Cyber Runway
Grow Cohort Showcase

CYBER RUNWAY

Funded by | Department for Digital, Culture, Media & Sport

Delivered by plexal with CSIT CENTRE FOR SECURE INFORMATION TECHNOLOGIES Deloitte.

Introduction to Cyber Runway

Arutyun Arutyunyan

Cyber Runway Grow Lead, Plexal

Capture the Talent

Shaun Whorton
CTO

THE PROBLEM

CYBER WORKFORCE GAP

14,100

In a recent study of UK businesses...

33%
have an advanced skills gap in an area such as pen testing

51%
have a basic security skills gap

41%
of cyber sector firms have a complementary (or soft) skills gap
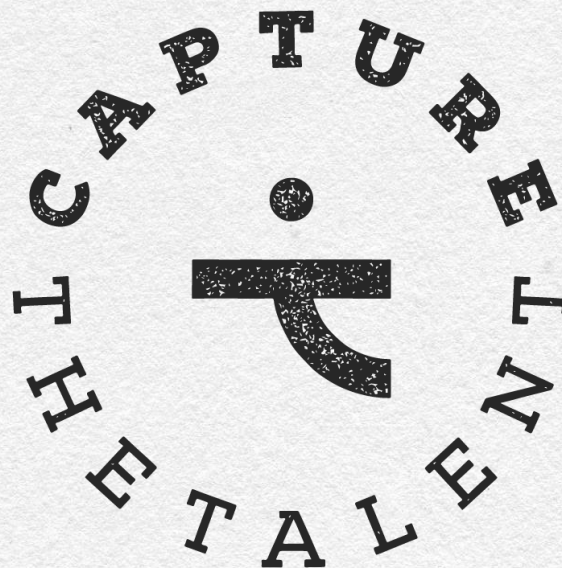
CAPTURETHETALENT.CO.UK / @CAPTURETALENT

THE ANSWER

Learning Academy

Offensive Security Training Courses, Guidance on Getting Into Cyber Security

Bespoke CTF Events

Team Building, Recruitment, Skills Assessments

Cyber Certifications

Engage, Exploit, Report, Debrief, Remediate, Success!

CAPTURETHETALENT.CO.UK

/ **@CAPTURETALENT**

"

WE GET BY WITH A LITTLE HELP FROM OUR FRIENDS

SOME BAND

OUR COMMUNITY

o c1,500 people

o Inclusive and nurturing environment

o Guidance with CV writing and interview prep

o Free workshops with industry leaders

o Mentoring: P2P and with industry professionals.

CAPTURETHETALENT.CO.UK / **@CAPTURETALENT**

OUR ADVISORY BOARD

TINESH CHHAYA

**FOUNDER,
DECIPHER CYBER**

PHIL CRACKNELL

**CISO,
IP PERFORMANCE & MOD**

LORNA ARMITAGE

**FOUNDER,
CAPSLOCK**

KEITH PRICE

**CSO,
DECIPHER CYBER**

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FOUNDING TEAM

OUR DIRECTORS

SHAUN WHORTON

CHIEF TECHNICAL OFFICER

AMY STOKES-WATERS

CHIEF COMMERCIAL OFFICER

OUR CUSTOMERS

CAPSLOCK

Quorum Cyber

MATILLION

PLUS...

...current opportunities with major UK retailers, global Fintech, and local and national government.

★ ★ ★ ★ ★

"

A novel, fun and effective way to help us baseline the technical ability and softer skills of the many graduates interested in joining our graduate scheme.

Something that was cyber specific rather than resorting to banks of aptitude tests that everyone hates. Capture the Talent fit the bill perfectly.

- BILL THOMPSON

**TALENT MANAGER,
QUORUM CYBER**

THANK YOU!

capturethetalent.co.uk

discord.gg/infosec

@capturetalent

Shaping

Adam Bolas
CEO
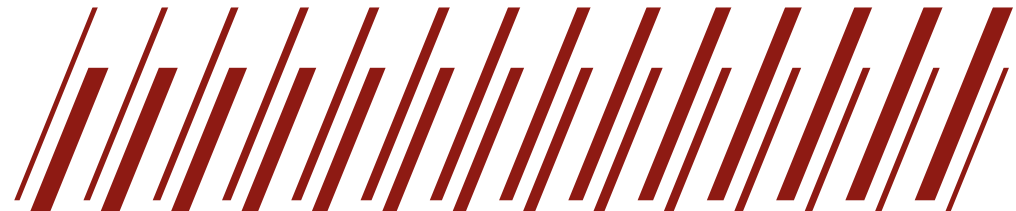
SHAPING

We aim to make the web a safer place for children and vulnerable people.

Online harms are increasing

50% more children are suffering from mental health issues than in 2017

(Source: NSPCC)

More than 4 in 5 parents fear their children being exploited online

(Source: Independent)

UK Safety Bill Ineffective To Solve Online Harms
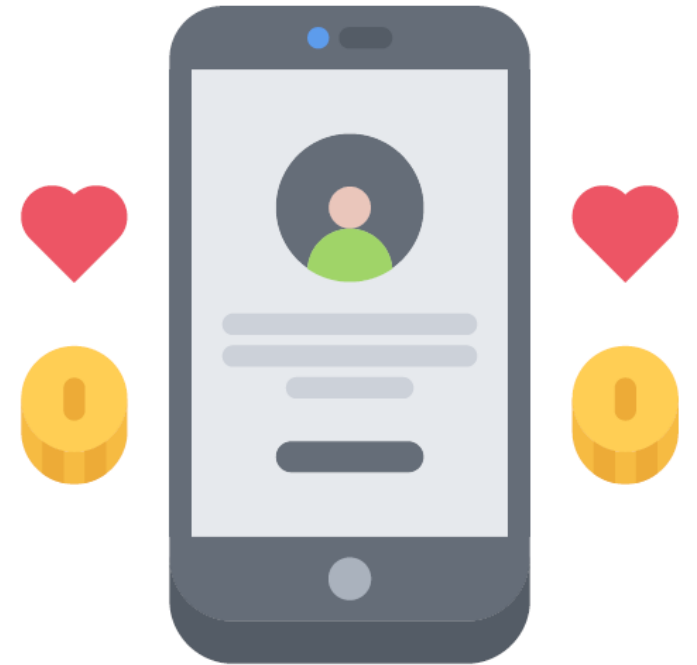
(Source: DCMS)

Real-time prevention driven by AI-Edtech

Real-Time Threat Detection and blocking

Bitesize guidance tailored to the problem

Support from charities in the moment

Shaping Protect

Threat Detected

- Real-time threat scanning
- Notification sent to parent/carer
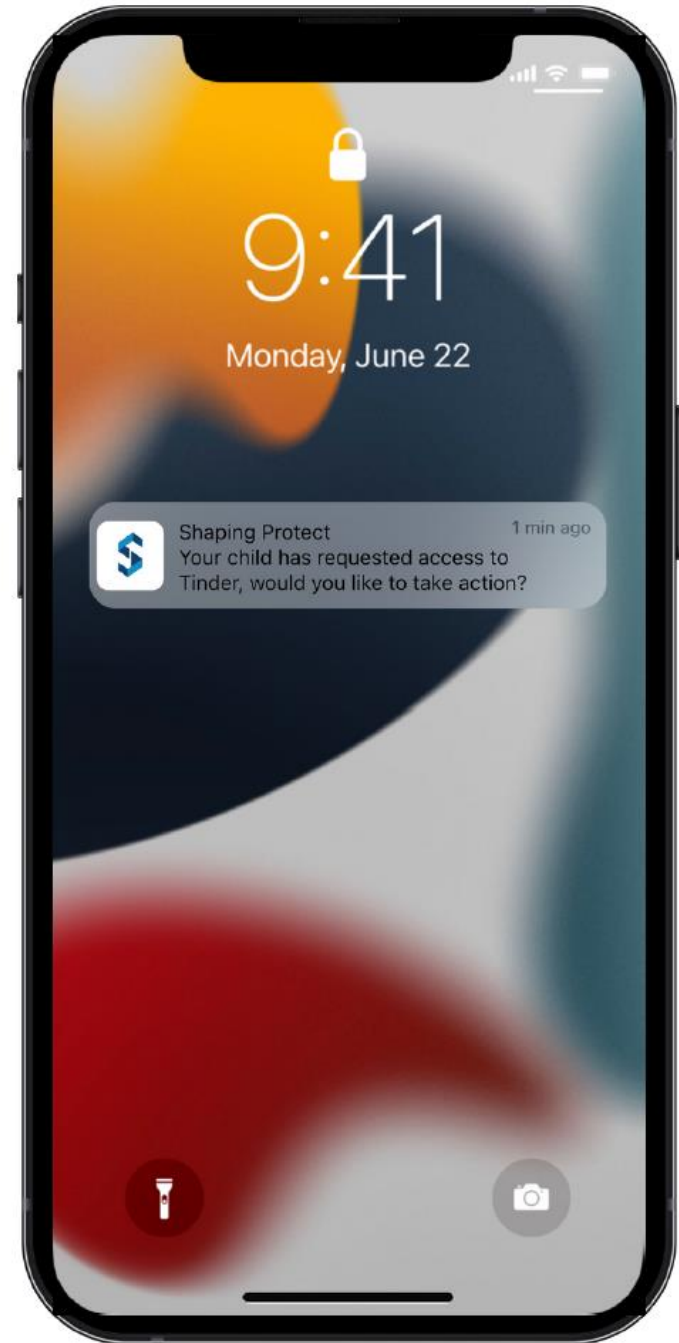
Shaping Protect

Threat Management

- Threat-orientated solutions
- Bite-sized guides on the issue
- Call / IM charities to get help
- Block app / website on all or some devices
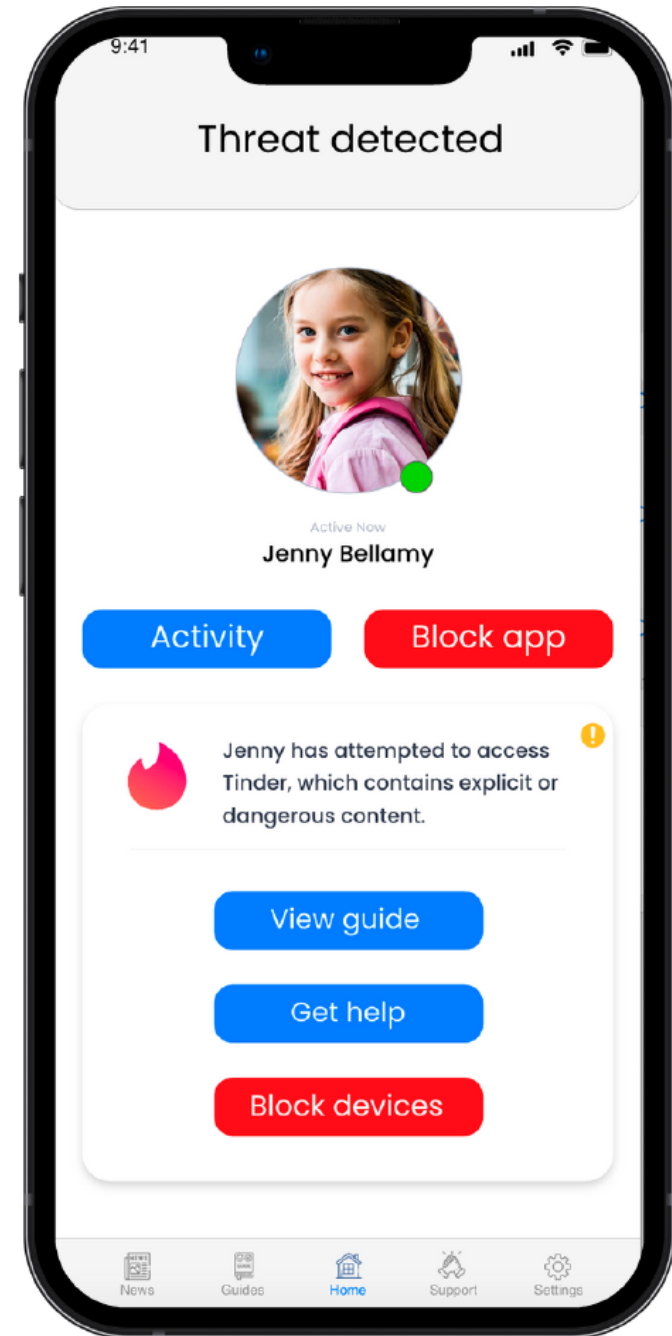
Shaping Protect

Activity Dashboard

- Brief overview of online activity
- Not sacrificing child autonomy / privacy
- Time tracking for digital wellbeing
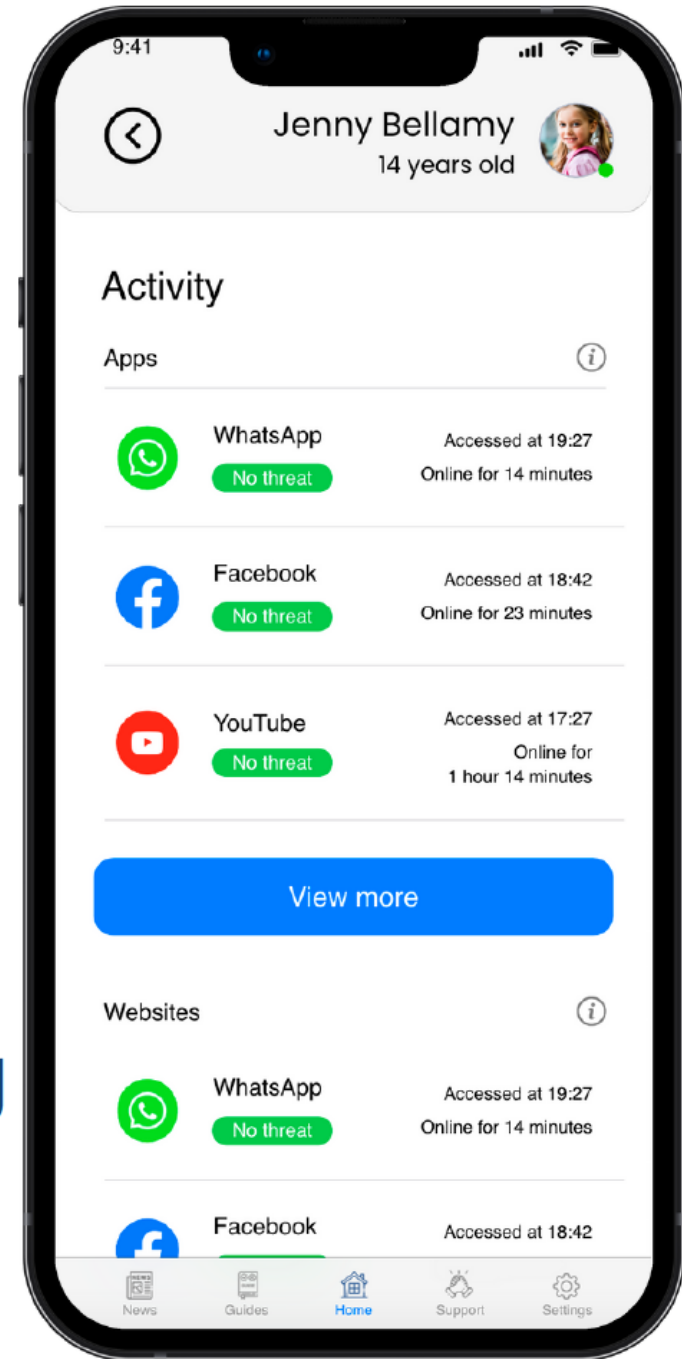
Shaping Protect

Relevant Guidance

- Learn about social media, apps, games and more.
- Relevant to child's online activity, saves unnecessary information.
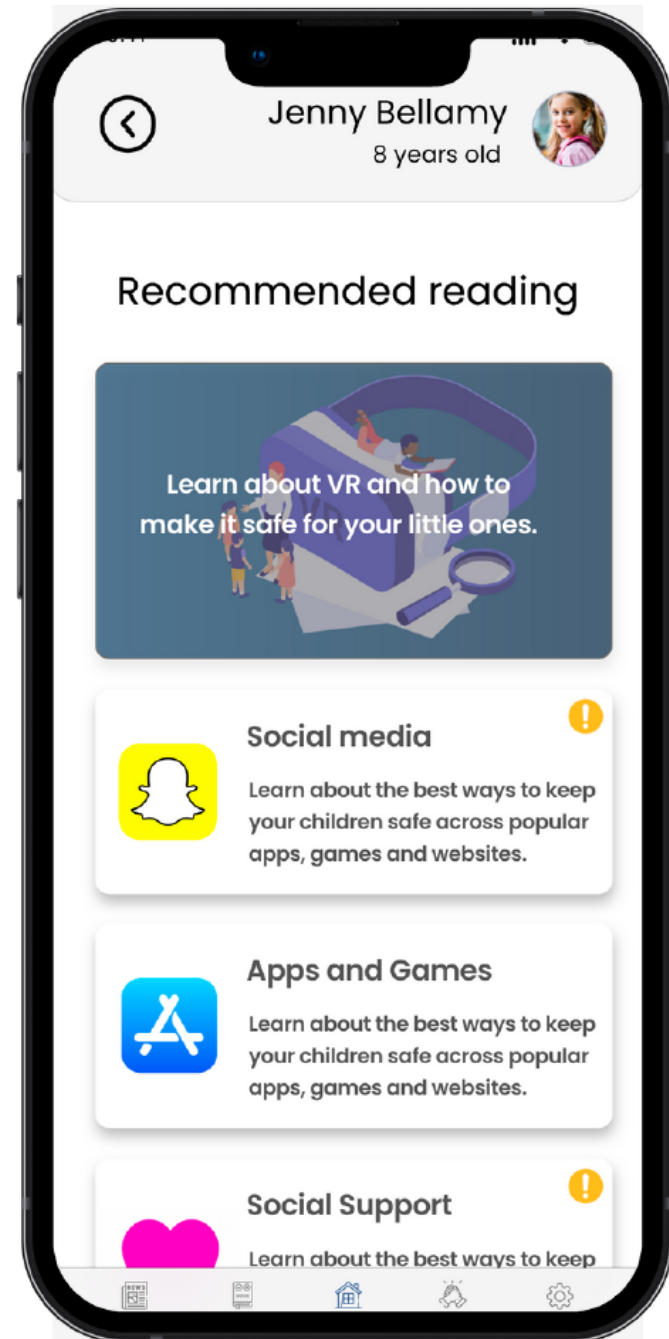
Shaping Protect

Family Manager

- Add or remove children and devices.
- Receive notifications relevant to individual child online activities.
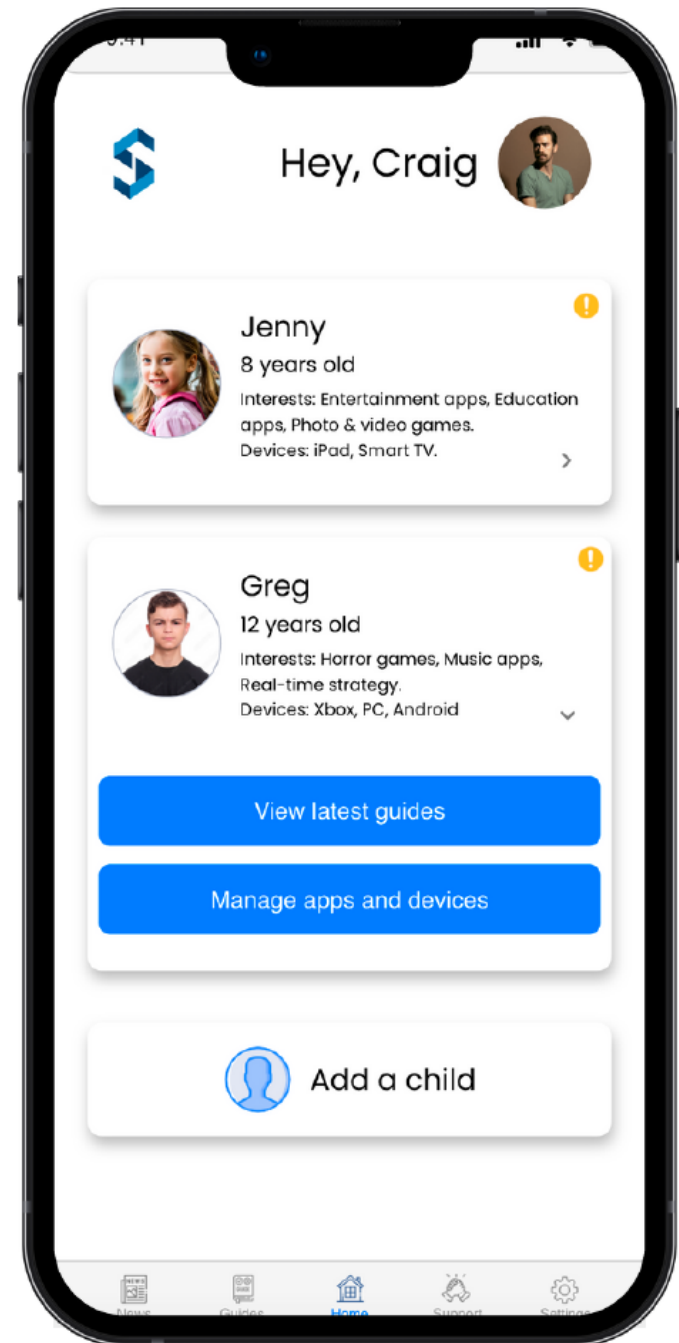
Parents & schools need help

64% of guardians had rules about their children going online

52% of schools have no cyber safety mechanisms

(Source: ONS/OfSted)

Ofsted
raising standards
improving lives

Ofsted's new framework requires schools to focus on wellbeing and prevention

Our go-to market strategy

School & charity sponsorships

Police and local community support

Technology suppliers

Traction to date

Cost: £0

2,000+

20% month on month growth in user numbers

11

Schools ready to trial and pilot application

20+

with outreach to thousands

Organisations ready to promote MVP on release in October

Founding team

CEO

Adam Bolas

Founder & CEO
MD of Webbles

CTO

George Carter

Head of Digital RAF
MD of Darter

CFO

Michelle Van Deventer

Financial Controller at
Sci-MX Nutrition

ED-ADVISOR

Rob Whitehouse

Senior Lecturer @ UoG
Marketing & Ed Expert

MARKETING-ADVISOR

Jane Warren

Supporting
businesses, CIC's

Mission milestones

Private / Gov Funding

Prototype Complete

Market Opps.

MVP Launch

SEP 21

Mar 22

PRESENT

Sep 22 & Feb 23

The Children's Society

SafetyTech Innovation Network

OSTIA
ONLINE SAFETY TECH INDUSTRY ASSOCIATION

UKRI Innovate UK EDGE

Ministry of Justice

Department for Digital, Culture Media & Sport

CrimeStoppers.
Speak up. Stay safe.

Pace
Parents against child exploitation

NCA
National Crime Agency

Our goals

- **Prevent as much child exploitation as possible.**

- **Empower parents and organisations for good with knowledge and tech.**

- **Support organisations financially to deliver the help children and the most vulnerable need.**

SHAPING

9:41

Hey, Craig

Jenny
8 years old
Interests: Entertainment apps, Education apps, Photo & video games.
Devices: iPad, Smart TV.

Greg
12 years old
Interests: Horror games, Music apps, Real-time strategy.
Devices: Xbox, PC, Android

View latest guides

Manage apps and devices
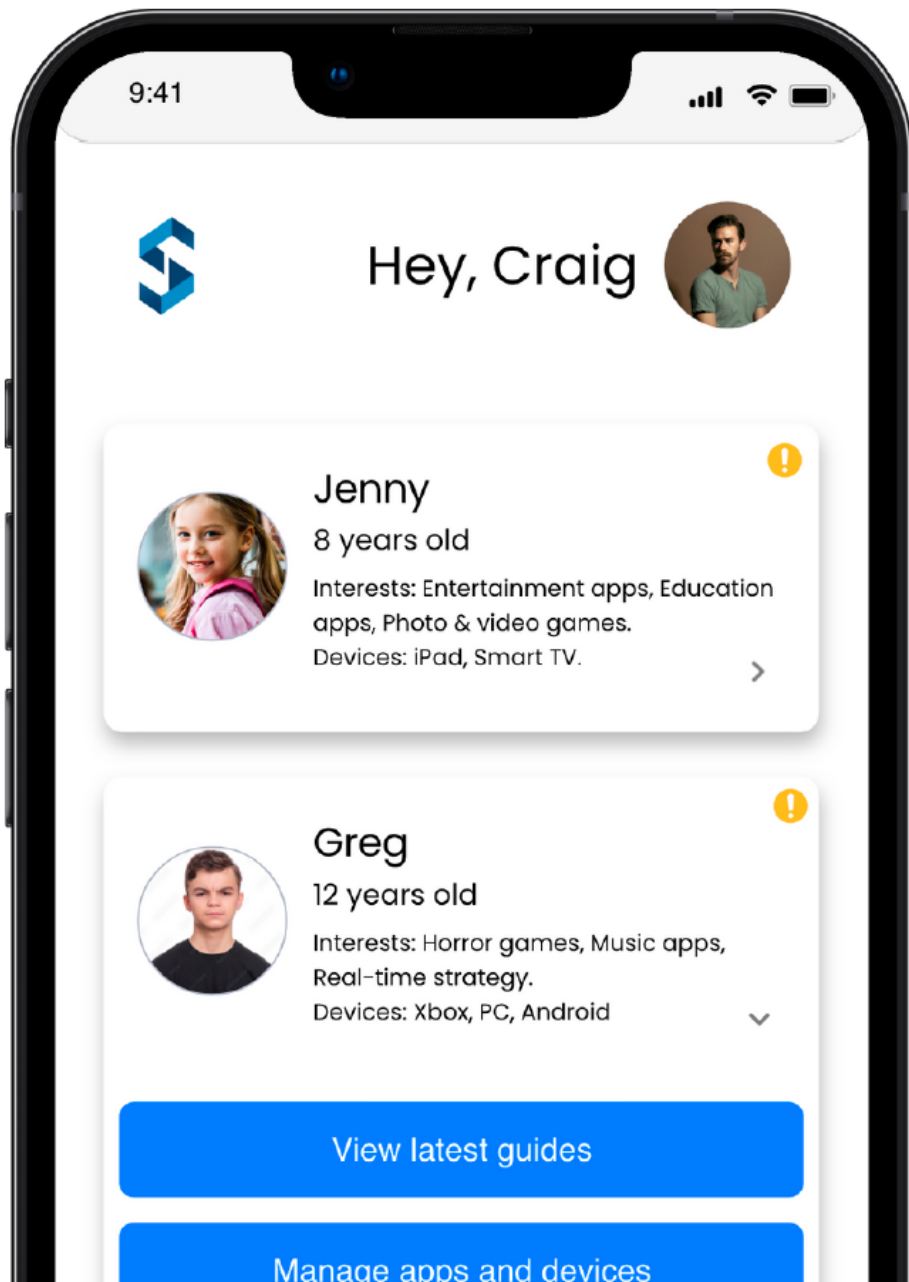
Thank you

THE TIME TO ACT ON DIGITAL EXPLOITATION OF CHILDREN WAS YESTERDAY, BUT TOGETHER, WE CAN START TODAY.

Scan here to sign up for free

Training does not guarantee learning

Certification does not prove aptitude

Cost does not always equal value

Intelligent platform that inspires learning and measures aptitude at an affordable price that scales globally
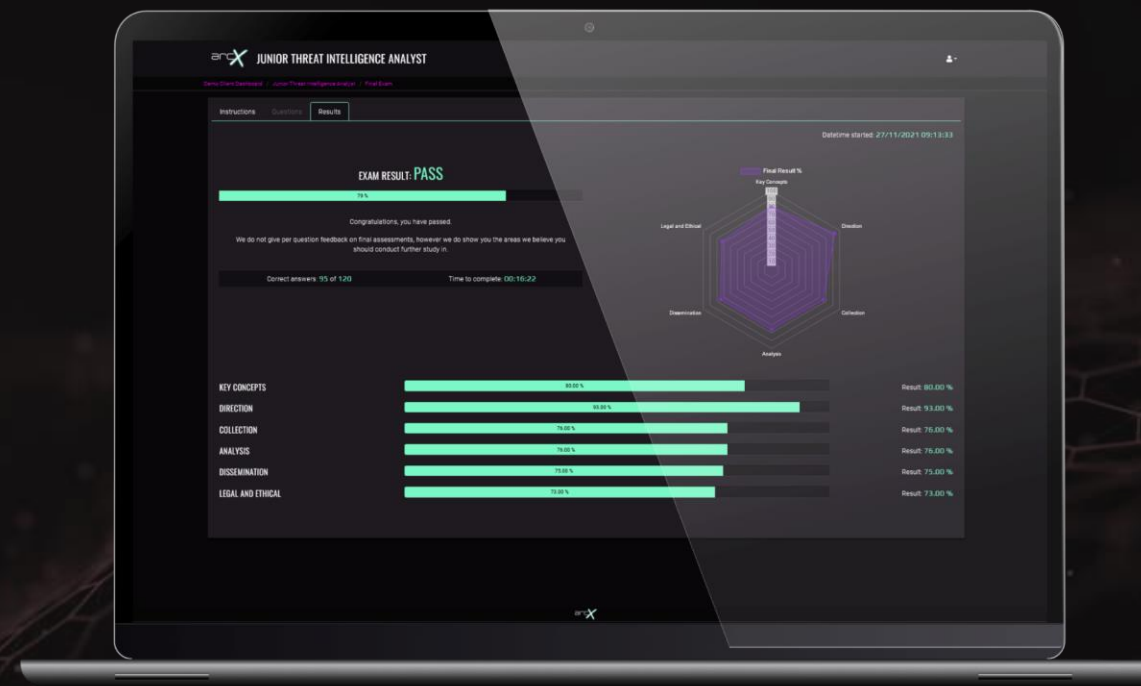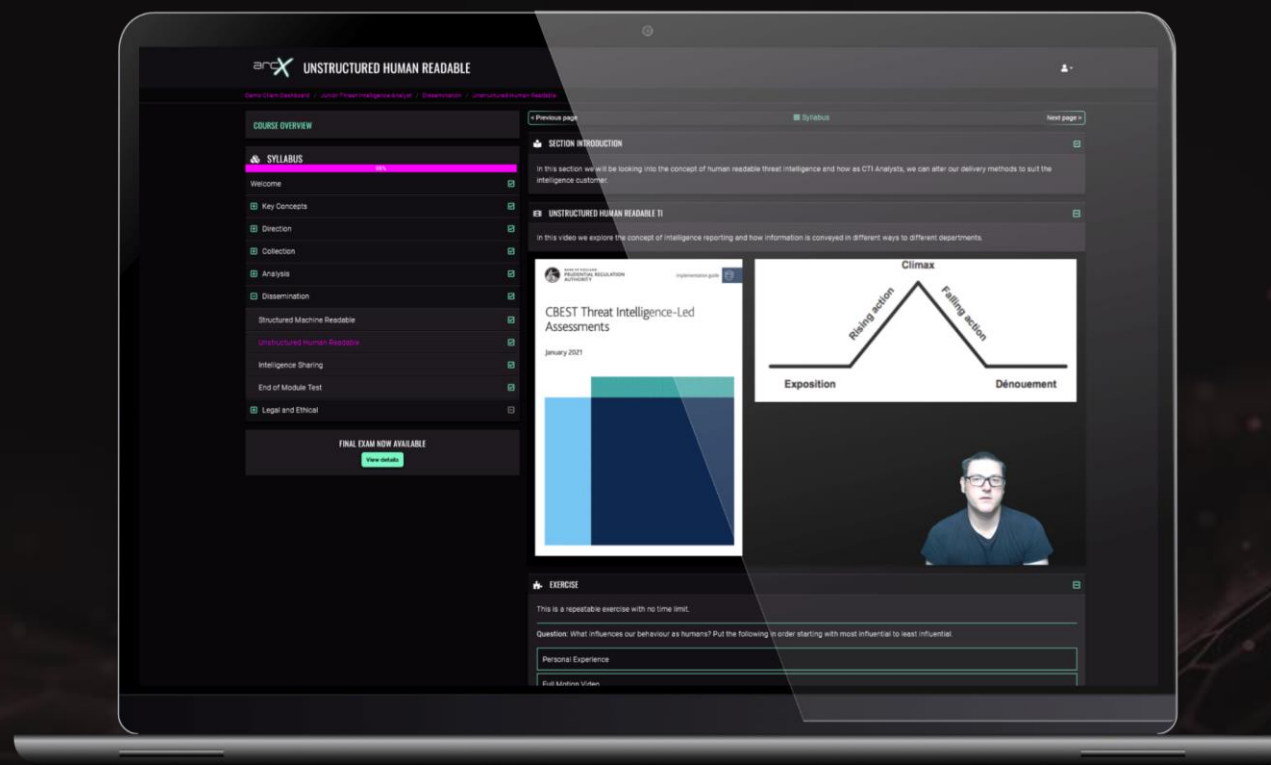
Join the production community to inspire others with your experience and earn from every course

Bilic

Saminu Salisu
CTO
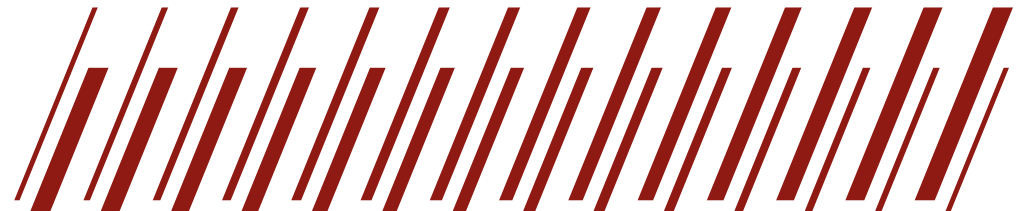
Community Driven Blockchain Forensics

bilic

Registered in England and Wales with company number: 14232181

79 Argent House, NW9 4BP, London
email: admin@bilic.io, Phone: 02030088888,

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The global financial system needs an urgent intervention in recovering stolen funds through cyber crimes on blockchains, create awareness of cyber safety, and development of Innovative tools to tackle security issues associated with this novel financial instrument.

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Financial Losses to Blockchain and CyberCrime

Economic Threat

Investor Threat

Industry Threat

2021

~$6 trillion
worth of damages
in 2021 alone

>$14billion in funds
received by criminals
(+85% from 2020)

Over **$3.2B** of assets
stolen by digital
thieves in 2021

500%+ increase of
Stolen funds from
2020 to 2021

2030

$10 trillion
per year expected
by 2030

Forecasting is difficult
but rates are still
increasing

Security flaws blocking
mainstream adoption.
Web3 needs policing
for wider adoption

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Bilic provides world-class capabilities in AML compliance, data analytics, funds recovery, cyber security, blockchain investigation, training, and managed intelligence services.

Data Driven Intelligence Meets Industry Expertise

Easily track stolen funds with the FTM product suite, launch the pattern engine to automatically detect patterns and irregularities and report easily with the Bilic Software suite

Follow the Money (FTM)
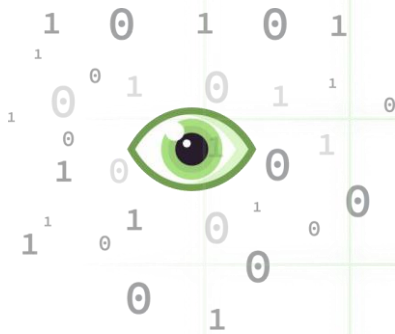
Scam Pattern Recognition

Intelligence Marketplace

bilic.io
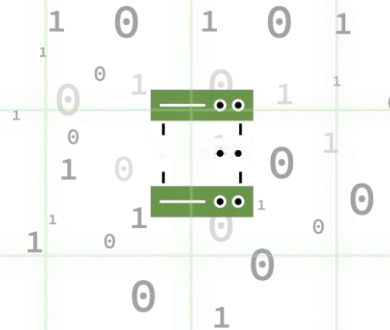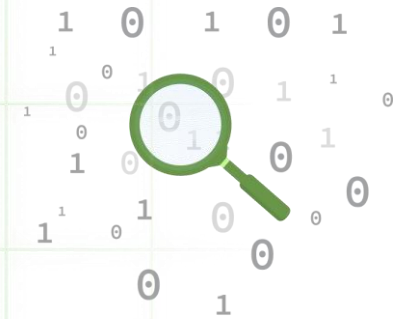
Follow the Money

FTM is used to investigate transactions, identify fraudulent wallets involved in illegal transactions.

The FTM dashboard shows in details the movement of funds from the sender to the receiver.

https://ftm.bilic.io/follow-the-money
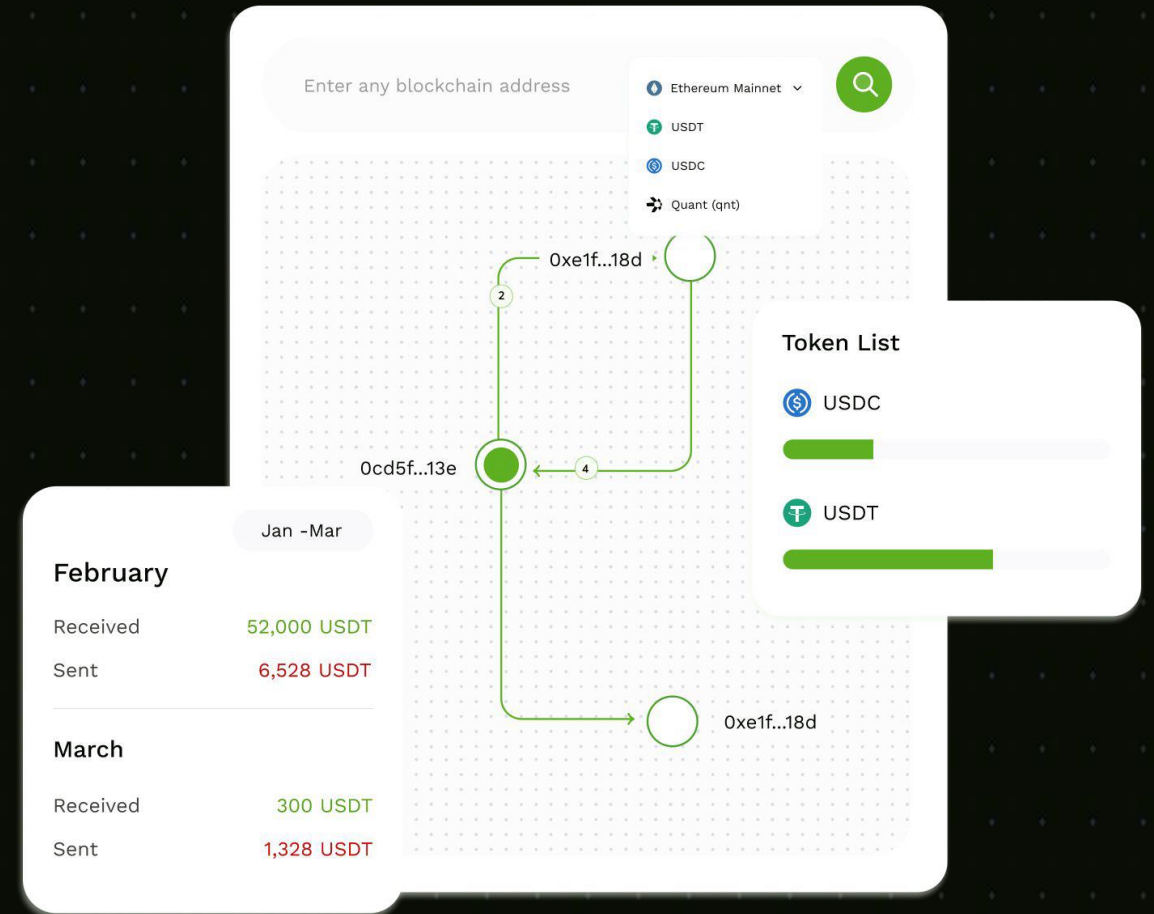
Intelligence Marketplace

The Bilic Intelligence Market Place is a state of the art one-stop platform for users and organisations to report and research suspicious incidents involving malware, hacks, scams and fraudulent activities.

https://ftm.bilic.io/marketplace
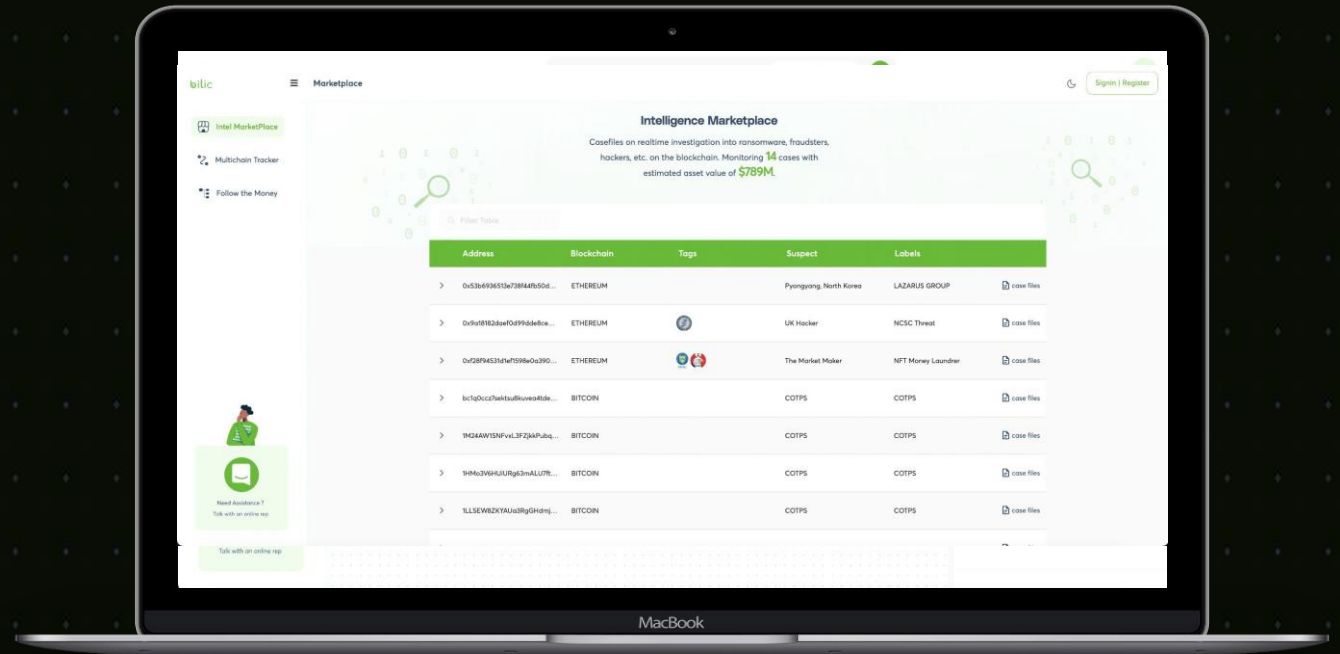
Pattern Recognition Engine

Bilic Pattern Recognition Engine employs network analysis algorithms to automatically detect patterns and irregularities in a users transaction data.

https://osf.io/dbf4n/

Organised Scam Pattern
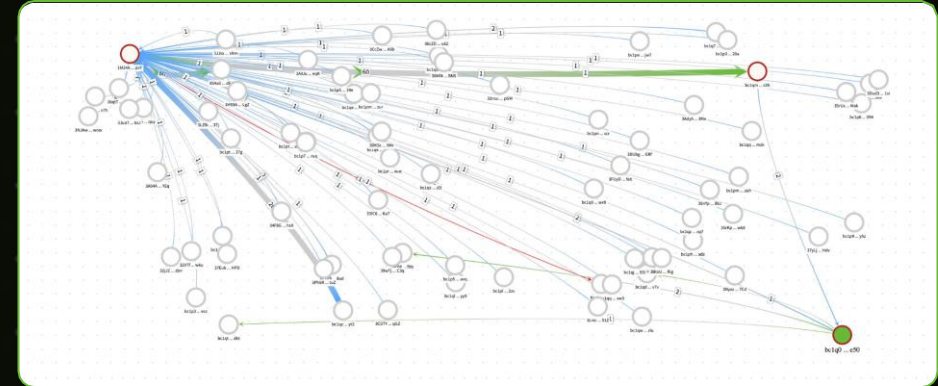
Money Laundering Pattern

bilic.io
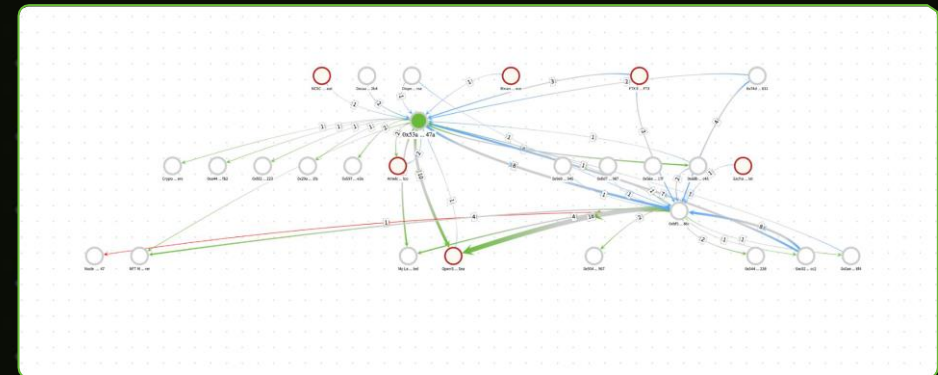
Bilic
Verify

Bilic Verify is our novel AML tool for wallet risk factor check. Banks, crypto companies, custodians, exchanges, OTC desks, BTMs, fintechs and regtechs users can utilize Bilic Verify as a digital shield. This solution protects consumers from transmitting their digital assets to a fraudulent wallet address in an irreversible manner.

https://osf.io/dbf4n/

Bilic *verify*

👋

Start by entering an ETH wallet address to verify it's wallet risk score

Enter ETH address

Verify

🔊 Report a Wallet

❓ FAQ

Risk Score: **78**

Wallet Address
0xf01a637cc39d238a17d88f16e70d2
c87129c0997

💼 Balance
$37,000.00

🏷 Label
0xf01a637cc39d238a17d8
8f16e70d2c87129c0997

☐ Classification
Trader wallet

🕐 First & Last Transaction
4/29/2019 2/2 /2022

Risk Score
78.2%

Dormant   52.2%
Mix   28.6%
Scam related 12.2%
Ponzi   7.0%

Intelligence Data Warehouse

IDW is a critical component of the Bilic intelligence ecosystem since it allows for extensive high-level profiling, transaction segmentation, data scraping, and address tagging.

https://osf.io/dbf4n/

Bilic Intelligence Ecosystem

Intelligence Data Warehouse **(IDW)**

Client

API/ GraphQL

(Proprietary)

Transactions Inflow/outflow

NFT's Inflow/outflow

Off-Chain social media scraping

Address Tagging automated and manual

Locations based data from IP and timestamps
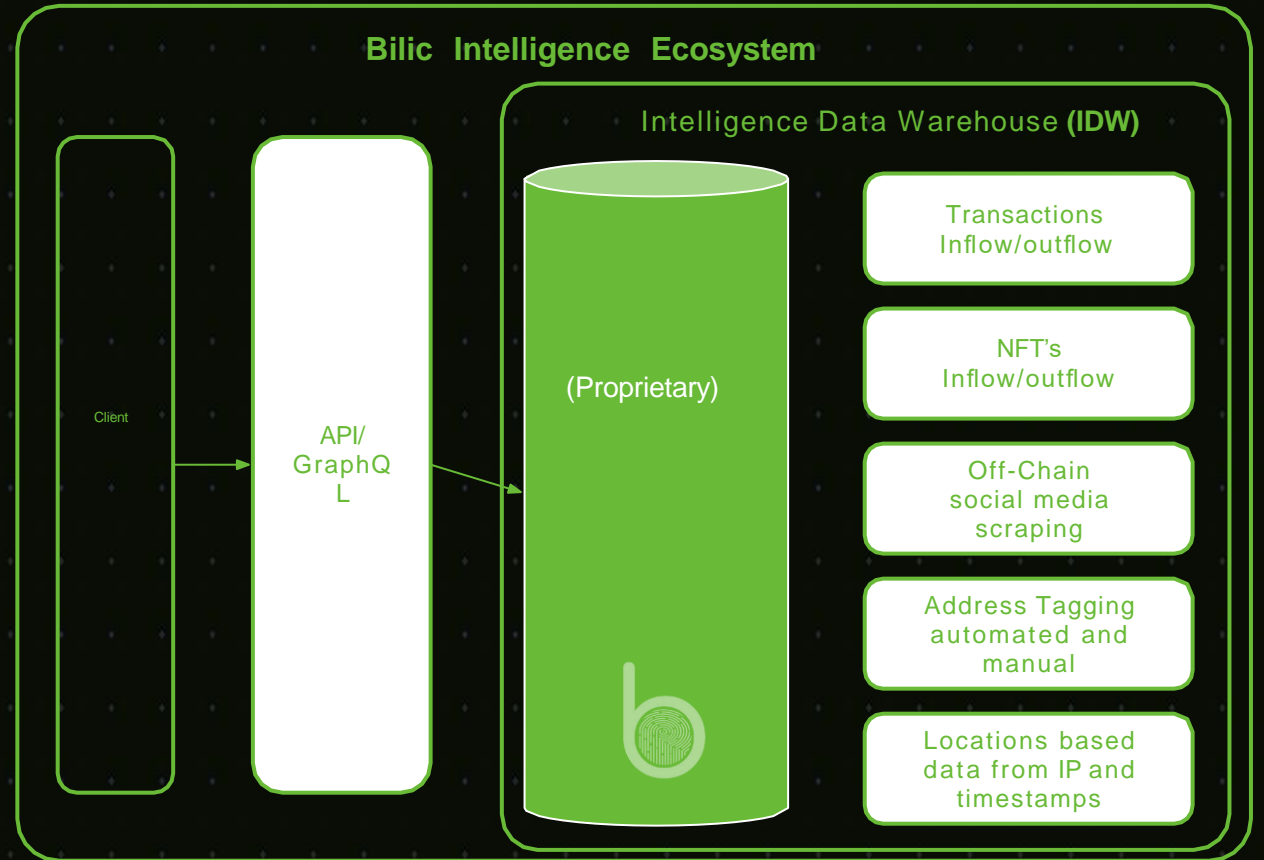
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Training and Certifications Offerings

VAC Certification

The Bilic.io Virtual Asset Investigator (VAI) equips practitioners with the knowledge and abilities needed to analyse and trace blockchain transactions.

VAI Certif

The Bilic.io's Virtual Asset Certification (
knowledge and abilities to create ar
philosophy and select relevant

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Multiple revenue streams and large addressable markets create a powerful opportunity for investment

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Revenue Stream

Funds recovery Service

Managed service to trace clients funds include access to the follow-the-money dashboard, funds moving alerts, and police report creation

Intel-as-a-Service

Managed service or access to a suite of Intelligence software including API, funds moving alerts, databases wallets and machine learning algorithms

Training and Certification

Paid training services offered by experts on latest cybersecurity threats and prevention methods with certification

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Metric and Traction

After several successful PoCs, Cases and established contacts and processes,
we are now going to focus on training and SaaS products

- **24** Blockchain Investigations with **5 Funds** Frozen

  and in the process of recovery

- **26** Intel MarketPlace Reports

- **$924M** worth of illicit transactions monitored on

  our intelligence marketplace

- **362** Public Tagged Wallet Labels

- **86** Private Labels

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Go-to-market strategy

Content Marketing

- Publishing expert-level content for education

- Analyze scale and frequency of money laundering activities

- Summarize our AMAs for LinkedIn, Medium, Twitter, Bilic's Blog, and online Archives

- Paid Ads, Speaker-Events, Sponsoring

Event and Awareness

- **Event hosting (online and offli**

- **Gain access to other case files**

- **Expand the community of Intel**

- **Aggressively advertise funds re**

- **Guide our community through stolen funds**

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The leadership team has a track record of success in data science, digital forensics, and in the blockchain industries.

TEAM

Saminu Salisu, CTO
Data Engineer / Digital Forensics

Saminu Salisu is a Certified Cryptocurrency
Investigator, and a PhD candidate at TU Wien with a
research focus in Data Analytics and masters
degree in Electronic Security and Digital Forensics.

He has extensive commercial experience in
blockchain development where he co founded a
successful blockchain startup bird.money which
was incubated by binance for the season 3
programme.
As part of a research, we built timeset
https://vis4sense.github.io/, an intelligence
visualization tool with Middlesex University in
collaboration with https://mass.co.uk/ for the
Ministry of Defence (MOD) UK.

Merlin Spöttl
Data Scientist

Merlin is a Tech Enthusiast, data
scientist and former Partner in an AI
Startup with > 8 years of experience.
He assists the team in developing
the PoCs and deploy the solutions
smoothly. He worked for startups
and renowned enterprises in the
area of finance and sportsbetting
and has expert knowledge in image
and pattern recognition.

Lukas Meilhammer
Operations

Lukas is a serial Entrepreneur and
Blockchain Investor since 2017.

Lukas manages company operations,
automation and client communication.

After finishing his degree in Aerospace
Engineering, he worked for Airbus &
consultancies before moving into AI,
blockchain and finance.

Irhimefe Otuburun
Business Intelligence

Irhimefe Otuburun is a Business and
Integration Solutions Architect with a
focus in Operations and Business
strategy to help technology startups
navigate existing markets. His granular
knowledge in software engineering and
data analytics supports his ability to
be a skilled problem identifier. He's
experience as part of a fintech startup
puts him in the unique position to lead
such an innovative idea into future
frontiers.

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TEAM

Bolaji Alade
Product Delivery

As a Product Delivery and Project Manager, he has helped to deliver multimillion dollars sports betting, casino & payments platforms, for both B2B and B2C businesses across the globe.

Michael Nnamdi
UI Engineer & Creative Directory

A graduate of computer science and UX design virtuoso. Certified by Google as a UX designer, has deep experience branding startups with creative, user driven designs that reflect their core values and resonate with their qualified audiences. As Creative Director, Michael's unique and sensible approach to design will shine through for Bird.Money

Velitchko Filipov
Software Developer

PhD candidate, Visual analytics expert with a focus on dynamic and networked data, Crypto Enthusiast, Loves JS, R&D, and the web. LinkedIn: https://www.linkedin.com/in/velitchko-filipov/

Regina Chukwunyere
Outreach and Partnerships

Regina Chukwunyere is a legal tech entrepreneur with a Master's degree in International Trade and Commercial Law from the University of Durham.

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TEAM

Raymond Xu
Legal Counsel

Raymond has provided legal services to British and Far East clients across a mix of industries including mining, pharmaceutical, financial institutions, securities, mergers and acquisitions, energy and environmental. Raymond's clients including Chinese and British State-owned companies, private companies and high net worth individuals.

Barry Pene
Forensics and Cybersecurity

Barry is a stern blockchain research/copywriter with technical affinity to forensics and cybersecurity. Barry's research expertise cuts across blockchain as a disruptive technology, DeFis, NFTs, Web3, and reduction of energy consumption levels of cryptocurrency mining.

Imran Naqvi
Software Developer

Imran Naqvi is a Javascript developer and Blockchain enthusiast with 7 years of web development experience. He has a Bachelor's in Computer system engineering and Masters in Computer science and is a proud co-author of Paper published in BMC Bioinformatics. His main focus is frontend development and enjoys development of challenging UIs in ReactJs

Wali Ibrahim Usman
Legal Counsel

Ibrahim wali is a Capital Markets and taxation lawyer. He advices in mature and growth markets covering a range of security products, including debt and equity, high yield, structured finance and derivatives, corporate trust among others.

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Established Partnerships

Contact to INTERPOL

IDs and verification

Institute for Money Laundering Prevention Officers

Business partners

Accepted in 2 Accelerators

Bilic in the Media

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Terrorism financing

Sanctions evasion

Money laundering

RoadMap

	Q3 22	Q4 22	Q1 23	Q2 23	Q3 23
Raise Capital		$5.2M Seed-Plus			$45M Series A
Training and Certification	40 Students	80	100	500	1000
Intel-as-service subscription		$2000 MRR	$4000 MRR	$10,000 MRR	$20,000 MRR
Fund Recovery Cases	30 Cases	48	100	200	200
Grant and Incubator Programmes	Barclays Bank Innovate UK Cyber Runway DASA	$200K	$200K		
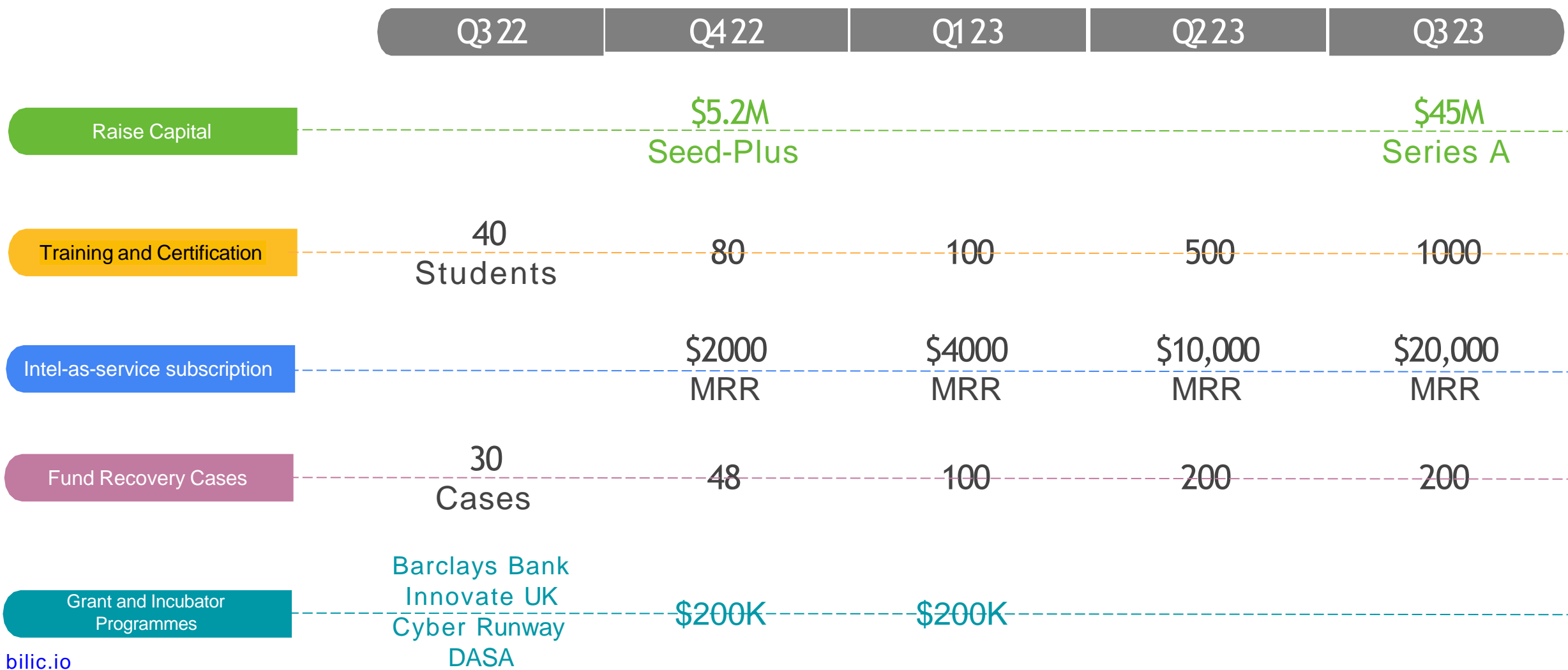
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Saminu Salisu

CTO
+44 7415 197423

saminu@bilic.io

Lukas Meilhammer

CMO
+49 177 586 9213

lukas@bilic.io

Thank You. We are looking forward to your questions

Cyber Mentor Dojo

David Tyler
Co-founder & CEO

Problem & Solution

➢People with knowledge, but no guidance

➢Content Creators make as little as 5%

➢Global Cyber employment gap of 4 million

➢Learners not knowing what they need

➢Both lacking tools they need to succeed

✓Access to a fountain of Experienced Mentors

✓Content Creators make 75%

✓Global Marketplace, Global Recruitment

✓Mentorship, Courses, Content, Recruitment

✓Mentors can monetise, Mentees recruited

CMD_

Mentors on CMD from World Leading Companies

➢ Over 5000 members

➢ Companies already recruiting from Platform

➢ Mentees hired by large private and public sector organisations

➢ Part on Plexal and Super Charger Ventures

CMD_

Product

➢ On demand (video/content) Created by leaders in their field

➢ 1-2-1 Classes run by mentors

➢ Mentors/Trainers can create live bootcamps/Group Mentoring

➢ Practical Labs

➢ Online recruitment platform tapping into the huge number of users

➢ Community support

➢ Peer recommended by our Mentors

CMD_

Tour of Platform...

Partnership Model – LMS / Paid Mentoring

➢ CMD receive 25% of paid activity over its platform

➢ Mentors / Teachers retain 75%

➢ £250 per role advertised by a recruiter – moving to subscription model once comfortable with service
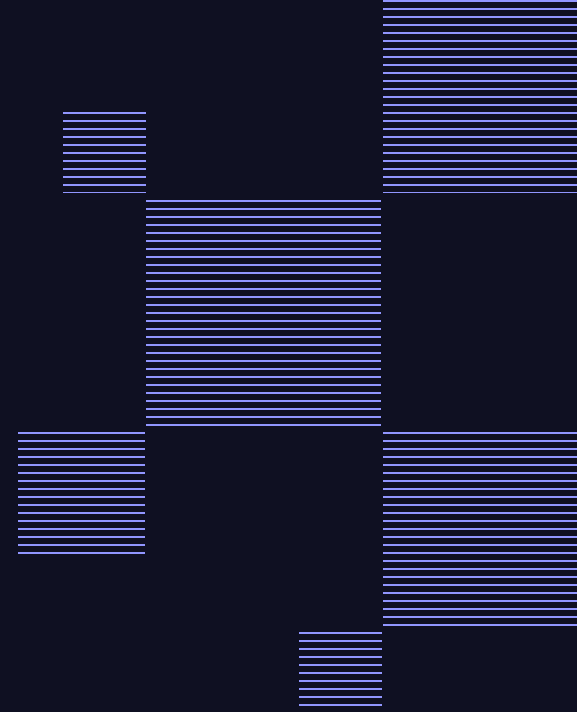
CMD_

Safeshark

Alex Buchan
Director
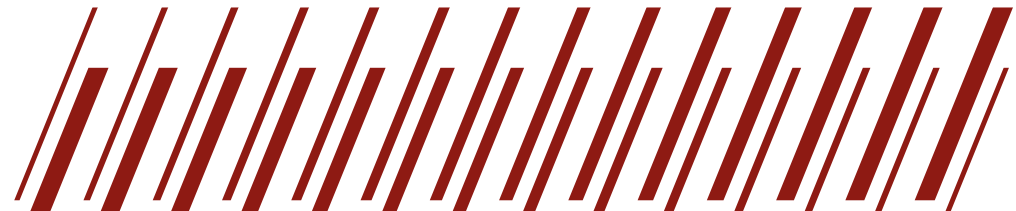
Alex Buchan, Director, SafeShark

Secure by Design

What are the requirements?

When are they coming?

How cyber security testing is evolving

International Cyber Expo – 28th Sept 2022

SafeShark

Now is the time to act – UK and EU introduce cyber security legislation

- UK and EU market access requirements are under development now

- These represent a minimum baseline requirement for compliance and on their own are not enough to build trust around a product or brand

"45% of UK consumers are more likely to buy a TV with an official certificate for high security standards over one that doesn't"*

*DTG State of the Nation Report 2022: https://dtg.org.uk/project/state-of-the-nation/#:~:text=State%20of%20the%20Nation%20analyses,world%2Dleading%20digital%20TV%20sector.

What are requirements?

- International standard EN 303 645 is set to underpin legislation

- This has 13 provisions which can be tested against using TS 103 701

5	Cyber security provisions for consumer IoT ....
5.1	No universal default passwords..................................
5.2	Implement a means to manage reports of vulnerabilities
5.3	Keep software updated ....
5.4	Securely store sensitive security parameters ....
5.5	Communicate securely ....
5.6	Minimize exposed attack surfaces...............................
5.7	Ensure software integrity..
5.8	Ensure that personal data is secure ....
5.9	Make systems resilient to outages ....
5.10	Examine system telemetry data ....
5.11	Make it easy for users to delete user data....................
5.12	Make installation and maintenance of devices easy ....
5.13	Validate input data...
6	Data protection provisions for consumer IoT..............

When is it happening?

- PSTI Bill is going through parliament now

- Once through secondary legislation will be used to outline timescales for compliance and further details

- This covers 'network connectable products'

- Cyber security requirements in RED are coming into force 1st Aug 2024

- This covers 'internet connected radio equipment'

Product Security and Telecommunications Infrastructure Bill

Government Bill

Originated in the House of Commons, Sessions 2021-22, 2022-23

Last updated: 26 May 2022 at 13:29

Commons — Lords — Final stages

See full passage

NEWS ARTICLE | 29 October 2021

Commission strengthens cybersecurity of wireless devices and products

What are the threats?

- Mirai is probably the most well known

- Creating a 'Botnet' of IoT devices to target organisations

- It was targeted at consumer IoT devices including smart cameras and PVRs

- Occurrences of Mirai using IoT devices are still happening

- It has to date taken down major websites globally such as Twitter

ZDNet / zdnet.com

New Mirai malware variant targets signage TVs and presentation systems
Security researchers spot new Mirai botnet with an enhanced arsenal of IoT exploits.

By Catalin Cimpanu for Zero Day | March 18, 2019 -- 17:22 GMT (17:22 GMT) | Topic: Security

MIRAI

Security researchers have spotted a new variant of the Mirai IoT malware in the wild targeting two new classes of devices --smart signage TVs and wireless presentation systems.

Secure by Design: What are the requirements, when are they coming, and how cyber security testing is evolving

SafeShark

What is SafeShark?

Joint cyber security testing and certification service

BSI best practice powered by SafeShark testing

- SafeShark combines accredited testing and cyber security expertise
- Set up through DCMS funding, we work closely with UK Government and international standards organisations

What is the service?

- SafeShark provide cyber security testing services carried out against international standards
- Testing covers market access requirements + complete best practice requirements

- Backed with certification from BSI

- A consumer facing logo can then be used to provide assurance of cyber security best practice

- Leading global brand LG are the first to pass the certification
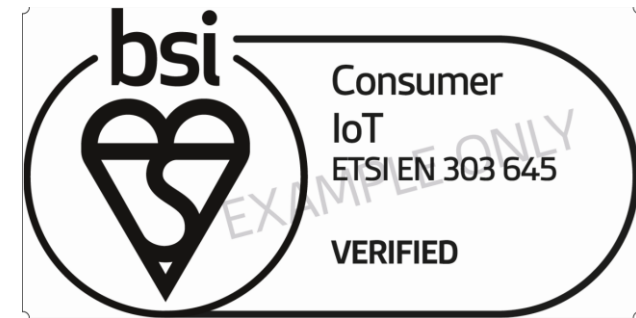
How can SafeShark help?

- A combination of expert assessment and automated objective testing

- Unique Intercept platform enabled continuous monitoring of devices

- Ensure that devices remain compliant through software updates and specification developments

- Regular reporting to manufacturers is provided to assist product development

The evolution of cyber security testing

Intercept – the unique cyber security test platform

- The platform checks in with devices every hour of every day

- Devices connected to Intercepts can be viewed in a cloud portal

- Latest reports, changes to the device, test findings and correlation with standards can be instantly viewed

- Supporting the product lifecycle and ensuring the robustness of the certification

Some interesting finds

- TV that has code in for a fridge

- Remote access to devices through brute force attacks

- Devices with many open ports

- Devices making 000's of DNS requests daily

```
"refridgeDoor": "Refrigerator Door",
"remoteConrol": "Remote Start",
"expressCooling": "Ice Plus",
"waterSensor": "Water Leak",
"actHoming": "Go Home",
"act.wakeup": "Power-Saving Mode Off",
"totalAirQuality": "Overall Cleanliness",
```

DNS Requests

if a device under test makes a network call to the Internet, then the Domain Name looked up will be in this

DNS name	count
○○○○○○○○○○○○○.netflix.com	○ ○ ○
○○○○○○○○○○○○.myhomescreen.tv	○ ○ ○
○○○.○○○○○○○○.mozilla.org	○ ○ ○
○○○○○○○○○.netflix.com	○ ○ ○
○○○○○○○○○○.myhomescreen.tv	○ ○ ○
○○○○○○○○○.netflix.com	○ ○ ○
○○.nflximg.com	○ ○ ○
○○○○○○.netflix.com	○ ○ ○
○○○.○○○○○.netflix.com	○ ○ ○
○○.yahoo.com	○ ○ ○
○○○○○○.netflix.com	○ ○ ○
○○○.○○○.○○.netflix.com	○ ○ ○
○○○○○○.netflix.com	○ ○
○○○○○○○.digitaluk.co.uk	○ ○
○○○○○○○○○○○○○.myhomescreen.tv	○ ○
○○.○○.freeviewplay.net	○ ○
○○○○○.vdspf.com	○ ○
○○.freeviewplay.net	○ ○
○.google.com	○ ○
○○○○○○○.amazon.com	○ ○
○○○○○○○○○○○○○.myhomescreen.tv	○ ○
○○.bbctvapps.co.uk	○ ○
○○○○○○○○○.ss7.tv	○ ○
○○○○○○○.uktvapi.co.uk	○ ○
○○.channel4.com	○ ○
○○○.channel4.com	○ ○
○○○.digicert.com	○ ○
○○○○○○○○○○.○○○.itv.com	○ ○
○○○○○○○.akamaihd.net	○ ○
○○○.○○○.stv.tv	○ ○
○○○○○○○○.○○○○.bbctvapps.co.uk	○ ○
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.bbci.co.uk	○ ○
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5 key takeaways

Now is the time to act

- UK and EU market access requirements are under development now

- These represent a <u>minimum baseline</u> requirement for compliance and on their own are not enough to build trust around a product or brand

SafeShark and BSI's testing and certification will:

- <u>**Protect your customers,**</u> your business, your investors, your reputation, and your brand position

- <u>**Prepare you for the legislation**</u> and increasing consumer demand before this becomes a business-critical issue

- <u>**Enhance your products and brand**</u> early on, building a reputation and trust by taking a hard consumer protection stance

Contact us

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- **www.safeshark.co.uk**

Thank you!

Find out more at the Plexal stand, D15

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