

# CALL TO PARTICIPATE TRUSTED CLOUD ECOSYSTEM

The European Trusted Cloud is an EIT Digital initiative, started in 2014. The partners are building trusted cloud platform components, technologies and services. The aim is to provide consumers and businesses with better tools and services allowing greater control over the use of sensitive business and personal data hence creating a solid basis for Trusted European Cloud business.



## Why participate?

The European Trusted Cloud High Impact Initiative is looking to invest a maximum of 270k€ in approximately 7 SMEs to enhance the commercial offering using the novel capabilities of the trusted cloud services described here. Participants will also receive technical support in integrating their offerings into these services. There are a number of additional benefits to be gained from working with this high profile European initiative:

- Access to EIT Digital regional business centres
- Exposure of their commercial offerings to the EIT Digital community across Europe
- Opportunities to meet potential investors and venture capitalists
- Consortia partners are able to support SMEs with various security/privacy and trust challenges
- The industrial partners (Telecom Italia, British Telecom, F-Secure, Bittium and Reply) are also looking for potential business opportunities with SMEs, and to build a long-term sustainable business relationship is highly desirable. This was successfully achieved with the SMEs in our 2015 programme.

## Proposals we are looking for

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- Design and development of data driven services, scalable, seamless and cross platform integrated to My Data Store (see TI platform offer). In particular, proposed services should provide added value to customers and/or business (dashboard, etc.) based on the data sources available in the current (possibly future) pilots of the data management platform.
- Piloting the services and finding new business models. For example SMEs could create value added services on top of existing cloud services (for example Google Drive) and marketplaces (Chrome Web Store) by utilizing the Security Cloud, providing security analysis of files and URLs as well as content categorization.
- To “on-board”, or publish, their applications on the multi-cloud service store, in particular those companies with a strong business case to protect their deployments and customers data using the above cloud security services;
- To help provide new ‘extension’ services based on any existing security capability they offer (See BT’s platform description for further details);
- To engage new commercial partners to act as a Virtual Cloud Service Provider and bundle customised enterprise cloud application catalogues, policies, and infrastructure for a specific “vertical” market - effectively customising and reselling a tailored mix of IT services and infrastructure that suits the needs of their clients using the Trusted Cloud Service Store.
- Cloud-based services that enhance the security of cloud/hosted applications and/or data on public cloud platforms that can augment, customise or otherwise improve Trusted Cloud Platform solutions and associated services.
- New vertical market catalogues and added value re-sellers/integrators who can tailor our ecosystem to various value added domains;
- Other applications, such as those intensive in processing and hosting requirements, or can benefit from cloud deployment via an Enterprise Application Service Store, or can benefit from multi-cloud availability (particularly for B2B scale-ups).
- With the deploy of the Elastic Gatherer on the Cloud Infrastructure it’s possible to meet the goal to protect services against new and existing attacks as well. The proposed trusted service improves the ability to rapidly detect, analyse, and respond to malicious events. Through the Elastic Gather a 24/7 correlation service is enabled. The core of the functionality is a team of security analysts that are using the powerful engine of a Security Information and Event Management (SIEM) to turn on the collection of events and system logs from cloud systems to ensure proactive incident management. This approach provides an high quality managed services for customers that want to manage their information to attain a valuable security monitoring service.

## Call process

SMEs can get further details and discuss with the experts through the Trusted Cloud webinars. Proposals can be submitted until the **31st of March 2016, 4pm CET**. The applications must be made using the CFP template. The application shall be sent to [trustedcloud@eitdigital.eu](mailto:trustedcloud@eitdigital.eu). SMEs are welcome to submit multiple proposals, but only one proposal per SME will be funded.

