



Info Session on the Horizon Results Booster

HRB for MEDINA project – Security framework to achieve a continuous audit-based certification in compliance with the EUCS

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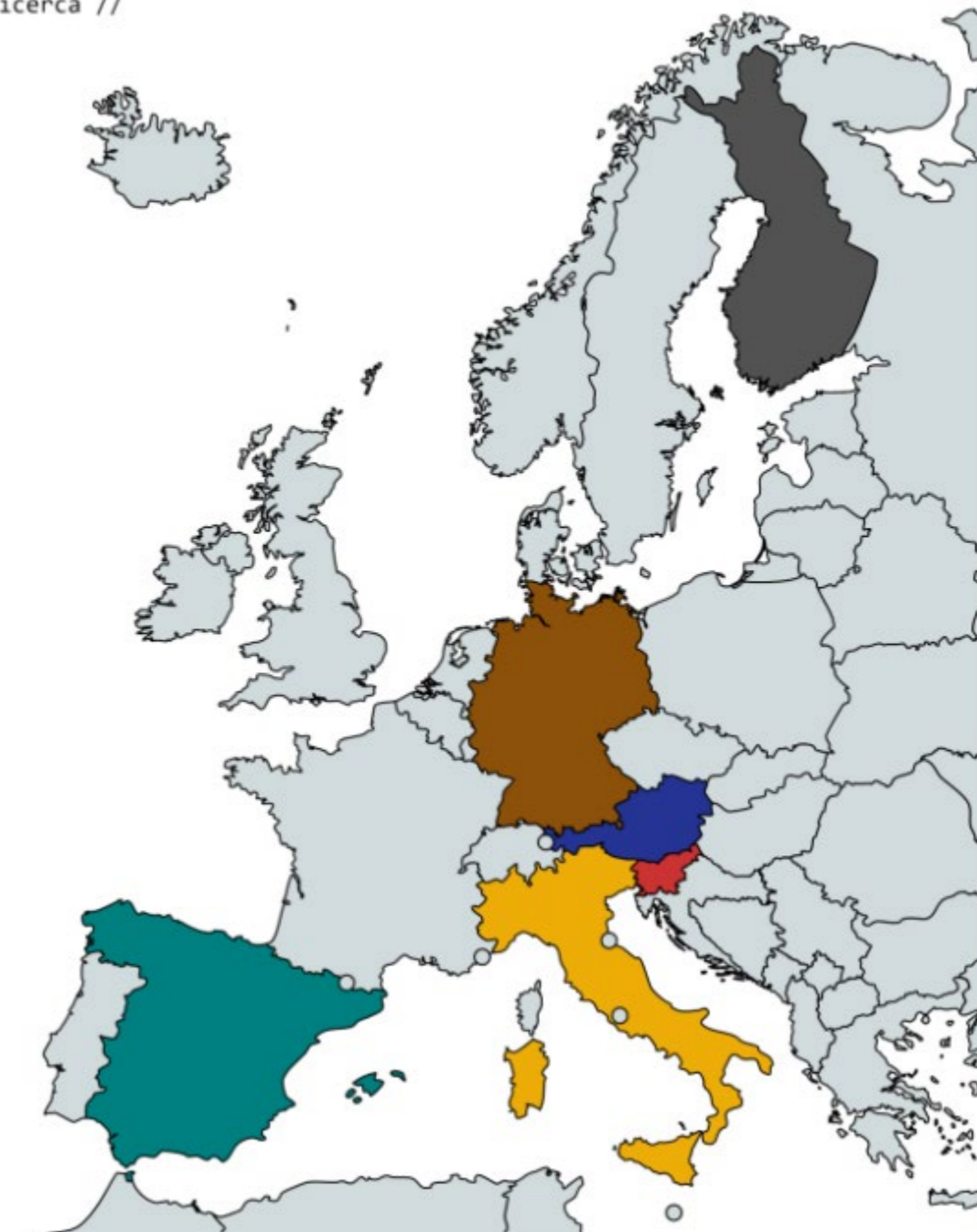
MEDINA at a Glance

- 1st November 2020 – 30th October 2023
 - M18 Halfway reached
- 8 Partners in total
 - 3 Research Partners
 - 2 Early adopters / Customers
 - 3 Commercial Partners



MEDINA PARTNERS

- TECNALIA
- Centro Nazionale della Ricerca // Hewlett Packard
- Fabasoft
- XLAB
- Bosch // Fraunhofer
- NIXU



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MEDINA Project Objective

The MEDINA project is an EU funded-research project working in the areas of cloud security performance and audit evidence management. Its main goal is to create a **Security framework** for achieving a continuous audit-based certification in compliance with the EU-wide cloud security certification scheme.

MEDINA will provide:

- Guidance on the implementation of the EUCS controls, including the measures to be applied and evidences to be collected, therefore reducing the certification process' time
- Support for automatic compliance checks of the controls in major cloud security certification schemes, reducing the effort, cost and risk of achieving and maintaining a certification
- Ease the effort in the collection and evaluation of digital evidences
- Ensure the Audit Trail of the evidences, and that no one has tampered them

Horizon Results Booster and MEDINA

Services available:

1. Portfolio Dissemination & Exploitation Strategy

- Module A: Identifying and creating the portfolio of R&I project results;
- Module B: Helping projects from the portfolio to design and execute a portfolio dissemination plan;
- Module C: Assisting projects to improve their existing exploitation strategy

2. Business Plan Development

3. Go to Market

MEDINA and HRB

Exploitation Strategy (module C of PDES)

- Seminar took place in December 2021
- 3 out of 6 Key Results were discussed and developed

BPD – Business Plan development

- Service took place in April 2022
- Same 3 KERs were further developed

What we learned:

- How to use the tools provided
 - Working with the KERs will continue until the end of the project
- Problem is important
- Key results vs Whole solution

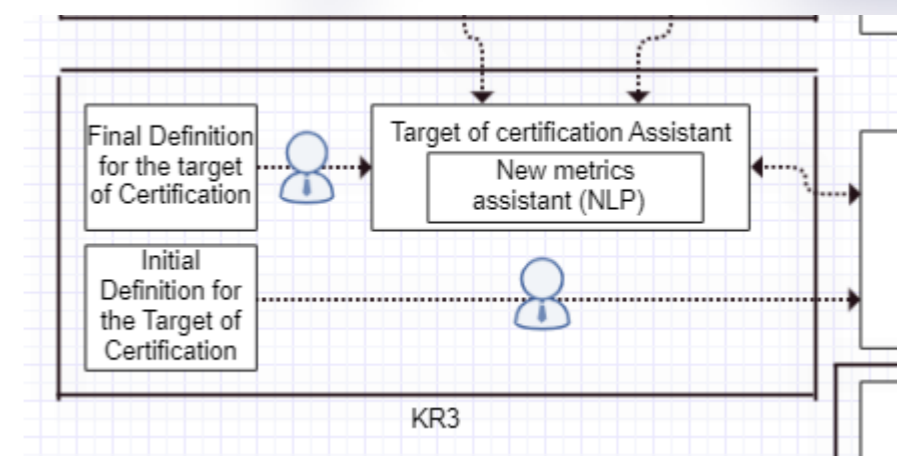
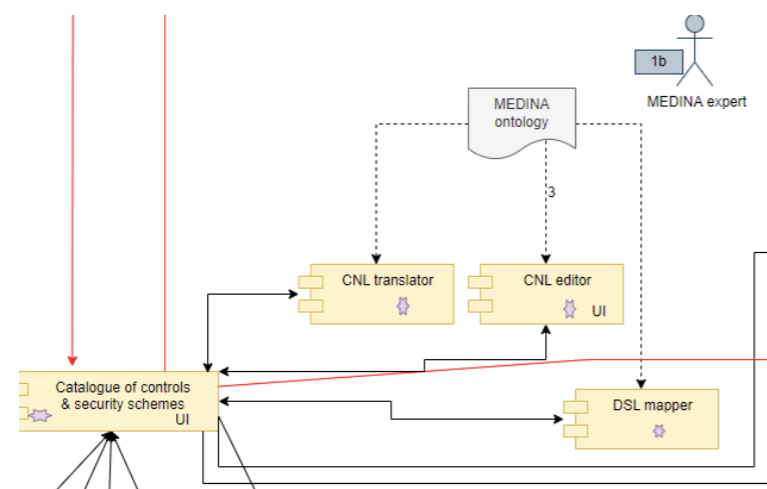
What is the **PROBLEM** ?

- For every problem there is a solution and for every solution **the problem can be better defined !**
- This is the most critical step and if you get this right you will find the
 - Alternative solutions (to fix the same problem)
 - Customers (having the same problem)
 - Channels (insight how to reach the customers with the same problem)
- Use Early Adopters to test/Validate your Problem.
- Avoid the word "Need" in your problem statement. Example "I need a car to goto work" is not stating what problem car is solving...



Why do we work with Key Results and not the whole solution ?

- You can have 6-10 Key Results in your project, so there is a temptation to do shortcuts
- The idea is to start the work from bottom up – and once this is done the whole Unique Value Proposal will unfold – its like magic !
- For every Key Result there is a responsible partner to work with.
- To work with Key Results needs a lot of effort but the effort is justified and well spent
- Example how problem statement work improves the architecture
 - From “CNL2NL translator” to “Target of Certification Assistant”



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