INTERVIEW

EU CYBER FIRM EYES UK, US, LATAM EXPANSION

Blueliv is fuelling its international expansion using the financing it secured earlier this year from strategic investors including Kibo Ventures, through its Amerigo Investment fund and Telefónica Ventures, the venture capital arm of telecommunications giant Telefónica SA, the company's Head of Cyber Security Development said in an interview.

The Spain-based cyber security is targeting main markets including the US, Latin America, the UK and Germany for module-based threat protection platform, as part of the first phase of its expansion.

Phase Two, Nahim Fazal told Global Security Finance, will be comprised of deeper European penetration.

"Blueliv's cyber threat prevention solution fits perfectly with the demand for a scalable and resilient architecture," he explained. "Our browser module-based solution is really versatile, meaning users can look after ID credentials, protect against threats to mobile applications or even detect any data loss incident.

"Based on our system, we have been responsible for identifying the theft of pipeline drawings for a major oil company, and a power point presentation with the email details

of all the members of an insurance company's Board of Directors."

Blueliv's most recent quarterly Cyber Threat Intelligence Report found that 51% of botnets and 67% of the credit and debit cards that have had their data stolen originated from the US, making the country the single most important target of digital attacks.

As part of the EUR2.5 million (~$3.14 million) investment, Telefónica will also support Blueliv through Telefónica Digital and its operating businesses in Europe and Latin America, which also means including Blueliv solutions in its cyber security offer.

In the coming years, Blueliv expects to increase its turnover to EUR25

million (~$31.4 million) by 2017 as demand for more innovative cyber security services grows further.

The company currently has focuses heavily on the financial services sector, by nature very susceptible to digital attacks, but also counts customers in other heavily-regulated sectors including energy, telecommunications and critical infrastructure, and in retail.

"We are constantly developing the modules available on our platform in response to new threats, as and when they emerge," said Fazal, adding that the company is placed to become a key provider of cyber threat intelligence services as more organizations outsource their IT services management infrastructure. ∎

Please contact Nahim Fazal at nahim.fazal@blueliv.com for more information on Blueliv

Contact the reporter at amelie.labbethompson@vbresearch.com

Organisation:	Blueliv
Subject:	Corporate / industrial news
Tags:	Spain, Cyber Security, Network monitoring, detection and response