Excellium Services

La Cyber-sécurité en mode Entrepreneur pour des Entrepreneurs!

Christophe Bianco – Xavier Vincens
Sept. 2015

Who are we?

Xavier **Vincens**
Managing Partner
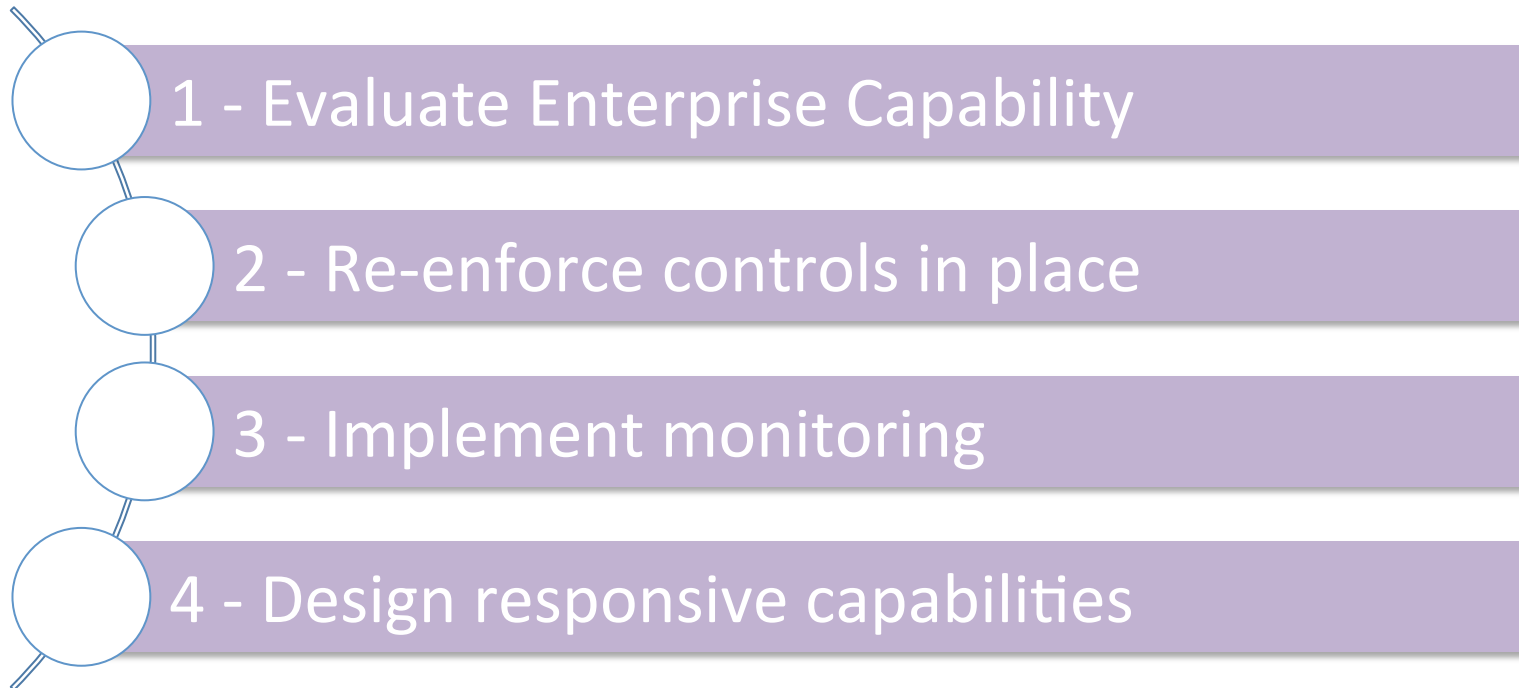
christophe **Bianco**
Managing Partner

The Founding Excellium team is coming from the previous Ubizen (acquired by Verizon Business Security Solutions in 2007) Managed Services Luxembourg entity with more than 15 years of experience in the Managed Services Services business.

- *Xavier Vincens* – Excellium co-Founder and Managing Partner. Xavier is in charge of the commercial development of Excellium.

- *Christophe*– Excellium co-Founder and Managing Partner. Christophe is in charge of the offering development and more precisely our offering relatives to SOC and Cert.

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Why a new player on the market?

- No real pure IT Security player on the market!

   -> Concentration of Expertise

- To propose new services for addressing the new threats with new cost models

   -> Initiate new services (Security Operation Center as a Service)

- Because Security is not anymore purely a defensive posture

   -> You have to evaluate your posture & demonstrate your efficiency to customers, partners, regulators, ...

- And because nobody target the SMB marrket

   -> Efficient, packaged, cost effective services for the Entrepreneur

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Excellium Positioning

1 - Evaluate Enterprise Capability

2 - Re-enforce controls in place

3 - Implement monitoring

4 - Design responsive capabilities

"Adaptive Security"
Data breach will occur so Organizations need to be prepared

Our Model
From Strategy to Operation

"SOC as a Service delivered to our customers and partners. We represent an extension of their current team towards their needs or customers. They interface with the business and set objectives - we drive the engine and provide pragmatic and efficient solutions."

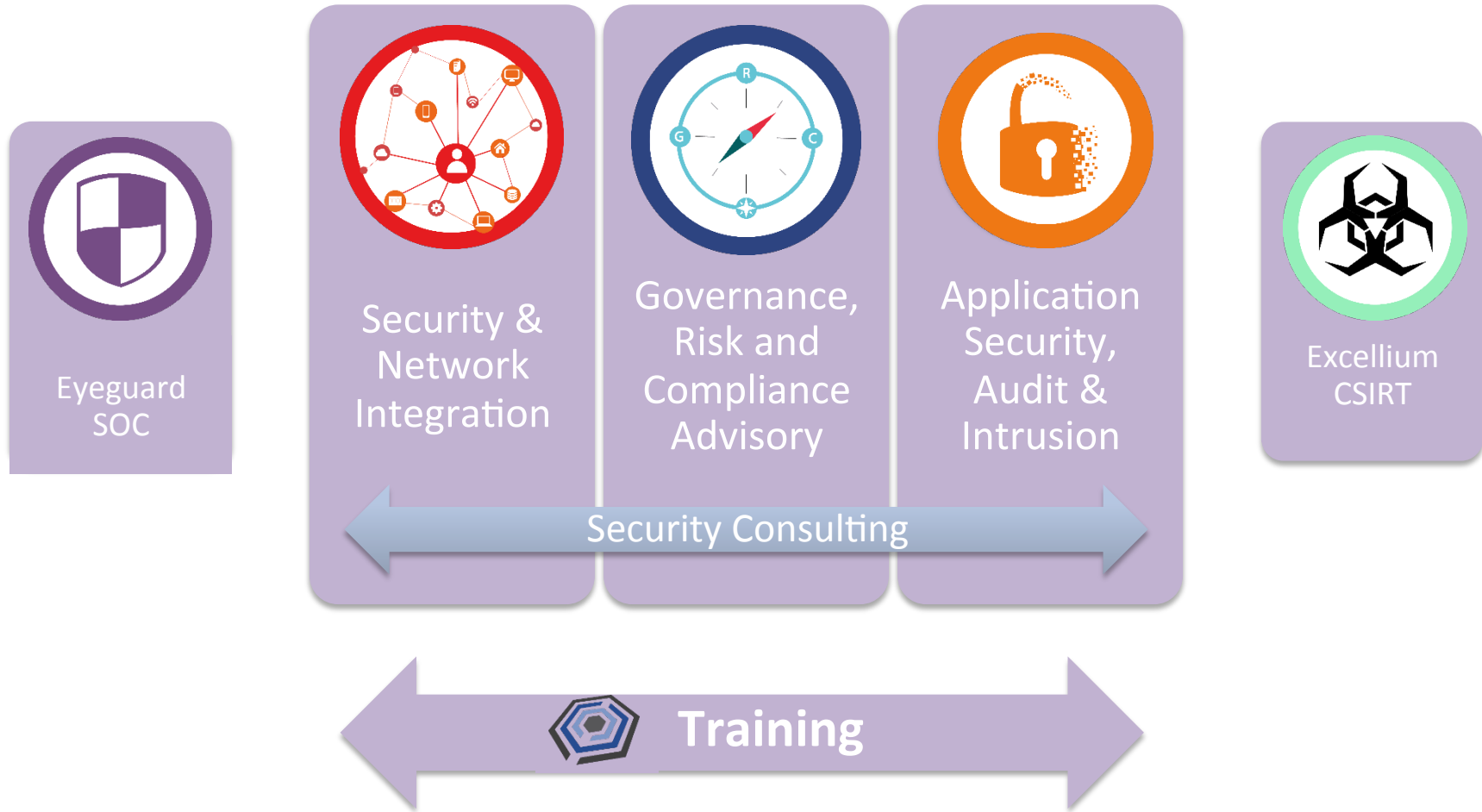Continuous Matching of the IT Security Threat landscape (like our recent DDOS check service)

Understand Customer Operation challenges and governance targets

Analyze, Monitor, Detect and React philosophy based on a continuous monitoring of controls and a strong KPI reporting.

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Excellium Capabilities

Eyeguard
SOC

Security &
Network
Integration

Governance,
Risk and
Compliance
Advisory

Application
Security,
Audit &
Intrusion

Excellium
CSIRT

Security Consulting

Training

Our Positioning
"A pragmatic approach"

- A permanent control service - EyeGuard Services
    - Operation – Providing an IT Security operation support.
    - Monitoring – Operating a continuous monitoring of critical services.
    - Assessment – Evaluation of the security exposure of an infrastructure, applications or services.

- Completed by a portfolio of services in IT Security
    - Consulting in design and infrastructure.
    - Application security (code review, security evaluation, ...).
    - Incident management and threat analysis (malwares).
    - Intrusion and auditing (infrastructures, applications and organization).
    - Technology deployment and support
    - Trainings and certifications

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Excellium current ID Card

- A Luxembourg company created in December 2012.

- An experimented team in Information Technology Security (38 people so far – 14 open positions).

- Management by local entrepreneurs with an operation center in Luxembourg and an eco-system of partners.

- About 120 customers – PSF Application file in progress (Oct. 2015) – Soc and Cert in Operation – Certification process ISO27001 started.

- Located in the BGL BNP Paribas Future lab Startup Incubator in Luxembourg City.

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Expansion 2018 Objectives

- Establish Excellium as a major player on the European French speaking market (Luxembourg, Belgium, Switzerland and France.

- 3 operations Centers – Luxembourg, Tunisia and Morocco

- Represent a Group of 125 direct employees with 75 located in Luxembourg.

- Move from our current 5MEuros revenue (expected 2015) to 25MEuros.

- Have established a significant presence with our participation in Africa (using entry points Morocco & Tunisia).

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Join us ....

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Thanks!

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