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CyberTech|X Accelerator
2023 Program in Review

A-LIGN

KnowBe4
Human error. Conquered.

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EY
Building a better
working world

EDA
U.S. ECONOMIC DEVELOPMENT ADMINISTRATION

EXECUTIVE SUMMARY

In January 2023, Tampa Bay Wave, kicked off the 2023 cohort for its **CyberTech|X Accelerator**. In its third year, the CyberTech|X Accelerator was created for the purpose of furthering **Tampa Bay's reputation as a nationally-recognized hub for cybersecurity talent and innovation** and brings together key partners for this regional innovation cluster.

We are proud to say that the 2023 cohort was another incredible success with 15 cybersecurity startups recruited from across the US and beyond! Thanks to our **Florida-Israel Business Accelerator** (FIBA) partnership, the cohort included another strong Israeli startup as well as companies from Mexico, Australia (whose founder flew back-and-forth 30 hours six times to participate) and Switzerland (whose founder spent his own money to live in Tampa for 4 months to participate specifically because he valued the quality of Wave's programming and sponsors).

As a nonprofit 501(c)(3), Wave takes zero equity from the participating companies. Thus, the CyberTech|X Accelerator is 100% funded by the generous support of sponsors and donors. Key funding of this program was provided by **A-LIGN**, **KnowBe4** and **EY**; plus strategic partners: **Cyber Florida**, **Bank of America**, and **USF Muma College of Business**.

The 15 startups selected for the 2023 cohort participated in a 90-day intensive program that included dedicated mentors, one-on-one coaching with notable tech founders, sales training, pitch coaching and investor introductions in an environment designed to support high-scale growth. Beyond the 90-day program, the participating companies are now enjoying ongoing support through Tampa Bay Wave's virtual and live CORE membership to further accelerate company development.

As of this report, collectively, well **over 500 hours** of mentoring and other support have been provided to these companies, as well as invaluable exposure opportunities through press, social media and Wave's signature events that showcased this year's cohort of companies.

We are grateful to our sponsors and partners who made our 2023 **CyberTech|X Accelerator** an incredible success again for year three which has helped to strengthen Tampa Bay's growing reputation for cybersecurity and technology. Stay tuned for our plans for a year-four cohort!!

CEO, Tampa Bay Wave

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Thank you Sponsors & Partners

Special Thanks to Our Key Funding Sponsors:

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Also Thanks to Our Strategic Partners:

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digital hands®

RAYMOND JAMES®

CYBER FLORIDA

USF MUMA
COLLEGE OF BUSINESS
UNIVERSITY OF SOUTH FLORIDA

A-LIGN is proud to be a returning sponsor for Tampa Bay Wave's CyberTech|X Accelerator. Our team values the opportunity to engage with innovative emerging technologies and highly talented founders through mentorship, co-hosted events and Advisory Council seats. This sponsorship affords us a "sneak peek" at the area partners helping to advance the Tampa Bay region's reputation as an innovation hub.

Scott Price, CEO, A-LIGN

The Team

Dr. Richard Munassi
Accelerator Managing
Director

Jonathan Truong
Sr. Mgr, National
Programs and
Partnerships

Amit Agrawal
Sr. Mgr, Mentor &
Investor Relations

Mariah Ramos
Manager,
Accelerator Ops &
Mentor Relations

Morgan Thomas
Startup Operations &
Events Coordinator

Prathyusha Pappi Reddy
Accelerator Intern

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CyberTech|X Advisory Council

A special thank you to our **CyberTech|X 2023 Advisory Council**! The Advisory Council includes a highly-curated list of cybersecurity experts from nationally-recognized technology firms, as well as CyberTech|X Sponsors and Strategic Partners.

To help accelerate the growth of these 2023 cohort startups, the Advisory Council members generously volunteered their time and talents through panel sessions, 1-on-1 mentoring, speed networking, and practice pitch feedback. Many Advisory Council members also assisted with strategic industry connections, and more. The impact of the Advisory Council will be felt for years to come.

Press + PR

Tampa Bay Wave receives $2M federal EDA grant
October 5, 2022

On October 5th, Tampa Bay Wave Inc, landed a $2 million federal grant to boost Wave's cyber, finance and healthtech programs.

This federal grant is a significant achievement for Tampa Bay Wave, as it will allow the organization to expand its efforts and impact on the local startup ecosystem including forming regional innovation clusters in key verticals. Additionally, the grant highlights the EDA's commitment to supporting regional innovation and economic development across the United States. Through partnerships with organizations like Tampa Bay Wave, the EDA aims to drive job creation and foster economic growth in communities throughout the country.

Links to Press Articles

❖ Catalyst
❖ Tampa Bay Inno
❖ TBBW
❖ Catalyst Pitch Night
❖ Linked In

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"Businesses need to realize that having a comprehensive approach to addressing cybersecurity risks is the new cost of doing business"

– Arnie Bellini

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Recruiting & Selection

83% Applications outside of FL

41% Applications outside of US

15 Companies Selected

Year-Round Recruiting Impact on 2023 Cohort

The 2023 CyberTech|X Accelerator program enjoyed nearly a full-year of recruiting. The importance of **year-round recruiting** cannot be understated because as the accelerator industry knows... the startups choose the program, and not the other way around.

The most market mature cohort in Tampa Bay Wave history

The 2023 CyberTech|X cohort has several serial entrepreneurs, many boasting prior exits. Combined, the group has **over 100 years of cybersecurity experience**, some engaged since the dawn of the industry. They have also **collectively raised over $30 million dollars** prior to entering the program.

FLORIDA ISRAEL
business accelerator

Continued Success in Recruiting International Startups

This cohort featured four (4) international startups, but even more applied. Utilizing international partnerships, particularly with FIBA (Florida Israel Business Accelerator), Wave is able to extend its reach and establish Central Florida as a valuable emerging tech space.

Tampa Based Cyber Startup

The cohort's Tampa-based cyber startup is advancing supply chain security and drawing attention to the developing cybertech ecosystem here.

> 66 99
>
> Leaving Switzerland to join the Wave program in Tampa was a big personal investment, but the outstanding sponsors made it a decision I'll never regret. Their backing was instrumental in my choice to be part of the program.
>
> Simon Janin
> Founder & CEO of X80 Security

There are 2.72 million unfilled cybersecurity jobs globally.

– Forbes, May 2022

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Programming

Participating companies benefited from **over 500 hours** of mentoring and other support including 70 workshops and training sessions across three concentrated programming weeks utilizing an incredible line-up of speakers from across the US and abroad. The founders also benefited from numerous 1:1 mentoring and coaching hours with their dedicated cohort director, the CyberTech|X Advisory Council ,and other members of Wave's Mentor Network.

Featured Speakers

- **Government/Military**
  - Cmdr. Taylor Johnston, Chief of Innovation at MacDill AFB
  - Kirk Burton, Tight Loop Solutions
  - Andy Wilson, Quiet Professionals

- **Venture Capital**
  - Danyell Jones, Raymond James
  - Kathy Chiu, Deepwork Capital
  - Ryan Whittemore, Florida Funders
  - Brian Mongeau, First In
  - Andreas Calabrese, TampaBay.Ventures
  - Joe Panettieri, Channel Angels
  - Scott Lopano, Tech Square Ventures
  - Ken Daniels, KnowBe4

- **Industry Experts & Founders/Alumni**
  - Cesar Hernandez, Omni Public
  - Nathan Beckord, CEO/Founder, FounderSuite
  - Mike Lingle, CEO, Rocket Proforma
  - Derek Barnett, Cogent Bank
  - Zachary Eikenberry, CEO, Hook Security
  - Kailah Matyas, Redwood Partners
  - Ari Palmer, CEO, TaxTaker
  - Michael Fraser, Former CEO, Refactr
  - Erik Maltais, CEO, Immertec
  - Amanda Levay, CEO, Redactable

Featured Topics

- SBIR Funding, Process, and Hacks
- Exploring the US Government as a customer
- Venture Capital for Cybertech
- Financial Projections and Modeling Best Practices
- Alternative Funding Sources (Family Office, Venture Debt, RBF, Crowdfunding)
- Building with an Exit in Mind
- Tax-Advantaged Strategies
- Enterprise Sales Strategies and Hacks
- Enterprise Marketing Strategies
- HR Best Practices
- HR Changes You Need to Know
- Growth Strategies and Scaling Up
- Insights from an Enterprise CTO
- Sourcing and Hiring Top Talent
- Targeting and Managing Talent
- Securing Development Tax Credits

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2023 Cohort Companies

avertro

Avertro CyberHQ® is a cyber command SaaS platform that helps leaders manage, measure, and report on their cybersecurity performance and make business-driven decisions.

BreachQuest

BreachQuest is building Priori to reimagine the incident response process and minimize breach cost and downtime.

Cleverfi
CONNECT TO WIFI AUTOMAGICALLY

CleverFi helps travelers to connect to the most secure and reliable Wi-Fi, AUTOMAGICALLY ... so you never have to ask for the Wi-Fi password, ever again!

CYVATAR.AI

Cyvatar is leading the future of cybersecurity with effortless, fully managed security subscriptions.

DeviceTotal

DeviceTotal's auto-prevention attack platform provides contextual risk analysis across an organization's devices and networks so companies can manage control and eliminate their device's risk.

hackmetrix

Hackmetrix helps LatAm Startups and SMBs to improve their security standing by allowing them to achieve compliance certifications such as ISO 27001 and PCI and stay safe through our Pentesting and Cloud Monitoring Tools.

INFILTRON

Infiltron is a proactive, real-time IoT cybersecurity solution. Infiltron leverages technologies such as Ai, Blockchain, and Quantum to provide innovative cybersecurity protection.

keep aware

Keep Aware protects organizations and their employees from cyber threats through behavioral analytics.

phalanx

Phalanx provides security & visibility to data that resides outside databases (unstructured data) with Zero Trust Data Access (ZTDA).

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Privacy Lock™

Privacy Lock offers one solution to global compliance with consumer privacy laws (GDPR, CCPA, etc.). With Privacy Lock, businesses can leverage one solution to cover all applicable markets.

seccuri

Seccuri is the global cybersecurity talent tech platform. Seccuri's proprietary ML/AI algorithm allows the platform to evaluate cybersecurity talent ecosystem data to support talent acquisition, talent upskilling, and reskilling.

StrataFlows

Stratawise is a Zero-Trust no-code/low-code SaaS platform for process automation. It enables security-driven organizations to safely digitize processes thereby improving communication, transparency, and efficiency..

VULTARA

Vultara, Inc. is a SaaS startup focusing on cybersecurity engineering automation solutions for IoT manufacturers. Starting from automotive cybersecurity, Vultara's risk management platform covers the entire product cybersecurity lifecycle

X80
Cyber Risk – Quantified

X80 is a SaaS enabled startup that helps enterprise companies understand their cyber risks and prioritize issues by greatest financial damage.

ZENDATA

Zendata is the essential platform for CISO's and compliance leaders to understand and mitigate their privacy risks by always monitoring their assets, starting with their websites.

There are only two types of companies: those who have been hacked, and those who will be.

– Robert Mueller, former FBI Director

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2023 Cohort Geographic Diversity

Economic Development

Programs like CyberTech|X shine a light on Tampa and the Tampa Bay region as an innovation hub, and gives Wave the opportunity to showcase the area to startups as a desirable destination for expansion or relocation. Each Accelerator represents nearly 300 hotel room nights and 150+ flights through Tampa airport plus other travel expenditures covered by the founders, fueling the local economy.

Geographic Diversity

In 2023, **83%** of the applications came from outside of Florida, and **41%** came from outside the U.S.

Of the final 15 companies selected, **14** were from outside Florida and **4** were from outside the U.S.

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Signature Events

CyberTech|X Welcome Reception
January 25, 2023 @ Blind Tiger

Tampa Bay Wave joined forces with Blind Tiger Cafe, a long time supporter. This was also the first major event at **Blind Tiger's new cafe inside the One Tampa City Center** building. The attendees represented a broad cross-section of the business community with a few words by sponsors, co-hosts and a **surprise visit from Mayor Jane Castor**! We're lucky to have such a supportive and tech-forward representative for our city!

CyberTech|X Pitch Night
March 29, 2023 @ SOFWERX (Tampa, FL)

The 2023 CyberTech|X cohort celebrated the conclusion of this year's program at the CyberTech|X Pitch Night, held at SOFWERX and attended by 150+ local business and community leaders, investors, and cybersecurity experts.

Effectively the capstone event for the program, the cohort companies presented for the final time with the intent to find new customers or strategic partners. In addition to showcasing the cohort, the Pitch Night events help us publicly thank our Sponsors and Mentor network while helping to drive greater interest in Wave's mission for expanding and deepening the startup community in the region and beyond.

Featured speakers included:
Scott Margolis, Managing Director of EY, **Erich Kron**, Security Awareness Advocate at KnowBe4, **Joe Cortese**, Director at A-LIGN, and **Lt. Colonel Taylor Johnston**, MacDill Air Force Base.

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Signature Events

CyberTech|X Investor Demo Day
March 28, 2023 - Virtual

Our exclusive investor-focused CyberTech|X Demo Day was held virtually in order to reach the widest audience possible. Over 400 investors were invited to the event, ranging from around the country. A recorded video of the event was also shared to **more than 400** angel and venture capital investors throughout Florida and beyond.

Wave continues to utilize new technologies to expand the value given to startups and maximizing their chances of obtaining funding. All of the companies received introductions from investors following the event.

Special Thanks to our Demo Day Sponsors:

Notable Investors From Tampa Bay Wave's Investor Network

Success Stories

Redactable®

$900K Pre-seed round PLUS multiple SBIR contracts underway

Redactable, a New York-based AI-driven solution for automated and secure redaction of digital documents, was part of our 2022 CyberTech|X cohort. CEO Amanda Levay was inspired to create Redactable after having personally witnessed the inefficiencies in the space in a prior role. Redactble was able to raise a significant part of their Seed round, just under one million dollars, in a matter of months and closed during the cohort. Following the cohort, the company has been able to secure multiple SBIR contracts with the U.S. Air Force, indicating that her solution will perform at even the highest levels of security.

Amanda has become a great resource for the 2023 cohort, having come back to Wave as both a speaker and mentor, guiding future classes with her experience and perspective.

**Amanda Levay
CEO and Founder
Redactable**

Success Stories

CRASHTEST SECURITY

From cohort participant to exited founder - in less than a year!

Founder Felix Brombacher came to Tampa Bay Wave in January 2022 as part of the 2022 CyberTech|X Accelerator. Based out of Munich, Germany, Crashtest Security is a developer-oriented dynamic application security testing (DAST) cybersecurity product. A multiple-time founder, Felix was experienced in building a startup but needed help with expanding into the U.S. market. Building upon successes with several large clients in Europe, the company was able to gain traction in the U.S. over the next few months. Wave was able to help the team understand how to penetrate U.S. enterprises, make key connections, and further expand the vision. In **December 2022, Crashtest Security was acquired by Veracode**, a Boston-based, leading global provider of modern security testing solutions. Crashtest became the **third CyberTech|X alumni to exit** within the three years of the program.

Felix Brombacher
CEO and C0-Founder
CrashTest Security

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Tampa Bay Wave is a non-profit, zero equity accelerator led by seasoned entrepreneurs. We are dedicated to empowering early stage startups with essential resources, support and funding opportunities.

LOCAL ECONOMIC IMPACT
BUILDING THE REGION'S TECH ECOSYSTEM

SINCE OUR PROGRAM LAUNCHED IN 2013

460+
STARTUPS SUPPORTED (8 EXITS)

4,200+
JOBS CREATED

$700MM
IN CAPITAL RAISED

STARTUP FOUNDERS FROM **30** COUNTRIES SHOWCASED TAMPA AS AN INNOVATION HUB

22 COMPANIES RELOCATED TO THE TAMPA BAY REGION

AVERAGE ANNUAL ECONOMIC IMPACT OF WAVE ACCELERATOR PARTICIPANTS

1300 HOTEL ROOMS

450 FLIGHTS THROUGH TPA

2022 WAVE ACCELERATOR PROGRAMS

403
TOTAL APPLICANTS

11%
APPLICANTS ACCEPTED (HIGHLY SELECTIVE)

9.2
NET PROMOTER SCORE

BOARD OF DIRECTORS

Santo Cannone — Board Chair
Linda Olson — President/CEO
Alfred Goldberg — Vice President
Madeline Dent — Secretary
Catherine Wilhelm — Treasurer
Kaliah Matyan
Kostas Stoilas
Greg Celestan
Diana Hayes
Charlotte Baker — Immediate Past Chair

Marcus Adolfsson
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Amanda Milligan
Nick Outman
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Penny Parks

Miraj Patel
Lance Rusk
Cathy Ryan Renner
Inga Schmitzer
Yvette Segura
Alex Sink — Past Chair
Andrew Smith
Gerval Todd
Marty Traber
Lauren Weiner
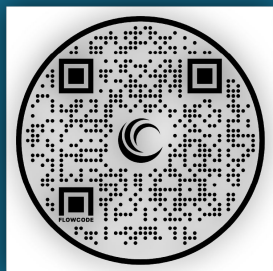
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THANK YOU!

For questions, please reach out to:
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linda@tampabaywave.org

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