



CYBERWISER.eu, www.cyberwiser.eu | [@cyberwiser](https://twitter.com/cyberwiser)

CYBERWISER.eu 2nd Open Pilots Workshop

The [second CYBERWISER.eu Open Pilots Workshop](#) took place in Lille – France, on January 31st, following the major event [FIC2020](#) (International Forum of Cybersecurity), which was held in the previous three days in the same premises of Lille Grand Palais.

Four organisations from France and Hamburg attended the session, in order to test the platform and present their individual training needs to the members of the consortium, including Trust-IT, RHEA and the representatives of the [European Competence Centre Pilot Projects](#).

After introducing each attendee, **Niccolò Zazzeri from Trust-IT** opened the workshop with an [Introduction](#) about the scope and objectives of the session and a presentation on [cybersecurity skill gaps and positioning analysis](#) (the workshop agenda was in fact inspired to the successful [1st Open Pilots Workshop](#)).

The panel presented an analysis of the gaps in Cybersecurity Professionals by world region, with relevant facts and figures and a market and positioning analysis of the CYBERWISER.eu platform, which aims at lowering barriers thanks to its innovative approach and customisation of the learning pathway, besides the affordability of its offering

The presentation raised an active interest in the audience, who took part in the presentation with questions and comments.

The second part of the morning was dedicated to the [European Cybersecurity services and solutions](#), with **Nick Ferguson** of **Cyberwatching.eu** chairing a panel session with a presentation of the [Cyberwatching.eu](#) project and two of the four Competence Pilot Projects [CyberSec4Europe](#) and [ECHO](#), represented by **Vasileios Gkioulos** and **Matteo Merialdo**, and [SMESEC](#) represented by **Philippe Cousin**.

All three initiatives agreed on the key importance to provide guidance to organisations, which often they might be aware of cybersecurity threats and problems but simply don't know where to start, so this make difficult for them to proper invest in services and get concrete help.

Following – an open discussion took place, concerning the question of the amount of investments that companies dedicate to training. Each delegate was invited to share with the audience the way in which their organisation is addressing cybersecurity.

What emerged from this discussion is the enormous network of expertise and existing technologies, compared to a lower level of awareness that companies have, with respect to their cybersecurity – and training needs, and with respect to the reasons of such necessity and how a lack of skilled

cybersecurity resources will affect their company. Another point is the difficulties that many companies have in investing large amounts of money, which is why the Open Pilots Workshop constitutes a huge opportunity for SMEs.

The second part of the workshop illustrated the Open Pilots process in detail, allowing the participants to answer any question related to the workflow.

An Open Pilots Stream is beneficial for both the SMEs who are granted access to the platform at no cost, and for the CYBERWISER.eu consortium, who can benefit from a real-time feedback in order to improve the platform before the go-to-market phase and make sure it's going to the right direction.

In this phase, the open pilots' delegates were asked about their expectations in order to shape a customised experience on the platform, and were shown the main elements with interactive demo sessions and practical steps.

The session was held by **Paolo Modica** from **AON**, who showed the Open Pilots Onboarding package (including training material and dedicated interfaces, issue credentials and continuous support by our team), and the opportunities and limits of testing the platform for free.

Some highlights of what is included in the Open Pilots package were provided in this presentation:

- What cyber risks may look like
- Where gaps need to be filled
- Greater engagement with senior management
- Showing how investment reduces risks
- The CYBERWISER.eu Certificate of participation

What the pilots took home:

- Facts and figures to support your business case on cybersecurity & cybersecurity training
- An expanded network with access to opportunities from other EC funded projects
- Guaranteed access to the CYBERWISER.eu platform
- The specifications for your own training pilot on CYBERWISER.eu

CYBERWISER.eu Media Contacts

Stephanie Parker, s.parker@trust-itservices.com

Niccolò Zazzeri, n.zazzeri@trust-itservices.com

info@cyberwiser.eu