telelink
BUSINESS SERVICES

Platinum
Business
Partner
IBM

2022

Zero to One

Not the monopoly way



RADOSLAV RIZOV

Mission

Generate innovative projects with high added value both for the company and for the society.



HIGH VALUE OPPORTUNITIES TEAM

Bold ambitions

Create "Out of the box" environment within the company and across different departments.

Involve TBS in fundamental projects for the European future related to cybersecurity, smart cities, smart everything and the Green deal.

Become part of at least two successful projects in the first two years of establishment.

First Major Project

European Commission | Horizon 2020 European Union funding for Research & Innovation

ECHO Network

European network of Cybersecurity centres and competence Hub for innovation and Operations

The main objective of ECHO is to strengthen the proactive cyber defence of the European Union, enhancing Europe's technological sovereignty through effective and efficient multi-sector and multi-domain collaboration.
The project developed a European Cybersecurity ecosystem, to support secure cooperation and development of the European market, as well as to protect the citizens of the European Union against cyber threats and incidents.

HIGH VALUE OPPORTUNITIES TEAM

L'appétit vient en mangeant

François Rabelais /1530/

HIGH VALUE OPPORTUNITIES TEAM

Telelink Advanced Security Operations Center - ASOC

Built up on state-of-the-art technologies by leading vendors, fits small, medium and large organisations.

ASOC requires no investment in infrastructure, hiring a cybersecurity team, trainings or technology.

ASOC simplifies the complex for you. So you don't have to worry about cybersecurity.

DETECTION OF REAL THREATS

Security information from your IT systems is correlated into actionable insights about real threats, attacks, and incidents, focusing your efforts on what is important.

THREAT HUNTING

Advanced security threats may evade existing security controls. We apply threat intelligence to identify them in their traces.

SECURITY ASSESSMENT

We apply automated tools and interviews with key personnel to identify gaps in your current security controls and provide you with recommendations to fix them.

VULNERABILITY ASSESSMENT

Security information from your IT systems is correlated into actionable insights about real threats, attacks, and incidents, focusing your efforts on what is important.

SECURITY AWARENESS TRAININGS

People are organization's first and last line of defense. We engage them in quality security trainings – to raise their awareness and improve their response to threats.

SCALABILITY

ASOC scales with your organization and its needs – it provides you with the service you require at a price that you can afford.

ContourGlobal

SOFTGROUP

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BUSINESS SERVICES

All happy families are alike;
Each unhappy family is unhappy in its own way.

In business is the opposite

All happy companies are different: each one earns competitive advantage by thinking out the box.
All failed companies are the same: they fail to challenge the status quo.

Key projects

HIGH VALUE OPPORTUNITIES TEAM

Horizon 2020 / CEF / EDF / LIFE / ...

- CYBER2GETHER - Overall project objective is to develop Western Balkans federated cyber-range - participating organisations - TBS, CERT Romania, CERT Bulgaria, CERT Albania, NetisSat (Vivacom), SnT Romania, Bulgarian Defence Institute - budget 3.8M EUR
- SIMAIx - Overall project objective is to introduce new isokinetic devices empowered by AI and gathering data from IoT devices for healthcare - Partners: TBS, ELFI TECH, SVEUCILISTE U ZAGREBU KINEZIOLOSKIFAKULTET, SVEUCILISTE U ZAGREBU FAKULTET ELEKTROTEHNIKE I RACUNARSTVA Goran Legelic and Natasa Desnica - budget 3.9M EUR
- **DYNAMO - The objective of DYNAMO is to combine two fields of business continuity management and cyber threat intelligence to generate a situational awareness picture for decision support across all stages of the resilience cycle (prepare, prevent, protect, response, recover). Partners - Fraunhofer /Germany/. Partners: TBS, RHEA, Naval Group, Engie, KPMG, KEMEA, National University of Ireland, VisionSpace, Laurea, Factor Social, Technikon, Gemelly Hospital, System X, LaborLec. - budget 5M EUR**
- DELTA - The main objective of DELTA is the development of a solution with TRL 8, with increased surveillance capabilities, including high altitude and long endurance aerial support relying on a Nano-satellites constellations + Maritime Domain Awareness Platform. - Consortium lead Telelink Business Services. Partners: EnduroSat, LeafSpace Italy, Ministry of Interior Bulgaria (SADCIS, Border Control), Hellenic Police, Ministry of Interior Romania, Ministry of Interior Albania, Bulgarian Defence Institute, Politecnico Di Milano, KEMEA, LaRocca Engineering, BlueSpace Technology, Minds & Sparks, CY4GATE, Dunarea University. Budget 4.2M EUR
- THESEUS - Project aims to design and develop a prognostic, detection, and real-time vulnerability simulation, assessment and decision support platform to improve the capabilities of LEAs, FRs, Municipalities, Private Security companies and local stakeholders to better identify and assess emerging and perhaps hitherto unknown vulnerabilities of large-scale public spaces. - Partners: Telelink Business Services, Ministry of Interior Bulgaria SADCIS, Inlecom Group, KEMEA, South Eastern European Research Centre, University of Belgrade Faculty of Architecture, FID DV-Partner Beratungs- und Vertriebs-GmbH, Universita Cattolica del Secro Cuore, Shamrock Space Sercvices, Sheffield Hallam University, Departamento de Seguridad del Gobierno Vasco, Serviciul de Protectie si Paza, Belgrade Land Development Public Agency, Scientific-Professional Society for Disaster Risk Management, Hellenic Rescue Team, Kassandra Srls Budget - 3.4M EUR

Key projects

HIGH VALUE OPPORTUNITIES TEAM

Horizon 2020 / CEF / EDF / LIFE / ...

- **ACTING - Project delivers an organised and coordinated approach to strengthen proactive cyber defence operators training exercises of the European Union, through effective and efficient multi-domain collaboration. The Partners will execute on a 48-month work plan to develop, model and demonstrate a network of advanced interconnected (federated) domain oriented cyber ranges for training and exercises, incorporating sophisticated methods and techniques for simulation of users, analysis of performance of the cyber operators, and scoring cyber security situational awareness, supported by leading-edge scenario development language. Bulgarian Defence Institute, Telelink Business Services, RHEA System S.A., Centre for Research & Technology Hellas, Telefonica, NAVAL Group, Enquirya B.V., Visionspace Technologies GmbH, Managing&Innovation Business Partners, Law and Internet Foundation, University of Cyprus, Eight Bells LTD, Ecole Royale Militaire - Koninklijke Militaire School, National University of Ireland Maynooth, Sidroco Holdings Limited, Zanasi Alessandro SRL, ESI CEE European Software Institute - Center Eastern Europe, Wings ICT Solutions Information & Communication Technologies Ike, Space Hellas SA, Institute Of Communication and Computer Systems, Lean Space, Unipessoal LDA, Stam S.R.L., Defence Research Institute, GMVIS Skysoft SA, Safetech Innovations SA, National Laboratory for Computer Virology, CINAMIL - Budget 15M EUR**
- **INNOAIR - Project aims at introduction of "On-demand public transportation" for the very first time in Europe. Supply of e-busses, development of smart application. Entire initiative run by Sofia municipality - Partners - Sofia Municipality, Sofia University, Plovdiv University, Telelink, Sofia Urban Mobility Center, NIMH, Sofia Development Association, NAMRB. Budget 4M EUR**
- ALIGNED WATER - Overall project objective is development of a smart platform for water monitoring and supply of IoT water meters The budget of TBS / Develiot is 2.6M EUR (services and devices) + 300K for LoRaWAN connectivity between Haskovo, Gabrovo, Shumen, Sliven, Pernik and Radomir. Consortium partners are - Develiot, Bulgarian Water and Sewerage Holding, six Water Supply and Sewerage operators, Delphin Ecotechnica. Total budget 8M EUR.
- **GATE AI - TBS supplies a total of 130 smart IoT devices for measurement of key parameters of urban environment such as noise, air quality, people counting, lidar sensor stations. The overall project budget is 15M EUR, with partners Sofia University and Chalmers University - The Big Data for Smart Society Institute (GATE) is the first Centre of Excellence in Bulgaria to work on integrating and extending scientific excellence and innovation in priority areas such as Big Data and Artificial Intelligence at regional and European level.**

Key projects

HIGH VALUE OPPORTUNITIES TEAM

Horizon 2020 / CEF / EDF / LIFE / ...

- SYNEER-G - The project relates to taking effective measures for collaboration and interaction for both energy and non-energy sectors to align their strategies and work together. The novelty of the project is the establishment of new methodological approaches according to methods that facilitate availability and access to data - improved quality of data and better monitoring based on data collection as one major prerequisite for energy efficient production facilities. Project partners - TBS, Sofia Municipality, National Association of the Municipality in Republic of Bulgaria (NAMRB), Denkstatt Bulgaria, Sofia University "St. Kliment Ohridski", Sofia Development Association, Agency for Energy Efficiency (AEE) - Albania, Energy Institute Hrvoje Pozar (EHIP), Albanian Manufacturing Union - Budget 2M EUR.
- VECHILE2GRID - Overall project aims at validation of the vehicle to grid concept for balancing the energy consumption in real time through advanced modelling /AI/. The project will supply advanced charging stations and run various algorithms to validate the viability of the initiative. Partners - Telelink Business Services, Sofia University, ABB, TOKI, Krakow University, SPARK, EloCity, Energy Institute Zagreb, Estra Prometeo - Budget 4M EUR
- FORCE - Project aims at fight cybercrime by standardised reporting and Outstanding Response via effective public-private Cooperation & Engagement. The end goal of the project is to tackle child sexual abuse in online environment. Partners Telelink Business Services, General Directorate for Combating Organized Crime /ГДБОП/, Communication and Information Systems Directorate /ДКИС МВР/, Hochschule für den öffentlichen Dienst in Bayern Germany, Hellenic Police Greece, Minds and Sparks Austria, Law and internet foundation, Bulgarian Defense Institute , Komenda Wojewodzka Policji w Lublinie, Poland, ATHINA-EREVNITIKO Greece, KEMEA Greece. Budget 2.6M EUR
- **EDIH ZAGORE - Telelink has a leading role in one of the major EDIHs on the territory of Bulgaria ZAGORE - We aim to support our SMEs digital transformation with 500K commitment and tailored solutions for cybersecurity - EDIH Zagore consists of 30+ partners with 3M EUR**
- **VELES EXCELLENCE HUB - Entirely driven by TBS & GATE Institute it aims at establishment of Smart Health Hub in cooperation between Bulgaria, Greece, Cyprus, Romania, Sweden and Spain. We have 4 Health Clusters, Sofia University, Ministry of Electronic Governance, International Data Space Association. The IDSA is part of Fraunhofer Geselschaft – the largest research and development organization in Germany with key role in defining and developing the European Data Spaces. All up within VELES we have 15 participating organizations.**
- SILVA - The project SILVA aims at applying new technologies and approaches to enhance the forest management and logging operations with intent to share information all through the forest value chain enabling to advance climate resilience benefits. Within the project will be developed two main portals: i) Forest Information Portal - complement already existing Copernicus data in combination with nano-satellite Earth Observation data and in-situ collected LiDAR data and ii) WTCo2P - includes models for optimization of the forest-based value chain through development of sustainable product index, wood use, reuse, repair and recycle model, CO2 sequestration model.

Where are we?

Bulgaria

Participation
2 752 0,45% of EU total

Number of organisations involved in EU R&I programmes. One organisation participating in N

Net EU Contribution
336M 0,22% of EU total

Funding received by the project's participants after deduction of their linked third parties' funding

Greece

Participation
19 959 3,26% of EU total

Number of organisations involved in EU R&I programmes. One organisation participating in N

Net EU Contribution
3,88B 2,53% of EU total

Funding received by the project's participants after deduction of their linked third parties' funding

Turkiye

Participation
3 077 0,50% of total

Number of organisations involved in EU R&I programmes. One organisation participating in N

Net EU Contribution
564,8M 0,37% of total

Funding received by the project's participants after deduction of their linked third parties' funding

Serbia

Participation
1 131 0,18% of total

Number of organisations involved in EU R&I programmes. One organisation participating in N

Net EU Contribution
226,9M 0,15% of total

Funding received by the project's participants after deduction of their linked third parties' funding



How about IBM?

Over 150 projects for the past 14 years

That's more than 1 project a month.



HTTPS://RESEARCH.IBM.COM/LABS/IRELAND/EUPROJECTS.HTML

uniserver
A universal micro-server ecosystem by exceeding the energy and performance scaling boundaries

SEURO
Scaling EUROpean citizen driven transferable and transformative digital integrated health and social care

PETRA
PErsonal TRansport Advisor: An integrated platform of mobility patterns for smart cities to enable demand-adaptive transportation systems

Musketeer
Machine learning to augment shared knowledge in federated privacy-preserving scenarios

MORE
Management of Real-time Energy Data

ICT4CART
ICT Infrastructure for Connected and Automated Road Transport

INSIGHT
Intelligent synthesis and real-time response using massive streaming of heterogeneous data

dReDBox
Disaggregated Recursive Datacentre-in-a-Box

evolve
Taking concrete and decisive steps to bring together the Big Data, HPC and Cloud worlds in a unique testbed the will increase the ability to extract value from massive and demanding datasets

AutoPilot
Automated driving Progressed by Internet Of Things

Carbotraf
A decision support system for reducing CO_2 and black carbon emissions by adaptive traffic management

AI4Media
Artificial Intelligence for the Society and the Media Industry

VaVel
Variety, Veracity, vaLue: Handling the multiplicity of urban sensors

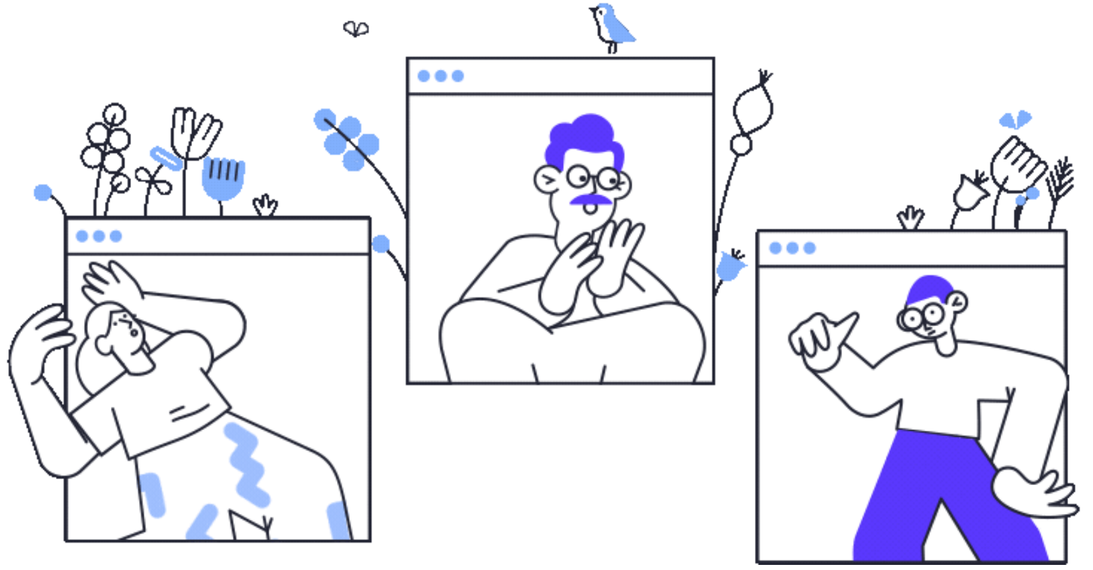
All Scale
An exascale programming, multi-objective optimisation and resilience management environment based on nested recursive parallelism

FEVER
Flexible Energy Production, Demand and Storage-based Virtual Power Plants for Electricity Markets and Resilient DSO Operation

Human Behaviour Change Proje
Advancing and Applying the Science of Behaviour Change through Machine Learning

EuCARE	CONBOTS	SERUMS	MANUSQUARE	DataBio	MIKELANGELO	WE-CARE	inEvent	ROBUST
ELECTRON	CPSoSaware	UNICORE	META-CAN	NIMBLE	SUNFISH	COSMOS	MuProD	VISION Cloud
iToBoS	CAPABLE	THREAT-ARREST	SLICENET	SCENT	FIWARE	FIspace	SMART	SOCIETIES
COPA EUROPE	PolicyCloud	FINSEC	5G-MEDIA	SmartResilienc	SPEEDD	ForgetIT	SocialSensc	SPRINT
i4Q	5GZORRO	PAPAYA	SimuSafe	OPERA	FERARI	COMPOSE	TeraTOP	FITTEST
CyberKit4SME	C4IIoT	BigMedilytics	SMESEC	RePhrase	COSIGN	OPTET	ENGAGE	SocIoS
Mindtooth	INFINITECH	BigDataStack	beAWARE	IMMORTAL	CloudWave 2	IDEAS	FI-WARE	PINCETTE
ISOLA	SMART BEAR	ALOHA	SHiELD	SHARCS	DAPHNE	iSocial	FInest	ACSI
HEIR	SODALITE	BOOST 4.0	RESTASSURED	BEACON	ORBIT	HiPEAC 3	CULTURA	UNIVERSAAL
FogProtect	CloudButton	CLASS	DITAS	PrismaCloud	PANACEA	DANSE	ENSURE	HiPerDNO
DataPorts	MLFPM2018	I-BiDaaS	CERBERO	PSYMBIOSYS	Consensus	Dem@Care	APARSEN	BEAMING
	ProTego	MANUSQUARE		IOSTACK			ROBUST	DIAMOND

Catch 22



You Win the project

You need to purchase cloud services

You are a private company

You must comply with public procurement directives

You must apply Bulgarian law

You are not a public authority

The funds are not within the Structural fund - cannot apply Council decree 161

You can not use EUMIS

You are stuck ...

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BE **BOLD** OR *ITALIC*
NEVER REGULAR

High Value Opportunities Team
Radoslav Rizov | 2022