

BW Tech Tour Notes

Summary: Representatives from BW Tech, Agile Care Enterprises, and Galaxkey came to speak to ISSA about what their companies do and what they could offer students

Speakers + Contact Information

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- Graham Grigg (Galaxkey)
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Note: They are also open to LinkedIn requests :)

BW Tech

- Provides programs and services that help grow and incubate companies and entrepreneurship coming out of the university system in MD
- Alex Brown Center → programs and classes offered for UMBC student entrepreneurship ●
- BW Tech has two major facilities on campus
 - North facility → more focused on technology/IT and information services provided for Federal Government
 - South facility → bio and life sciences research; longer incubation periods to get those companies ready for market

BW Tech Macro-Programs:

- Scale Up Maryland
 - For companies already producing revenue and want to grow more
 - 12 week program
 - How to run a business
 - Executives learn strategic growth
- MD New Venture Fellows For Cybersecurity
 - Take technologists who have great ideas and pair them with a mentor and a fellow (student from UMBC who can help them build a business plan) to guide them through the process of developing business
 - Starting in Spring
- Cybertini
 - Event for celebrating successes (new hires, collabs, etc)
- Global Gateway
 - Attract companies and groups who are outside MD (e.g. Netherlands, UK) to allow them to build a presence in MD and network
 - Allow students to work with international companies
 - Allow companies to network with government agencies and organizations
 - Bridging relationships with similar programs in foreign countries
- CEO Roundtables
 - Bring in experts to speak about various topics and experiences

- Companies hiring undergraduates for internships → reach out through Handshake

Agile Care Enterprises

- Primarily focuses on overlap between cyber and healthcare, but other fields include network engineering and cybersecurity
 - Healthcare + Cybersecurity → protecting medical devices, IoT devices
 - Involves making compromises between access (using intranets vs extranets) and security
- Offer mentorships and internships for healthcare+IT, plus networking into those fields
- Will pay for certification exams (first attempt)
- Partnered with BW Tech to foster growth
 - Connected w/ Baltimore County Executive Office for funding
- Worked with Naval Information Warfare Center
 - Aided with cybersecurity and healthcare compliance
- Homeschooling Robotics program
 - Has kids as young as 5
 - Participate in state-wide robotics competitions
 - Allow people to learn robotics and move towards related careers
- Speaker advice
 - Observe how people around you grow or don't grow
 - Try out other fields that you may not think interest you but are linked to your profession to better understand your environment

Galaxkey

- UK-based company → equivalent to the NSA
- Cybersecurity solutions → focused on data security and privacy protection
 - Use a unique encryption system
 - The idea is to make it so hackers can't steal the data in the first place, and even if they do, they won't be able to read it
- Speaker background - worked in NIH and FDA
- Cybersecurity is a young field, which often leads to unrealistic expectations when it comes to credentials
 - Emphasized importance of building up certifications and experience
 - Good to have at least two cyber security certifications (ex: Network+, Security+, SANS)
- Security+ certification
 - Some topics include:
 - Encryption types and differences between them
 - Network typography
 - Attack vectors
- Network+ and Security+ overlap in content