



infosecurity ireland

## Members Stories

*"For Netfort, the main benefit is the opportunity to network. Mark found the trip to Trend Micro very useful."*

**John Brosnan, CEO, NetFort**

*"As a result of being an ISI member and attending the first Research meets Indigenous meeting, Detica NetReveal joined the Industrial Advisory Board of CSIT at Queens University Belfast."*

**Edward Doyle  
Head of Compliance Solutions  
Detica NetReveal**

*"Our membership of ISI has been invaluable in keeping our research focus in line with industry needs and also in giving us the opportunity to directly engage with industry players on collaborative projects."*

**Paul Malone, Researcher  
WIT-TSSG**

*"Espion attended all ISI's 2012 networking events and each has provided opportunities for collaboration."*

**Mark Wiley, Research and  
Training Manager, Espion**

*"The RSA show was good value for money. Participating as part of ISI provided PixAlert a very cost effective way to gain a high level of PR and the opportunity to promote itself at the biggest security show in the USA."*

**Ger Curtin, CEO PixAlert**

### Benefits over the last 3 years

ISI has become a place for market players to network, collaborate and ultimately drive sales. It has enabled conversations between indigenous and multinational companies (IBM, Trend Micro for example), academia and state agencies (Enterprise Ireland and IDA) to identify ways to promote the industry. ISI will continue to promote "Ireland Inc" as a leader in innovative security solutions internationally as well as host leading figures in information security. (2009: Melisa Hathaway, Obama Administration Cyber Security Tsar, 2012: Senior Executive, BAE Systems, a global company engaged in the development, delivery and support of advanced defense, security and aerospace systems).

In 2010, ISI also commissioned independent research to discover areas of opportunity. The Aberdeen report: The State of IT security is available to download from the ISI website.

### 2012 Benefits

#### Software and service companies

- Reduced cost to attend RSA Conference 2012 where over 200 leads were obtained
- VigiTrust and PixAlert collaborate on PCI compliance
- PixAlert and MXSweep investigate collaboration
- Networking opportunities
- Advice and guidance from other members on accessing new markets and territories

#### Third level research

- Networking opportunities with industry
- Partners in funding activities
- Industry input into new Infosec courses
- Working with industry on PhDs
- Access to industry for Employment Based Postgraduate Programme

#### Multinationals

- Access to industry thought leaders and research bodies
- Detica NetReveal joined CSIT industrial advisory board
- Networking opportunities