Israeli-German Cooperation - Civil Security Technologies
Profiles of German Participants

Pictures: Pixabay

Online
06.-08.05.2025

German companies searching for Israeli business partners

Organizer:

DREBERIS
INTERNATIONAL STRATEGY CONSULTANTS

BDO The Gate to Business

On behalf of:

Federal Ministry
for Economic Affairs
and Climate Action

Message of greeting from the Federal Ministry for Economic Affairs and Climate Action

Dear Participants,

A warm welcome to all delegates on the German-Israel business match-making mission from 6 May to 8 May 2025.

Israel is a very important partner country for Germany, also regarding the security technology needs. As the country with the highest standard of living in the Middle East, Israel has high export potential for German companies.

Israel generally has a strong economy and a thriving technology sector, providing a favorable environment for the growth of the security industry. Known as a "Startup Nation," Israel boasts a vibrant ecosystem of technology startups, many of which focus on developing cutting-edge security technologies. This entrepreneurial spirit and technological innovation contribute to the overall growth and competitiveness of the security market in Israel.

The Israeli security market has experienced significant growth in recent years, driven by various factors such as increasing customer preference for advanced security solutions, emerging market trends, specific local conditions, and underlying macroeconomic factors. There is currently demand for innovative technologies and services for a wide range of digital and analogue solutions, which opens up market opportunities for German SMEs, among others.

This trade mission event aims to help further strengthen economic relations between our two countries.

This digital business mission is aimed at German companies from the civil security sector with a focus on civil technologies and services that are planning to enter the Israel market or want to extend their business activities in both target markets in general.

The German Federal Ministry for Economic Affairs and Climate Action is supporting and co-financing this digital trade mission to Israel to foster the activities of German companies from the civil security sector. The trip forms part of the ministry's Market Entry Programme for SMEs abroad. It is being prepared and organised by DREBERIS GmbH.

The "trade mission" module provides German SMEs from the civil security technologies and services industries with the chance to obtain information, detailed insights and business contacts to help them develop the local market in Israel. It will support companies as they meet with local firms to initiate new business relationships. The group programme also includes the opportunity to pitch German civil security technologies to domestic companies, authorities and agencies. In addition, participants of the mission will have individual B2B meetings with potential business partners to expand and explore possibilities of doing business in Israel, enabling them to undertake a thorough market analysis.

We wish all participants from Germany and Israel on this business match-making mission every success.

**Federal Ministry
for Economic Affairs
and Climate Action**

**Your
Federal Ministry for Economic Affairs and Climate Action (BMWK)**

Project overview

ISRAELI-GERMAN COOPERATION IN THE AREA OF
CIVIL SECURITY TECHNOLOGIES
6-8 May 2025, online

- Meet **potential business partners** and learn about innovative solutions
- **Present Israeli advancements** in civil security
- Discuss the **latest trends in the sector**

Contact us to participate!

Anat Bernstein-Reich
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Our Partners are:

From the **6th to 8th of May 2025,** DREBERIS GmbH and BDO Israel are conducting **a digital Business Trade Mission in the area of 'Civil Security Technologies and Services' to Israel,** on behalf of the German Federal Ministry of Economic Affairs and Climate Action. A total of eight German companies from the sector will take part in the digital three-day programme in order to explore joint cooperation potential and initiate business relationships with Israeli partners.

We cordially invite Israeli industry experts, representatives of leading companies and institutions cooperating with the Civil Security sector to collaborate and/or participate in individual points of the program.

There are the following possibilities to participate in the program:

- 07.05.2025, online: **Digital Conference on Israeli-German Cooperation in the area of Civil Security Technologies and Services**
  Opportunity to participate in the conference and individual B2B meetings

- 08.05.2025, online: **Israeli-German Networking Event**
  Opportunity to participate in individual B2B meetings and networking

Below, the eight German companies briefly present their portfolios and potentials for Israeli-German partnership.

We look forward to your participation!

For more information please reach out to your contact person:

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inventied GmbH

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inventied pioneers modular disaster-response tech, crafting Federal Agency for Technical Relief - certified systems like the Vario-Load series – rapid-deployment truck carriers that slash rescue prep time – and the portable easyToilet, an inflatable, water-free sanitation solution. Born from engineers with frontline THW experience, our innovations merge ergonomic design, sustainability, and life-saving efficiency. Discover how we are redefining emergency logistics.

Looking for partners in

- Fire brigades
- Disaster relief organizations
- Military
- Civil protection organizations

Products and Services

- Modular rapid-deployment truck carrier *for search & rescue missions* or *for flood defense and long-distance pumping*
- Inflatable, water-free toilet solution
- Mobile stretcher for terrorism situations
- Adapter with which you can assemble a tripod from commercially available props

Competitive Advantages/USP

- Unique solutions that you won't find anywhere else
- Quality made in Germany
- Field tested from the Federal Agency for Technical Relief (THW)

References and export activities

- German Federal Agency for Technical Relief
- Various fire departments in Germany
- Special police forces

Ideal business partner

- Fire brigades
- Disaster relief organizations
- Military
- Civil protection organizations
- Dealers who participate in government tenders

Picture: Inventied

KÖTTER Security

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KÖTTER Security, part of the KÖTTER Group, offers comprehensive security services, including personnel, technology, and consulting. As Germany's largest family-managed security services provider, the company operates over 90 branches, employs around 16,000 people, and generated revenues of €722 million in 2024.

Looking for partners in

- Corporate Clients: Businesses seeking comprehensive security solutions for their premises and employees.
- Public Sector: Government institutions and public facilities requiring robust security measures.
- Healthcare Facilities: Hospitals and clinics needing specialized security to protect patients, staff, and sensitive information.
- Critical Infrastructure (KRITIS): Operators of essential services such as energy, water, transportation, and IT, requiring high resilience and protection against various threats12.
- Industrial and Manufacturing: Factories and industrial sites requiring protection for their assets and workforce.

Products and Services

- Personnel Security: Includes on-site security guards, mobile patrols, and event security.
- Security Technology: Installation and maintenance of alarm systems, video surveillance, access control systems, drones and security robots
- Consulting Services: Risk assessments, security audits, and customized security plans.
- Cyber Security: Protection against cyber threats, including IT security consulting and managed security services.
- Emergency and Crisis Management: 24/7 emergency response, crisis management, and business continuity planning

Competitive Advantages/USP

- Comprehensive Service Portfolio: KÖTTER offers a wide range of security services, including personnel, technology, consulting, and cyber security, providing a one-stop solution for clients.
- Family-Managed Business: As the largest family-managed security provider in Germany, KÖTTER emphasizes personalized service and long-term client relationships.
- Innovation and Technology: KÖTTER invests in advanced security technologies and digital solutions, enhancing their service efficiency and effectiveness.
- Strong Market Position: With over 90 branches and a significant presence in critical infrastructure sectors, KÖTTER has a robust market position.
- Experienced Workforce: Employing around 16,000 people, KÖTTER has a highly trained and experienced workforce, ensuring high-quality service delivery.

References and export activities

Due to security or confidentiality agreements, references cannot be provided. In general, KÖTTER Security operates in all sectors, serving a majority of DAX companies, as well as critical infrastructure enterprises and government agencies.

Ideal business partner

- Perimeter Security
- Drone Surveillance
- First Responder Technologies
- Critical Infrastructure Protection
- Drone Defense
- Mobile Video Surveillance

Picture: Kötter Security

ndaal GmbH & Co. KG

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„We care for meta-data" because what you see is not what you have. In a today's world full of cloud service providers keeping data and information private is a tough competition and many organizations don't realise how to protect sensitive information in a multi-cloud based IT-environment.
We help to clean your code and keep information available to the ones who need to know.
With our AI driven analysis and automation solutions, we help organisations to identify threads and limit the attack vectors either versus ransomware attacks or versus sensitive data loss or breaches, while keeping up reliability even in struggling scenarios.

Looking for partners in

- Critical Infrastructure as defined in ECI any sector
- Start-Ups
- Service organisations

Products and Services

- Meta data analysis and cleaning
- Automation with Infrastructure as Code
- Evidence based assessments for system hardening

Competitive Advantages/USP

- AI expertice
- Deep Information Security Knowledge
- Open Source based

References and export activities

Ideal business partner

RedMimicry GmbH

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RedMimicry is a semi-automated solution for emulating cyberattacks. It enables companies to test cyber defense measures against realistic scenarios that mimic current threats. The RedMimicry solution offers a variety of scenarios, ranging from malware to targeted attacks, based on the latest tactics and techniques.

Looking for partners in

- Cyber-Security Consulting
- Software Distribution / Resellers

Products and Services

- RedMimicry Breach and Attack Emulation Platform
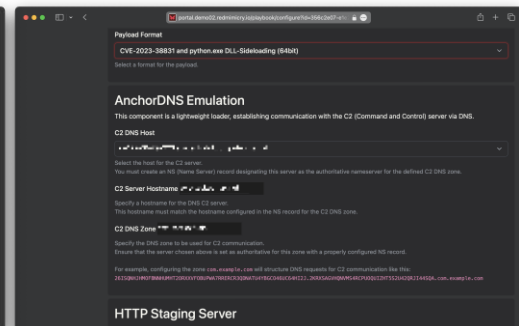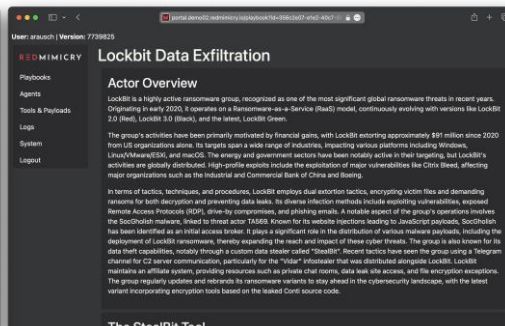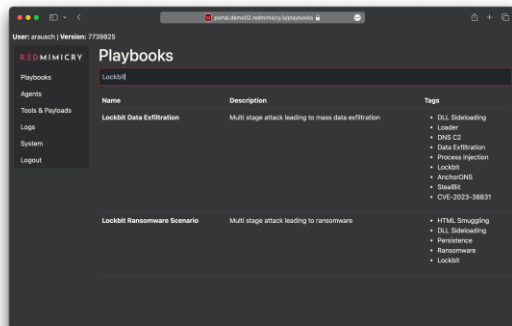
Competitive Advantages/USP

- Realistic emulation of attack chains
- Emulation of endpoint and network telemetry
- Tests security processes and solutions
- On-premises for maximum data security

References and export activities

- Several consultancies are already using RedMimicry für attack emulation, such as: DCSO Deutsche Cyber-Sicherheitsorganisation GmbH, MindBytes GmbH, intcube GmbH.

Ideal business partner

- Security-consultancies that serve business clients
- Business clients that want to test their own cyber security
- Distributors and resellers in the cyber security realm

Picture: RedMimicry

SEARCH GUARD

Search Guard / floragunn GmbH

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Search Guard, developed by floragunn GmbH, is a leading security and alerting solution for Elasticsearch and OpenSearch. It provides enterprise-grade encryption, authentication, and access control to protect sensitive data. Designed for industries with high-security demands, Search Guard provides technical controls to meet regulations like Israel's PPL & Amendment No.13 (2024), GDPR and HIPAA while enhancing data security and monitoring capabilities.

Looking for partners in

- Banks & Insurance companies, Telecommunications
- Network providers/Cloud providers
- Universities
- Aerospace, Security and healthcare services

Products and Services

- **Access Control & Authentication:** Role-based access control, multi-tenancy, LDAP, SAML, Kerberos, and OIDC integration.

- **Data Encryption & TLS Security:** Encrypts data in transit and at rest, with fine-grained TLS settings.

- **Audit Logging & Compliance:** Ensures security compliance by logging user activities and system changes.

- **Index Management & Alerting:** Enables efficient data lifecycle management and automated alerting mechanisms.

- **Anomaly Detection & Threat Intelligence:** Detects and prevents security threats within search environments.

Competitive Advantages

- **Cost-Effective Alternative to Elastic's Security Features:** Delivers more functionality at a lower cost than Elastic's paid security solutions.

- **Seamless OpenSearch & Elasticsearch Integration:** Provides enterprise-grade security without vendor lock-in.

- **High Customization & Flexibility:** Supports a wide range of authentication providers and security policies.

- **Proven Compliance & Security Standards:** Helps meet regulations such as Israel's PPL & Amendment NO.13 (2024), GDPR, HIPAA, and ISO 27001.

References and export activities

- **Trusted by Enterprises Worldwide:** Used by Fortune 500 companies, financial institutions, and government agencies.
- **Strong Presence in Regulated Industries:** Implemented in banking, insurance, healthcare, and telecommunications.

Ideal business partner

- IT Security– Data protection and compliance specialists.
- Government & Defense – Agencies handling classified data.
- Financial Institutions –requiring compliance-ready security.
- Telecom – Secure data traffic & logs.
- Aerospace & Defense Contractors – High-security & compliance needs.

SEARCH GUARD

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Picture: floragunn GmbH

VuWall Technology Europe GmbH

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VuWall develops IP solutions to easily manage visual information on video walls and displays throughout facilities. Their state-of-the-art interoperable ecosystem of video wall controllers, encoders, and decoders is managed by their unique TRx Centralized Management Platform.

Looking for partners in

- Control rooms in general
- Security and surveillance
- Government and defense
- Transportation and traffic management

Products and Services

- TRx Management Software
- PAK and VuScape videowall processors
- VuStream Encoders and Decoders
- ControlVu Touch Panel and Application Server
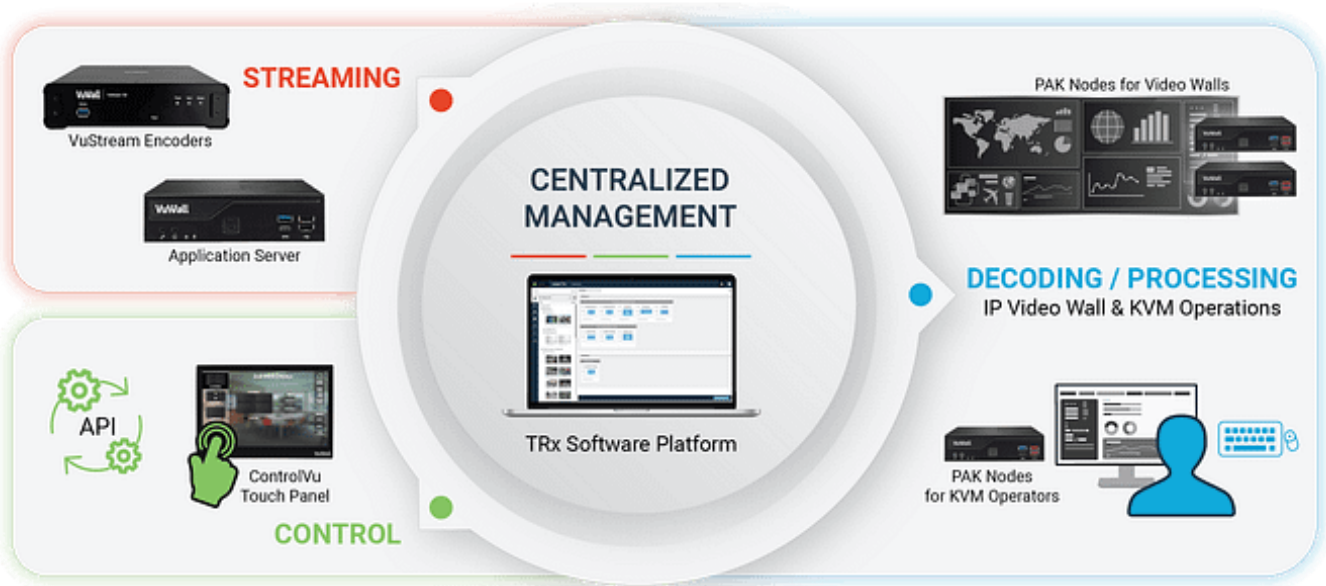
Competitive Advantages

- Unified Platform for Video Walls & AV Distribution
- Scalable & Modular System & KVM integration
- High Interoperability & Vendor-Agnostic Approach
- Secure & Reliable Operations

References and export activities

- Several airports throughout the world
- Energy Utilities (Water, Gas, Oil)
- Transportation and traffic management
- Industrial, production facilities, mining

Ideal business partner

- System integrators
- System and project consultants
- AV Distributors
- Products end users

Picture: VuWall Technology Europe

WISAG Security & Safety Consulting GmbH & Co. KG

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WISAG is a leading German service provider offering solutions in facility management, industrial services, and aviation. With over 50,000 employees, it operates across Europe, focusing on sustainability, innovation, and high security standards. WISAG provides customized services, combining advanced technology with certified processes and skilled personnel.

Looking for partners in

- In principle, we can envision a cooperation with private and public partners. A prerequisite is, among other things, the approval and lawful business operations of the potential partners.

Products and Services

- Security services, property protection, patrol services
- Reception-/ Welcome Desk Services
- Security technology: video surveillance systems, access control systems, burglar alarm systems, visitor and external company management systems, drone management, robotics
- Consulting (Security & Safety)

Competitive Advantages

- Certified Security Processes
- Innovative Security Technologies
- Proven Expertise in Critical Infrastructure
- Tailored Security Solutions
- Highly Trained Personnel
- Focus on Prevention and Crisis Management

References and export activities

- Will be provided after customer approval

Ideal business partner

- Investors
- Owners
- Project Developers
- Management Companies

Picture: WISAG