



CO-FOUNDER NEEDED

Detect more cyberattacks by collaborating — without sharing any data

PITU

THE PROBLEM

Every day, new attacks hit organisations, and the intelligence to stop them stays locked inside each one. Defenders are isolated; attackers are coordinated. Sharing data across organisations would fix this, but it violates GDPR and NIS2. The obvious fix is illegal.

OUR SOLUTION

PITU enables organisations to collaborate on threat detection without sharing any sensitive data. When one client is targeted by a new attack, the service learns about it and helps other clients defend themselves. No client data is ever shared with the service. All data is encrypted and can only be read by clients.

PATENT STATUS

No patents filed. We rely on unique highly specialized knowledge of the solution, the complexity of deploying it in the real world and first-mover positioning in privacy preserving collaborative attack detection..

FINANCIAL OVERVIEW

Revenue model: Software-as-a-Service with monthly subscription, targeting 100,000+ EU organisations now required to strengthen cybersecurity under NIS2. Beach head market in small and medium-sized enterprises in Denmark, scaling to larger EU businesses.

MILESTONES

Achieved: Functional prototype built and benchmarked at IT University of Copenhagen.

Next: Developing scalable production-grade service for real-world deployment, including integration with network monitoring tools already used by potential client. First paid pilots with Nordic organisations.

TARGET MARKET & CUSTOMERS

Small and medium-sized enterprises, banks, hospitals, and government agencies — all facing rising cyberattacks and NIS2 mandatory compliance requirements. Over 100,000 EU organisations in scope.

CO-FOUNDER PROFILE WE ARE LOOKING FOR

Preferred qualifications

- Commercial or business development experience in B2B SaaS or cybersecurity
- Experience bringing a technical product to market
- Nice to have: grant writing or EU funding experience

Personal fit

- Comfortable bridging deep technical innovation and business value. Driven by both mission (privacy, cybersecurity) and commercial opportunity.

TASKS & RESPONSIBILITIES (FIRST 3 MONTHS)

- Identify and engage first pilot customers in Nordic financial and public sectors
- Lead customer discovery interviews
- Develop pricing model and commercial terms
- Define go-to-market strategy for NIS2-driven demand

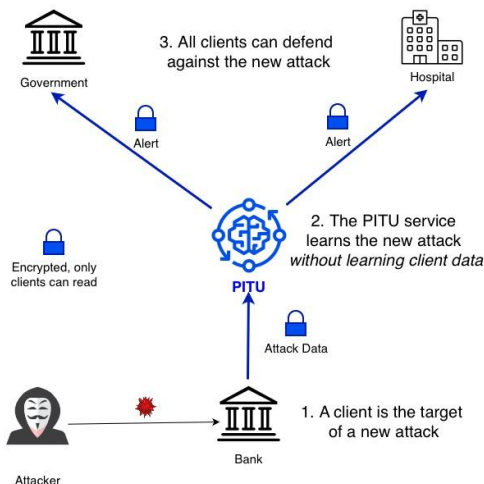
ACADEMIC & ENTREPRENEURIAL BACKGROUND OF CURRENT CO-FOUNDERS

Bernardo David, Associate Professor, IT University of Copenhagen. <https://www.bmdavid.com>

Ricardo Maia, Postdoctoral Researcher, IT University of Copenhagen. <https://ricardojmmaia.github.io>

PHYSICAL ADDRESS

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ABOUT OPEN ENTREPRENEURSHIP

Open Entrepreneurship is a collaboration between all Danish universities aiming to create more research-based startups.

www.open-entrepreneurship.com