

SnT - REDDOG

Research Partnership

Presentation for SnT Partner day 20.05.2014



Company Overview

- Founded in 1996
- 12 staff : Luxembourg - Kiev - Singapore
- Custom web development & secure hosting
- ISO 27001:2013
- International customer base
- 80% of revenue is project oriented.

Strategic business orientation

- **Technology**

- > Open platforms / frameworks

- > Adaptive design

- **Security**

- > ISO 27001:2013

- **Diverse revenue sources**

- > Project based : long term / large budget

- > Subscription based : low billing / high volume

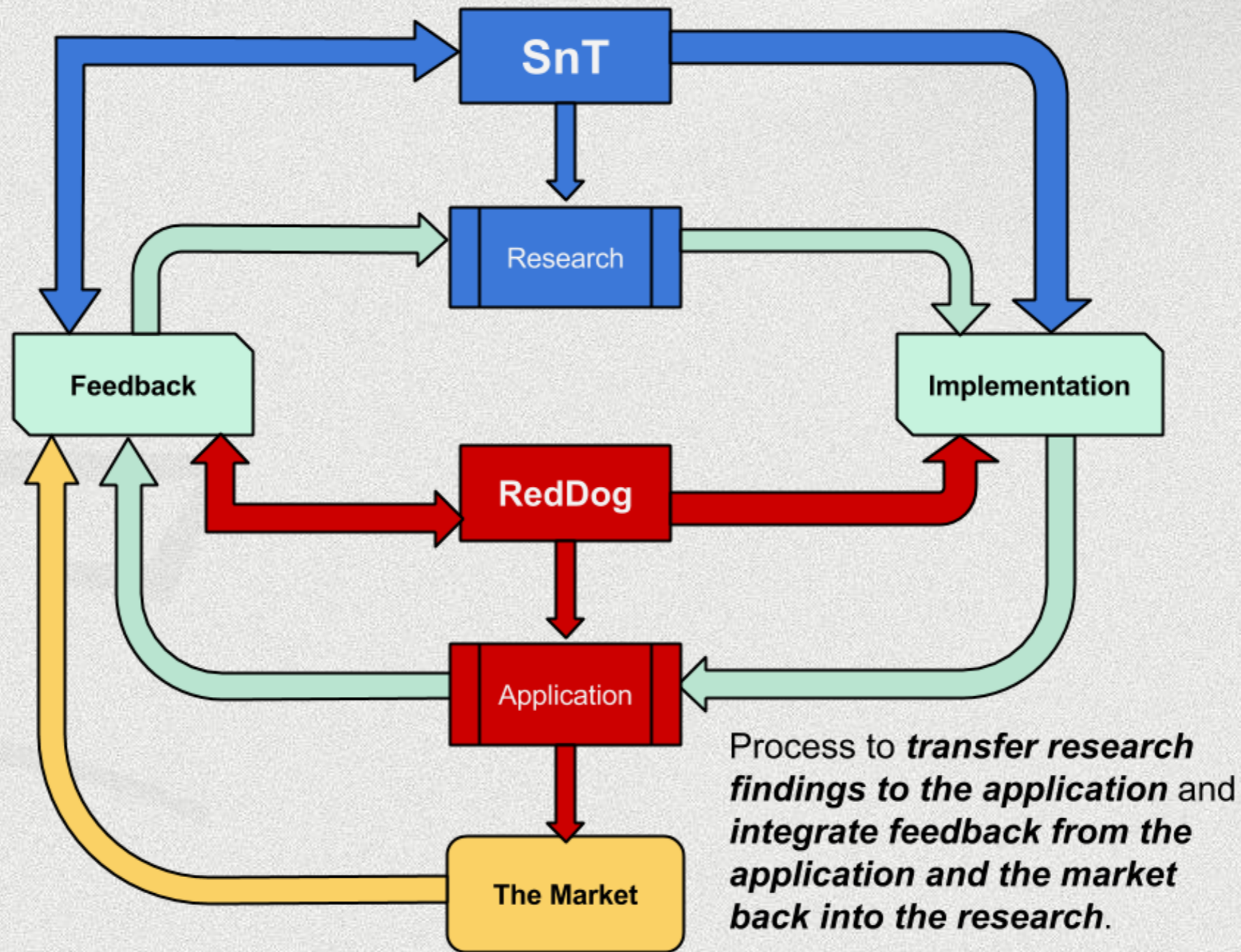
Hotspot ID - Hotspot Certificates

- Initial idea (02/2009) :
 - Can we trust public WiFi Access Points ?
 - Need a method to quantify TRUST level of Access Points.
- Research Project (03/2011) :
 - Methods to reliably fingerprint & identify Access Points.
 - Methods to recognize spoofed & rogue Access Points.
- Product / Service (03/2014) :
 - **Hotspot ID** : (free) Mobile app to detect spoofed & rogue AP.
 - **Hotspot Certificates** : SSL certificates for Access Points
 - Subscription based

SnT - Research Partnership

- Small company —> Limited resources
- SnT
 - > Dedicated PHD student
 - > Academic supervisor support
 - > Access to interdisciplinary resources & expertise
 - > **Affordable**
- Advantages
 - > More credibility for underlying technology
 - > Better positioning in the market
 - > Continuous product improvement
 - > IAB : peer review & networking

Market/Product driven research



Conclusion

- Research improves competitiveness
- SnT partnership program brings research within reach of small companies
- SnT IAB provides high level peer review & networking opportunities

THANK YOU

for more info

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red-dog.com

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