



CYBEROO

SECURE SOUL

End-user spending for the information security and risk management market is estimated to grow at a current compound annual growth rate of 11.2% from 2020 through 2025.

This is a significant moment for cyber security market and for companies in the industry. Especially for CYBEROO because its offer is in line with market trends.

«Demand for cloud-based detection and response solutions will soar in coming years».

GARTNER



**CYBEROO CONTINUED IN THE FIRST HALF OF THIS
YEAR ITS INVESTMENT STRATEGY.**

«WE INVEST TODAY TO BE STRONGER TOMORROW».



HUMAN CAPITAL



CONTINUOUS IMPROVEMENTS AND CONSTANT INVESTMENTS IN R&D

In 2021 CYBEROO released new features and modules of
Cypeer and CSI Solutions:

- CYBER PROBE
- NEW INTEGRATION MODULES (MDMs, Rare Anti-spam system, Voip...)
- IMPROVEMENT OF ALGORITHMS which define the level of alert,
priority and risk for the I-SOC



4 I-SOC AMONG EUROPE 1 TOP-CLASS SERVER FARM

1 Datacenter SUPERNAP Tier IV

Milan

25 Cyber Security Specialist & PM & Developer

Reggio Emilia & Novara

50 Cyber Security Specialist & Developer

Ukraine



HIGH AVAILABILITY

01

Cyberoo is ISO 27001 certified and, in line with the international standards, has designed the Security Operation Center (SOC) according to the concept of security by design, i.e. with the aim of always providing, continuously, a highly reliable service, on four different geographical areas, two on Ukrainian soil (30 people in Ternopil, 20 in Kiev) and two on Italian soil (25 people in Reggio Emilia and in Novara).

02

The geographical distribution, therefore, in addition to the possibility of accessing highly qualified resources in terms of cyber security, has been designed to always protect the continuity of the service, even in the event of external events (earthquakes, adverse climatic events, wars, etc.) that block the operation of one or more offices.



DATA MANAGEMENT

01

Sensitive data of Cyberoo customers are and will continue to be safe in any case, since since all the management flow as well as the development of the technical solution are exclusively Italian (as certified by ISO 27001).

02

The data and logs collected are managed only and exclusively in Italy in a Tier 4 CED and the entire flow of communication and data exchange takes place only and exclusively from and to the Italian territory.

03

The Solution is configured in such a way that a single possible flow of data from the customers to the Italian Cyberoo Servers and vice versa is provided, while an alternative flow is not technically possible.

04

All Ukrainian suppliers of Cyberoo are 100% subsidiaries of Cyberoo itself, are subject to audits (as certified by ISO 27001) and have signed the standard clauses, in accordance with the provisions of the GDPR and governing the management of data outside Europe.



INCIDENT RESPONSE SERVICES ALLOW CYBEROO TO EXPAND ITS CUSTOMER BASE

This is because it allows us to offer a service even to those companies that have not yet decided to invest in prevention services such as MDR, but that need help during a cyber attack.



**THE TWO NEW RESOURCES THAT HAVE
CONTRIBUTED TO CREATING THE CURRENT
CYBEROO SALES NETWORK IN 2021**



GIUSEPPE VITALI
Channel Director



DAVIDE CARLESI
Commercial Director



CYBEROO SALES NETWORK

CYBEROO, thanks to an effective and performing sales network, oversees the **entire Italian territory** through activities in order to qualify new opportunities within prospect companies.



1 Commercial Director

1 Channel Director

10 Key Account Manager

3 Partner Account Manager

4 Business Developer Manager



CYBEROO HAS SIGNED IMPORTANT PARTNERSHIP AGREEMENTS ALL OVER THE COUNTRY

1 DISTRIBUTION AGREEMENT

41 PARTNERSHIP AGREEMENT

5 PARTNERSHIP AGREEMENT BY OPPORTUNITY



CYBEROO IS THE FIRST AND ONLY ITALIAN COMPANY NAMED "REPRESENTATIVE VENDOR" IN THE "2021 GARTNER MARKET GUIDE FOR MDR SERVICES"

*Scan the QR Code to download Gartner's "Market Guide for
Managed Detection & Response Services 2021":*



**MANY COMPANIES
CHOOSE US**



«The extraordinary results of the period confirm that the strategic choices made over the years have been correct and have allowed us to create value, despite the persistence of problems related to the health emergency»

FABIO LEONARDI – CEO DI CYBEROO



CYBEROO REVENUES 2021



CYBEROO HIGHLIGHTS 2021

2021

TOTAL
REVENUES

10,5 mln €

EBITDA

2,5 mln €

NET
PROFIT

0,17 mln €

NFP

0,23 mln €



«The structure is well founded and we are able to offer services in line with market demands. 2022 is expected for Cyberoo, still in strong growth.»

FABIO LEONARDI – CEO DI CYBEROO



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