the National Information Systems Security Authority (ANSSI).

The evaluations are performed by licensed laboratories. It is the responsibility of the sponsor who applies for the certification of an IT product to choose a laboratory licensed by the ANSSI.

By and large, the French private sector welcomes foreign cyber security solutions that can help them secure their business processes with packaged solutions and practical tools.



A Highly-Skilled Talent Pool

More than 75,000 talents in cyber will need to be recruited by 2025 in France. Paris Region has renewed focus on academic and apprenticeship programs which play a major role in unlocking cyber talents. The Region's counts 43 Cyber Schools among which:

Ecole 2600

ecole2600.com

Ecole 2600 is in Saint-Quentin-en-Yvelines, a bastion of cybersecurity in Paris Region, which is home to more than 17,000 companies. This location fosters a consistent dialogue between teachers, students and industries, which contributes to the dynamism and uniqueness of the campus. With its unique apprenticeship, the school prepares students to become Data, System, and Network Security Experts.

ESIEA

esiea.fr

ESIEA delivers a bachelor's degree in Cybersecurity (RNCP Level 6) to provide students with a solid knowledge base, as well as a 5-year program in digital sciences and technology approved by ANSSI

EPITA

epita.fr

EPITA is the first engineering school specializing in computer science in Paris. Since its creation in 1984, the school prepares its students for careers in Engineering and digital technology.

EPITECH

epitech.fr

EPITECH provide a variety of programs, from the 5-year Grande Ecole program in French or English to the MSc Pro program in various subjects such as Cloud and Cybersecurity.

International Cyber Companies in Paris Region

Below is a brief selection of successful cybersecurity companies of all sizes that have established a decision center in Paris Region. These companies are among the many other thriving players operating in the Region.

Large Corporations

AtoS

accenture

IBM

NTT

verizon

AIRBUS

BAE SYSTEMS

THALES

DXC
TECHNOLOGY

Capgemini

ORACLE

wipro

Global Experts

ANTEMETA

Secureworks

FORTINET

kaspersky

okta

bitglass

BeyondTrust

imprivata

TANIAM

International scale-ups

DATADOG

DASHLANE

onfido

USERCUBE



Leading Regional Cyber Initiatives

Digital Transformation is a “must” for the growth and expansion of any business. But with the expansion of digitalization, companies have also grown more vulnerable in the face of cyber-attacks. To position itself at the forefront of this issue, Paris Region has led several initiatives such as: financial support for the opening of the Campus Cyber, active support for the development and operation of Systematic and the creation of a regional Computer Security Incident Response Team (CSIRT).

Supporting innovation through clusters and public-private partnerships

Building on its favorable ecosystem of academia, talents, researchers, and access to funding, Paris Region has become the number one region for cyber in France and accounts for 54% of cybersecurity employees in France. It concentrates 31% of wealth creation and gathers more than 1,2M companies on its territory, including more than 2,000 small and medium-sized businesses, 250 large companies and major decision-making centers, not to mention government agencies and local authorities (1,300). This concentration of expertise and talent availability led to the development of the innovation and technology cluster Systematic, comprised of:

- 900+ members including 550 SMEs, universities and 140 large corporations, 160 academic / research labs and universities
- 20 investors and 30 institutional partners
- 7 DeepTech hubs: Data Science & Artificial Intelligence, Cyber & Security (& Defense) incl. Blockchain, Digital Infrastructure, Advanced Engineering & Computing, Optics & Photonics including Quantum Computing, Open Source, Drones

Paris Region has also been actively supporting major R&D projects on the future of cybersecurity among which: the Paris QCI (Quantum Communication Infrastructure) project partly financed by Paris Region and involving private corporations such as Orange, Thales (Thales SIX GTS and Thales TRT), Quandela, KETS Quantum Security, CryptoNext, VeriQloud, LIP6 (Paris), Institut d’Optique Graduate School, and Telecom Paris.

Paris Region's Computer Security Incident Response Team (CSIRT)

Following attacks on several of its critical infrastructure, Paris Region announced in 2022 the creation of a regional Computer Security Incident Response Team (CSIRT) dedicated to providing support to local authorities suffering a cyber-attack, but also to inform, train and help small and medium-sized businesses in Paris Region. Planned to be effective by the summer of 2023, the CSIRT will rely on a network of accredited cyber experts who will cover the entire spectrum of attacks and can be mobilized rapidly.

“The Systematic cluster leads an ecosystem of more than 900 members made up of large companies, SMEs, startups, and academic players. Systematic’s strength lies in this diversity. In creating a dedicated Cyber hub, the Systematic cluster has fostered, over time, a group of players that are extremely effective and recognized worldwide. Thanks to this visibility, cyber players know that investing in France is a catalyst for their acceleration, development, and growth.”



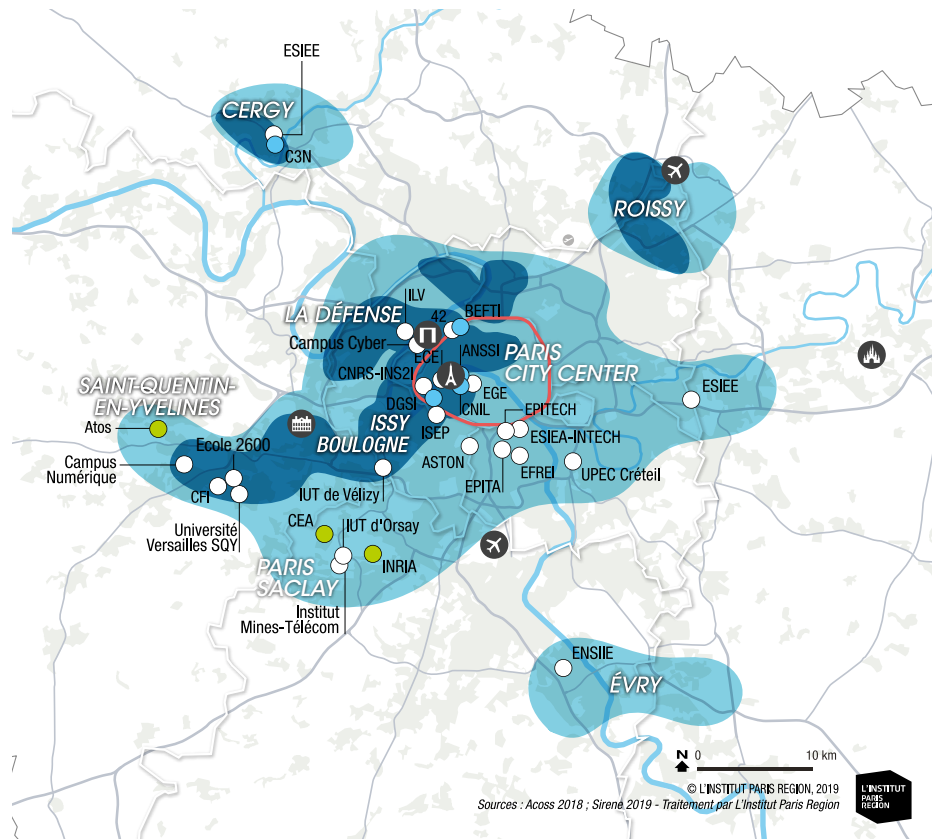
Jean-Luc Beylat
Chairman, Systematic Cluster and CEO,
Nokia Bell Labs France

Market Insights



Cyber-Map

Home to major cybersecurity institutions, Paris Region is a launchpad for businesses developing solutions in cyber, cloud and computing technologies. This map provides an overview of the Region's top ranked cyber schools and competitiveness clusters.



Economic landscape

- Concentration of cybersecurity-related jobs
- Other preferred location of cybersecurity companies

City wall of Paris

Major cybersecurity players

- State structure
- Research structure
- Training structure



Events

Below is a list of events on Cyber & Digital Solutions that will enable investors to connect with Paris Region's local ecosystem, key companies operating in the field and VCs.



Cyber ECO IDF

campuscyber.fr/evenements

November | Campus Cyber - Paris La Défense

Conferences and networking with the entire cyber ecosystem of Paris Region.



CLOUD & CYBER
SECURITY EXPO

Cloud Expo Europe Paris

cloudexpo.europe.fr

November | Paris

France's biggest independent cloud security exhibition.



LeHack Paris

lehack.org

June | Paris

Experts share technics to protect software and hardware in conferences and workshops.



Paris Cyber Summit

paris-cyber-summit.com

June | Paris

European digital economy's forum. 400 attendees, 60 speakers, 14 nationalities.



To spearhead France's National Cyber Policy, Paris Region supported the opening in February 2022 of 'France's Campus Cyber'. A campus bringing together more than 250 international and national actors specializing in digital security. Headed by Michel Van Den Berghe, the Campus Cyber encourages the emergence of tomorrow's cyber unicorns and promotes collaboration between companies (large groups, SMEs and startups), government services (national agency for information systems security, the Home Office and the Armed Forces, etc.), research players, training organizations and associations.

“Over the years, cyber criminals have professionalized both their attack methods and organization structures which constitutes a threat with no boundaries. It is urgent to work together to shift the balance of power in favour of public institutions, business, and citizens.”



Michel Van Den Berghe

President,
Campus Cyber



Dos and Don'ts

Dos

- ✓ Contact Choose Paris Region to access free and confidential services to expand your business
- ✓ Network as early as possible with clusters, local startups, schools, local authorities. They can help support your business in the beginning.
- ✓ Hire local talents to ensure high-quality customer service is delivered.
- ✓ Bring your English-speaking experts to the table, as English is widely spoken in this sector in France.

Don'ts

- ✓ Forget to do your research when you enter the European market, as there are many regulations that your customers must comply with.
- ✓ Underestimate the importance of recruiting talents outside of your area of expertise. Mix your team with younger profiles that you will train.
- ✓ Overlook the fact that the French market for technology solutions is structured around integrators.
- ✓ Forget to develop strong ties with the Fortune 500 companies in Paris Region as they will be a catalyst for your growth in France and in Europe.

Appendix

Below is a list of useful links that provide information on the cyber ecosystem in Paris Region

Authority:

[ANSSI](#) (National Agency for the Security of Information Systems)

Additional Cybersecurity schools:

[Guardia](#)
[Ecole Européenne de Cyber Sécurité](#)
[Cyber Management School](#)
[Cyber University](#)
[Oteria Cyber School](#)
[ENSITECH](#)
[CentraleSupélec](#)
[Télécom Paris](#)
[Paris School of Technology & Business](#)
[Paris Ynov Campus](#)
[ECE campus de Paris](#)
[2i Tech Academy, campus de Paris](#)
[Ecole Cyber Microsoft by Simplon](#)
[IN'TECH, École supérieure d'ingénierie informatique](#)
[Institut privé supérieur du système d'information](#)
[ESEO](#)
[ESILV](#) (Ecole Supérieure d'Ingénieurs Léonard de Vinci)
[ASTON](#)

Cyber Clusters and Associations:

[Sytematic Paris Region](#)
[Finance Innovation](#)
[Campus Cyber](#)
[Hexatrust - Cloud Confidence & Cyber Security](#)
[Club de la sécurité de l'information français](#)
 (CLUSIF)
[Club des Experts de la Sécurité de l'Information et du Numérique](#) (CESIN)
[Alliance pour la Confiance Numérique](#) (ACN)

Additional Cybersecurity Events:

[Le Hack Paris](#)
[Hack in Paris](#)
[FranceSec, Computer Security Conference](#)
[Cloud Expo Europe Paris](#)
[Cloud Security Forum](#)
[Hexacon](#)
[e-crime and Cybersecurity France](#)
[Ledger OP3N](#)

Specialized Incubators:

[Cyber@StationF by Thales](#)
[Cyber Booster](#)
[Telecom Paris](#)

Sources, Statistics and Reports:

[Wavestone - Cybersecurity 2022 Report](#)
[Wavestone - French Cybersecurity Start-ups](#)
[Radar 2022](#)
[INSEE](#)
[Baromètre CESIN 2022](#)
[Observatoire ACN 2022](#)
[Institut Paris Region - Note Rapide](#)
[Cybersécurité 2019](#)

About us

Who we are

At Choose Paris Region, our core mission is to assist international companies in their expansion. With our support, unlock business opportunities in Paris Region and get the most out of the Region's assets.

Every year, our team of 80 dedicated professionals across Europe, the US and China, brings their deep market and industry expertise to support 1,200+ international companies and their staff looking to grow their business in the Paris Region.



A One-Stop Shop

Choose Paris Region, a single point of access to a series of personalized, free and confidential support services. Our experts provide meaningful technical advice to support your development projects at any stage of the process.

[Discover our experts and reach out on chooseparisregion.org](https://chooseparisregion.org)

1 Explore

Learn more about your industry in Paris Region
Evaluate your potential market
Get in touch with the local ecosystem

3 Settle

Find the best real estate solution for your business (office space or industrial site)
Explore coworking space options

5 Recruit

Identify your talent needs
Tap into the Region's talent pools
Build your team (contracts and visa solutions)

7 Grow

Keep growing your established business in the Region

2 Set up

Create your legal entity in France
Open a bank account
Understand the French tax system

4 Confirm

Connect with large French corporations
Explore potential R&D partnerships
Create business connections
Identify local accelerators, incubators and clusters
Learn about financing opportunities

6 Thrive

Prepare the relocation of employees and family
Connect with communities of international expats

[More info on our services on chooseparisregion.org](https://chooseparisregion.org)

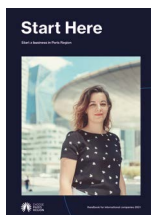


Stay in the Business Loop

Practical Guides

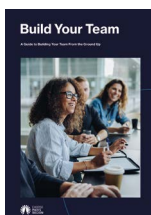
Choose Paris Region regularly publishes practical guides sharing tips and advice to set up a business, settle into Paris Region, and any information you may need to invest or relocate.

[Browse all our guides on chooseparisregion.org](https://chooseparisregion.org)



Start Here

Learn the basics for starting a business in Paris Region: registering a business, bank accounts, recruiting.



Build Your Team

An essential tool for international businesses wanting to recruit in Paris Region: get information on locally-available talents and recruitment tips.



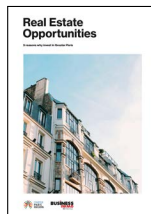
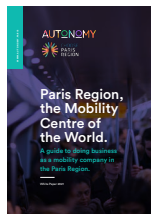
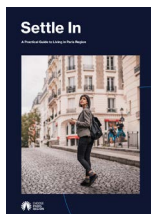
Accelerate

Navigate Paris Region's buzzing startup scene by connecting to the ecosystem & finding opportunities.



Green Business Opportunities

Paris Region's green and social impact accelerators, funding sources, brownfield sites, service providers, and events.



Connect with our Selected Partners

Gain access to services through this online platform aimed at helping you expand to Paris Region. The top partners and organizations have been carefully selected by our teams.

[Connect with selected partners chooseparisregion.org](https://chooseparisregion.org)

Business News

Whether you want to receive news about Paris Region or insights into a specific industry, get the content you need to stay informed on topics such as innovation, business, events, and culture.

[Subscribe on chooseparisregion.org](https://chooseparisregion.org)

Paris Region Business Digest

Content to help your business accelerate in Paris Region: industry events, call for applications, articles, and success stories.

Cleantech

The latest news, trends, events, figures, and opportunities in Greentech, and other related industries.

Digital Revolution

Keep informed on Paris Region's developing AI, DeepTech and digital technologies landscape.

Healthtech in Paris Region

Learn what's going on in Healthtech: major events, call for applications and business opportunities.

Calls for Applications

Corporate leaders and local authorities are teaming up with Choose Paris Region to launch calls for applications and build innovation ecosystems. Find top startups, companies, and academia in Paris Region.

[Explore them on chooseparisregion.org/calls-for-applications](https://chooseparisregion.org/calls-for-applications)

Creative Paris Region

Stay tuned on Paris Region's creative scene: film, arts, videogames, fashion, design, and tourism.

The Fintech Post

Projects, opportunities & accelerators to grow your business in Paris Region.

Space Paris Region

Get your monthly update about the latest opportunities and market insights in Paris Region's Space and Tech.



chooseparisregion.org

contact@chooseparisregion.org

 [ChooseParisRegion](https://www.youtube.com/ChooseParisRegion)  [ChooseParisRegion](https://www.linkedin.com/company/ChooseParisRegion)  [parisregion](https://www.parisregion.com)