



Federal Ministry  
for Economic Affairs  
and Climate Action



MITTELSTAND  
**GLOBAL**  
FOREIGN MARKET  
ENTRY PROGRAMME



# German Business Delegation Trip to Singapore – Civil security technologies & services

**Singapore**

**28th November - 2nd December 2022**

*Company Products and Services Catalogue*

*In collaboration with*



Singaporean-German Chamber  
of Industry and Commerce  
Deutsch-Singapurische  
Industrie- und Handelskammer

*Project of*



# German Business Delegation Singapore

28. Nov.-  
2. December

2022



Civil  
security technologies & services



## German Companies

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On behalf of the German Federal Ministry for Economic Affairs and Climate Action (BMWK), SBS systems for business solutions is organizing a business delegation trip with 7 selected German companies with products in the areas of Cybersecurity, Building and Perimeter Security, and Event Security, in collaboration with the Singaporean-German Chamber of Industry and Commerce (SGC). The project is part of the export initiative “Civil Security Technologies”.

We are pleased to invite you to our upcoming events and look forward to an inspiring exchange between outstanding German and Singaporean players in the security sector.

Come and join us on **Tuesday, 29th November** to discover exciting brands and products by interesting German companies.

Use also the possibility to have individual B2B meetings with the German companies on **the 29th and 30th of November 2022 and on the 1st of December 2022.**

The German company presentations and the individual meetings are taking place in the framework of a five-day **German Business Delegation trip to Singapore from 28th November – 02nd December 2022**, under the auspices of the German Ministry for Economic Affairs and Climate Action and with the purpose of an inspiring business dialogue and B2B meetings between small and medium-sized German companies and the Singaporean industry.

This is a great opportunity for Singaporean companies and institutions to explore new business and collaboration opportunities and discover potential synergies with the German participants. We cordially invite you to join the presentation events and to contact us for the scheduling of individual meetings.



Dear Participants,

A warm welcome to all the participants in the German-Singapore business match-making mission.

This trip is taking place as part of our export initiative for civil security technologies and services, which falls under the umbrella of the Market Entry Programme launched by the Federal Ministry for Economic Affairs and Climate Action in 2012 to support German companies in exploring foreign markets. Since the inception of the program, over 10,000 SMEs have taken part in its projects, thus gaining access to new markets, securing existing markets, and establishing networks.

The "trade mission" module provides German SMEs from the civil security technologies and services industry sectors with the opportunity to obtain information about, get detailed insights into, and make business contacts on the local market in Singapore. It will help companies connect with Singapore companies to start initial business relationships. The presentation of German civil security technologies to domestic companies, authorities, and agencies is also part of the program. Additionally, with the aim of thorough market analysis, the participants will have individual B2B meetings with potential business partners to expand and explore the possibilities to do business in Singapore.

We wish all participants in this business match-making mission every success.

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Your Federal Ministry for Economic Affairs and Climate Action



# advancis



## Summary

Physical Security Information Management (PSIM) is a software platform that integrates non-connected security systems.



  
made  
in Germany

[www.advancis.de](http://www.advancis.de)

## Company profile

For more than 25 years, Advancis is successful on the security market as an owner-operated company. With international representations as well as certified integration partners, the company is today one of the international market leaders in vendor-neutral security (PSIM) and building management.

By following a consistent partner-orientated strategy, Advancis has comprehensive expertise in all industrial sectors and applications. The company headquarters and development department is located in Langen/Frankfurt, Germany.

A strict in-house development policy along with intensive customer care is the basis for successful and long-term business partnerships.

## Products / Services

Physical security information management (PSIM) is a category of software that is designed to integrate multiple unconnected security systems, enable automation of workflows and processes, and to provide control over devices through a unified user experience.

With WinGuard, we define PSIM+ as a solution reaching far beyond the common scope. PSIM+ offers the possibility for a domain-encompassing integration of the complete building, communication and IT infrastructure. Another enhancement compared to conventional PSIM solutions is the connection to higher-tier mission control systems.

We integrate with about 500 different security interface drivers (<https://advancis.net/products/interfaces/>)

## References and export activities

Exemplary reference projects:

Exemplary Area 1: a. Industry, b. Pharma, c. Public Sector: Security Command & Control Center (a. Grundfos, Audi, BMW, Henkel, Infineon, ZF, Claas b. Novo Nordisk, Lunkbeck Pharma, c. Hospitals in Denmark, Scandinavian prisons)

Exemplary Area 2: Mass Transportation (Airports, Railways, Harbors): Security Command & Control Center (National Railways of Austria "ÖBB", DHL Airport Leipzig)

## Target group

Our product is deployed in customers in all verticals. It is very customizable and can therefore be easily adopted to specific environments.

Examples of customer verticals the serve: Banking, Production, Petrochemistry, Transport, Hospitals, Datacenters ...

## Competitive advantages

Vendor neutral integration of any kind of security & safety subsystem including non-Physical Security systems such as communication-, building automation-, facilities management-, and IOT systems. In addition strong & proven higher-tier level incident management & emergency response integrations with globally leading platforms. NOTE: independent manufacturer (only this one product, no connection to hardware manufacturers.)

## Ideal partner

- Security integrators
- Planers/ Consultants
- End customers: Enterprises, State organizations, Military & Defense, Transport ....

# advancis

## Advancis Software & Services GmbH

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Languages: English, German

Project:

**Geschäftsanbahnung**  
Singapore  
28. Nov. - 2. Dezember 2022  
 

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**ciborius**  
Security is our business.

## Summary

CIBORIUS is an owner-led security provider with focus on innovative solutions.



made  
in Germany

[www.ciborius-gruppe.de](http://www.ciborius-gruppe.de)

## Company profile

CIBORIUS Security & Service Solutions Berlin GmbH is a modern managed security and service provider and is characterized by future-oriented and integrated solutions. In addition to the constant promotion of well-qualified employees, CIBORIUS relies on state-of-the-art technical solutions, such as robotics and perimeter protection, in order to advise and support its customers in the best possible way.

## Products / Services

- manned guarding
- technical solutions (perimeter protection)
- robotic solutions
- security consulting

## References and export activities

- exporting security solutions in Europe
- supporting multicorporate enterprises throughout Europe

## Target group

Our target group are medium-sized companies and transnational companies that are looking for future-oriented security solutions.

## Competitive advantages

An innovative company willing to invest in new markets. CIBORIUS was the first security service provider that implemented robotics in Germany.

## Ideal partner

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### CIBORIUS Security & Service Solutions Berlin GmbH

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Germany

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Languages: English, German

Project:

**Geschäftsanhörung**  
Singapore  
28. Nov. - 2. Dezember 2022



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# DETACK

## Summary

The Company offers high-end IT security services, patented solutions and supports customers worldwide since 2001.



made  
in Germany

[www.detack.de](http://www.detack.de)



## Company profile

- Privately held, founded 2001.
- HQ: Ludwigsburg, Germany
- International Partners: Singapore, Australia, UK, Hong Kong, UAE, USA
- Expertise: High-end IT security services and solutions
- Product portfolio: Premium IT security audits, consulting
- R&D & solutions
- Certification: ISO 27001
- Activity: 70% in solutions, 30% in services
- Customers: Finance, Insurance, Industry, Transport, Health, Pharmaceutical Industry sector

## Products / Services

### Products:

EPAS is a patented solution developed by Detack GmbH and its Swiss partner Praetors AG. It is an on-premises SaaS solution for enterprise wide, automatic and regular password quality assessment and enforcement for a wide range of systems.

EPAS uses a self-developed, patented technology in order to retrieve all relevant password data from a target system and to use this information as well as bundled intelligence data and analytics algorithms to assess the resilience of passwords against attacks.

### Services:

Detack GmbH specializes in providing coverage in all aspects of IT security: 1) auditing (incl. mainframe, IoT, and industrial systems) 2) incident response 3) vulnerabilities and product security assessment.

## References and export activities

- Some of our customers/references
- Insurance companies: AXA Global (30+ countries), XL, HUK-Coburg, Equitable Holdings
- Financial services: UniCredit, Piraeus Bank, Boursorama
- Industry: Evonik, Emirates Global Aluminum (EGA)
- Business activities/partners: Singapore, USA, Australia, Hong Kong, Japan and UAE

## Target group

Target market: banking and insurance companies, state institutions, transport sector (maritime, public transport), health sector, energy.

Ideal partners: cybersecurity institutions and organizations, MSPs, system integrators; large consulting companies.

## Competitive advantages

90% to 95% of all authentication events today involve a password. A wide range of alternative authentication solutions exist, but they have failed to eliminate passwords and password-related security problems. Detack's patented solution EPAS offers an immediate and cost-effective solution to eliminate password security problems and meet regulatory requirements for authentication. EPAS is a fully automated, appliance-based solution, that performs both password quality assessments and password quality enforcement, for password and MFA-based authentication, on-premises or cloud-based.

## Ideal partner

Cooperation with institutions, clusters and other stakeholders in order to better customize our offering; to be informed about the role of IT-security in the Singaporean development.

# DETACK

## Detack GmbH

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Languages: English, German

Project:

**Geschäftsanbahnung  
Singapore**  
28. Nov. - 2. Dezember 2022



Supported by:



Project of:





## Summary

Creator of a data management platform in the field of enterprise file services with the aim to give the world back control of its data.



made  
in Germany

# YOUR KEY TO DIGITAL FREEDOM

## FACT SHEET

# DRACCOON

[www.dracoon.com](http://www.dracoon.com)

## Company profile

Every company is faced with the challenge of how to securely save, manage, and share digital data. DRACoon is the market leader in the field of Enterprise File Services in the German-speaking region, and its mission is to give the world back control of its data.

The platform has been described as “leader” by independent top analysts such as ISG. Furthermore, various certificates, seals and attestations certify DRACoon the highest security standards.

According to the principle “Privacy by Design” DRACoon contains an integrated client-side encryption. Sent and stored data are maximally protected, because the key for decryption always remains with the owner. The detailed user and rights management offers individual access rights to all stored data. Thus, authorized users retain full control.

The universal API enables the integration of external services and applications, from secure email communication to the complete modernization of the file services.

## Products / Services

Enterprise File Service

## References and export activities

- Deutsche Telekom
- Thyssenkrupp
- DATEV
- Skoda Auto Deutschland
- AOK

## Target group

Highly regulated sectors like health, finance, public, etc.

## Competitive advantages

- A highly-secure file service including sync & share
- End-to-end encryption including client-side encryption
- A GDPR-compliant solution
- The ability to send encrypted email attachments or fully encrypted emails
- The ability to set file access and user accounts to expire after a period of time
- A connection to enterprise systems already in use
- Access to all of the relevant files at any time – regardless of device, location, and time

## Ideal partner

Mid-size to large accounts, public sector, highly regulated markets, competences in managed services

# DRACoon

## DRACoon GmbH

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[www.dracocon.com](http://www.dracocon.com)

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Languages: English, German

Project:

**Geschäftsanhängung**  
Singapore  
28. Nov. - 2. Dezember 2022  
  **Zivile Sicherheitstechnologien**  

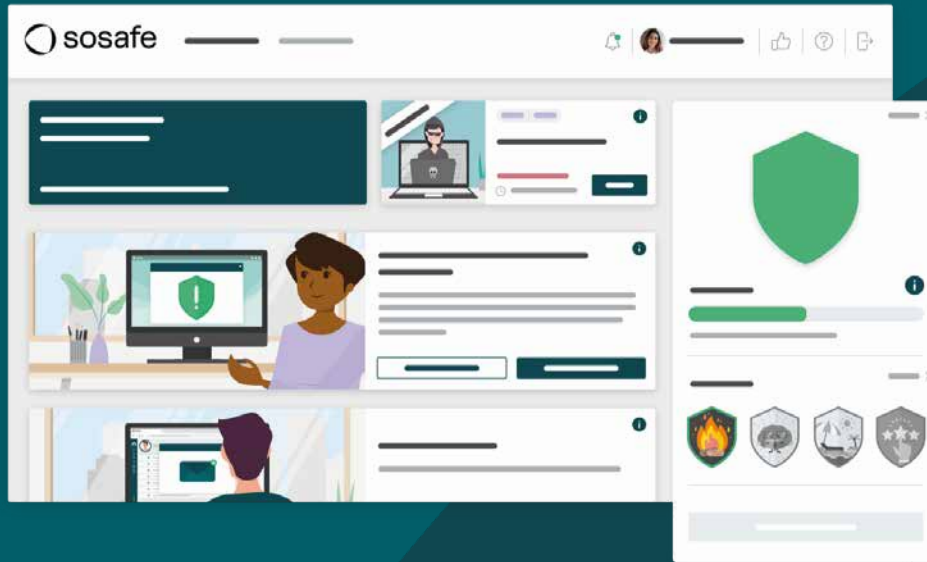

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THE LEADING NEXT-GEN SECURITY  
AWARENESS PLATFORM –

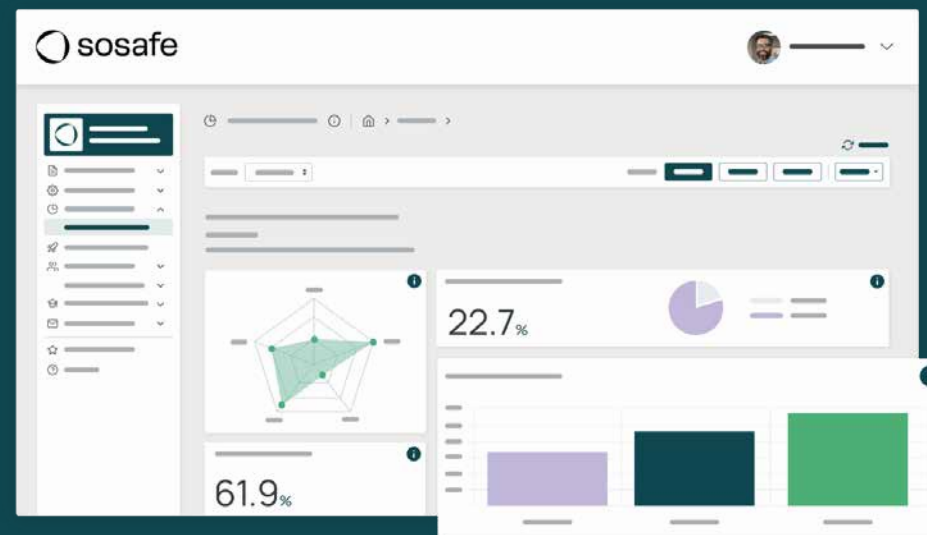
Drive secure  
behavior *at scale*

## Summary

Security awareness company  
specializing in behavioral science.



made  
in Germany



[www.sosafe-awareness.com](http://www.sosafe-awareness.com)

## Company profile

SoSafe empowers organizations to build a security culture and mitigate risk with its GDPR-compliant awareness programs.

Powered by behavioral science and smart algorithms, SoSafe delivers engaging personalized learning experiences and smart attack simulations that turn employees into active assets against online threats.

Comprehensive analytics measure ROI and tell organizations where vulnerabilities lie.

Programs are easy to deploy and scale, fostering secure behavior in every employee.

## Products / Services

The SoSafe platform decreases human layer risk by continuously creating user awareness. It's divided into 3 coordinated parts, available in 26 languages:

- TEACH – via intelligent micro-learning modules
- TRANSFER – via simulated attacks
- ACT – via an in-depth reporting dashboard

## References and export activities

1800+ customers in various sectors such as logistics, public sector, automotive, CRITIS, etc. Among them:

- Ceconomy
- Aldi
- Benteler
- Vattenfall

100+ partners, building security cultures worldwide. Some of them:

- SoftwareONE
- Dekra
- Himmer Cybertech
- Athena Dynamics

## Target group

Corporate and enterprise-sized organisations looking to build or reinforce their human firewall. The platform is GDPR complaint, which makes it suitable for the legislation-cautious public sector as well.

## Competitive advantages

- Behavioral science-based learning modules and materials
- Powerful analytics for understanding where vulnerabilities lie
- Fast, hands-off implementation

## Ideal partner

SoSafe's partner program is flexible and caters to a wide range of partner profiles. We support resellers, referral partners, and managed service providers.



### SoSafe GmbH

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Languages: English, German

Project:

**Geschäftsanhängung**  
Singapore  
28. Nov. - 2. Dezember 2022



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# TASSTA

# TASSTA



## Summary

Development of professional applications for communication over broadband networks providing an innovative Push-to-Talk (PTT) solution.



made  
in Germany

## UNLIMITED FEATURES FOR EVERYONE

[www.tassta.com](http://www.tassta.com)



## Company profile

TASSTA is a software development company providing Mission Critical PTT solutions -MCPTT.

TASSTA is an ALL-IN-ONE Mission Critical Solution that meets all requirements for professional communication, organization and security. TASSTA applications run over IP networks (2G/3G/4G/Wi-Fi) on smartphones and tablets powered by iOS or Android, and on Microsoft Windows desktop PCs. TASSTA's applications meet all the security demands of Apple and Google and are available at the Play Store and App Store.

## References and export activities

- Indonesian Police
- Singapore Ministry of Defence
- Thailand King Chulalongkorn Hospital
- Neste Oil
- Veolia
- Singtel Push-To-Talk application partner

## Target group

- Government Agencies (Police, Army, Airports, Ports)
- System Integrators
- Telecom Operators
- Infrastructures (Transportation)
- Oil & Gas

## Products / Services

TASSTA's system consists of different types of components:

- T.LION (Server)
- T.COMMANDER (configuration tool)
- T.RECORDER (for secure recording and replay)
- T.FLEX (PTT, Messaging, Status Messages, Voice • Recording, and GPS Location Management)
- T.RODON (Command and Control center desktop solution)
- T.BRIDGE (integration of radio networks)

## Competitive advantages

TASSTA Solution complies with security standards (T.Flex is FirstNet USA certified) and alarming / emergency standards (T.Flex LWP feature passed the German DGUV Test and received the GS certification that is recognized worldwide and similar to British BS 8484).

## Ideal partner

TASSTA (Asia) has been successful in several projects in Singapore, Indonesia and Thailand. And now we will continue to increase our presence in Singapore, especially in the target group above.



# TASSTA

**TASSTA GmbH**

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**www.tassta.com**

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Languages: English, Malaysian, Chinese

Project:

**Geschäftsanhörung**  
Singapore  
28. Nov. - 2. Dezember 2022



Supported by:



Project of:





# TESCON AG

Sicherheitssysteme

## Summary

Provider of bollards, roadblocks and physical perimeter security.



made  
in Germany

[www.tescon-security.de](http://www.tescon-security.de)

## Company profile

TESCON Sicherheitssysteme AG is a specialized manufacturer for High Security Physical Perimeter Security Products such as Bollards (Automatic, Fixed, removable etc.) Roadblocker, Tyre-Killer, Barriers, Sliding gates and customized products. Our vast experience in manufacturing Anti-Terror equipment has made TESCON a good address for all that are seeking for a secure environment. Companies with the highest threat levels, the Oil+Gas industry, governments as well as VIPs rely on our expertise and our quality products. All TESCON products are designed to stop Hostile Vehicles /Terrorists Attacks and are tested according to PAS68 and IWA 14-1standards. TESCON products - Made In Germany - at our factory in Salzgitter, are installed worldwide at High Security Sites. A global network of dedicated partners ensures premium service in many countries all over the world. We are looking forward to assist you at your security projects as well.

## Products / Services

Our products:

ANTI-TERROR bollards, Wedge barriers, Tyre killer, Blocking beams, Anti-Ram gates, Anti-Ram barriers, Vehicle barriers, Fence systems, Lowering gates, Turnstiles, Under Vehicle Scanners

TESCON offers a full single-source service consisting of: carrying-out security analyses, Site surveys, Development of tailor-made security concepts, detailed drawings, supply of the specified product(s), installation and commissioning, product training for customers' staff, maintenance and after-sales-service, supply of spare parts

## References and export activities

TESCON is exporting to Europe, GCC + APAC countries and South America.

## Target group

For objects with highest security requirements  
Embassies, Military facilities, Oil and gas industry, Public places, Nuclear plants, Pedestrian areas, Hotels, Airports, Energy providers, Data centres, Sports facilities

## Competitive advantages

- Customized Design
- Customized products
- Engineering of solutions
- Detailed site layout drawings including foundations and service ducts etc.
- Supervisor service available
- More than 20 years experience

## Ideal partner

- Installers and system integrators
- Construction companies
- Landscaping + gardening companies
- Architects, Planners, Consultants

# TESCON AG

## Sicherheitssysteme

### Tescon Sicherheitssysteme AG

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Languages: English, German

Project:

**Geschäftsanhängung**

Singapore

28. Nov.-  
2. Dezember

**2022**

**Zivile  
Sicherheitstechnologien**

Supported by:



Bundesministerium  
für Wirtschaft  
und Klimaschutz



MITTELSTAND  
**GLOBAL**  
FOREIGN MARKET  
ENTRY PROGRAMME

Project of:



**SBS**

systems for business solutions







**Singaporean-German Chamber  
of Industry and Commerce**  
Deutsch-Singapurische  
Industrie- und Handelskammer

The Singaporean-German Chamber of Industry and Commerce (SGC) was established in 2004 with the tasks of promoting bilateral Germany-Singapore trade, advising German and Singaporean companies on investment and market opportunities in Singapore and Germany respectively, and assisting these companies in developing international business contacts. The focus for the SGC are small and medium-sized enterprises. On behalf of the German Federal Ministry for Economic Affairs and Climate Action as well as the German government, the German Chambers carry out important tasks, in close cooperation with state institutions such as the embassies.

SGC is part of a network of 140 offices of German bilateral Chambers of Industry and Commerce abroad in 92 countries and today, it is one of the largest national Business Chambers in Singapore with a membership of more than 600 representatives from a variety of industries from Germany and Singapore.

Being well-connected, SGC offers a wide range of services to support German businesses with their market entry into Singapore. These include the search for business partners, organizing physical and virtual business missions and business trips, HR services and providing market analysis in many areas such as Energy Efficiency, education, Industry 4.0, finance, research, and many more.



**SBS systems for business solutions** is a 1999 established private consulting agency, with two decades of experience in the planning, development and implementation of international projects. Moreover, the company offers services such as workshops, events, individually organized B2B meetings, individual strategies for market entries, and assistance in coordinating international teams for the German-speaking and Italian markets.

Since 2006, SBS has been organizing more than 200 internationalization projects from delegation trips abroad to big virtual conferences on behalf of several German ministries and other foreign governmental institutions.

In addition, SBS has been honoured by the Italian Ministry of Economic Development with the title of “Temporary Export Manager”. A highly-skilled team of project managers with multinational backgrounds, based in Berlin and Rome, is sensitized to the topic of cultural differences and therefore knows how to approach difficult cultural issues. SBS applies cross-cultural thinking and designs custom-made solutions that overcome intercultural borders to find the right partners for their clients. Thanks to a strong partner network and more than 1000 German and international clients, SBS can facilitate a successful market entry in the most emerging and attractive markets worldwide.

## *In collaboration with:*



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[sbsbusiness.eu](http://sbsbusiness.eu)  
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[LinkedIn](#)



# Business success through cross-culture thinking

[www.ixpos.de/markterschliessung](http://www.ixpos.de/markterschliessung)

[www.bmwk.de](http://www.bmwk.de)

[www.sbsbusiness.eu](http://www.sbsbusiness.eu)

[www.germantech.org](http://www.germantech.org)

