Inspirational Success Stories and Personal Interview with JTSEC

JTSEC is a cybersecurity company providing consulting and evaluation services under different evaluation methodologies such as LINCE, Common Criteria, FIPS 140-2 or PCI-PTS. Our company is made up of a team of recognized professionals in the IT security sector, experienced in Cybersecurity Certification with worldwide top tech companies. Beyond standardization, jtsec team is well known for its technical expertise in hacking and pen-testing disciplines.

Main objectives

The main goal is to be an internationally recognized cybersecurity laboratory due to its innovative and disruptive methods in cybersecurity certification. Commitment to our customers, technical excellence and the reduction of time to market are the key principles in our business philosophy.

Short Interview with Javier and José from JTSEC team.

#1 How did you get the initial idea to launch a startup?

Javier and me, both founders of jtsec, met each other while we were studying computer engineering at the University of Granada.

After several years working together in Madrid in the cybersecurity field; the idea of creating a new project with our philosophy and way of thinking was growing up slowly.

Building up a company in our hometown, Granada, was also a key factor to encourage ourselves to initiate this adventure.

After three years, we have seen how jtsec has grown up and now is formed by a fantastic team of top-notch cybersecurity experts that support worldwide companies to meet their cybersecurity objectives from our fancy office in Granada. This is a dream come true.

#2 How and where did you look for the funding?

Well... we started as all the start-ups looking for funding in the so-called 3 F's: "fools, friends and family". From the beginning we were able to make jtsec a profitable company and we reinvested all the benefits for the growth of jtsec. It has not been necessary to look for additional funds or partners/investors or financial debts.

We considered entering in a startup accelerator program for cybersecurity companies in Spain, but we were not selected, and we continued with the initial plan, keep going by ourselves.

A business strategy that has always worked for us has been to collaborate with other partners, sharing resources, knowledge and projects. Thus, we are working in more than 20 countries, maintaining an international expansion perspective.

#3 What other types of support do you think is needed?

First of all, the support of your family is necessary. Creating a startup is a challenging path, an emotional support is needed to succeed in the process. Having a close communication with your partner is also key for the success; there are difficult moments and you need to be strong and together.

Starting up is not only about a good idea. In our case, our advantage is a very strong know-how and technical cybersecurity background, not a groundbreaking idea or product. The deep knowledge of the sector allowed us to adjust our services and provide effective solutions for our clients.

Financial stability is, as well, quite important. It is always advisable to keep good relations with business angels, banks, public and private entities...

Respect for the competitors is also a good practice. We strongly believe in a framework of partnership and sharing good practices with companies in the sector. Our worldwide expansion is based on alliance with potential competitors that have become our partners.

For example, Concordia offers us the possibility to connect with many other startups and allows to achieve more visibility and networking.

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