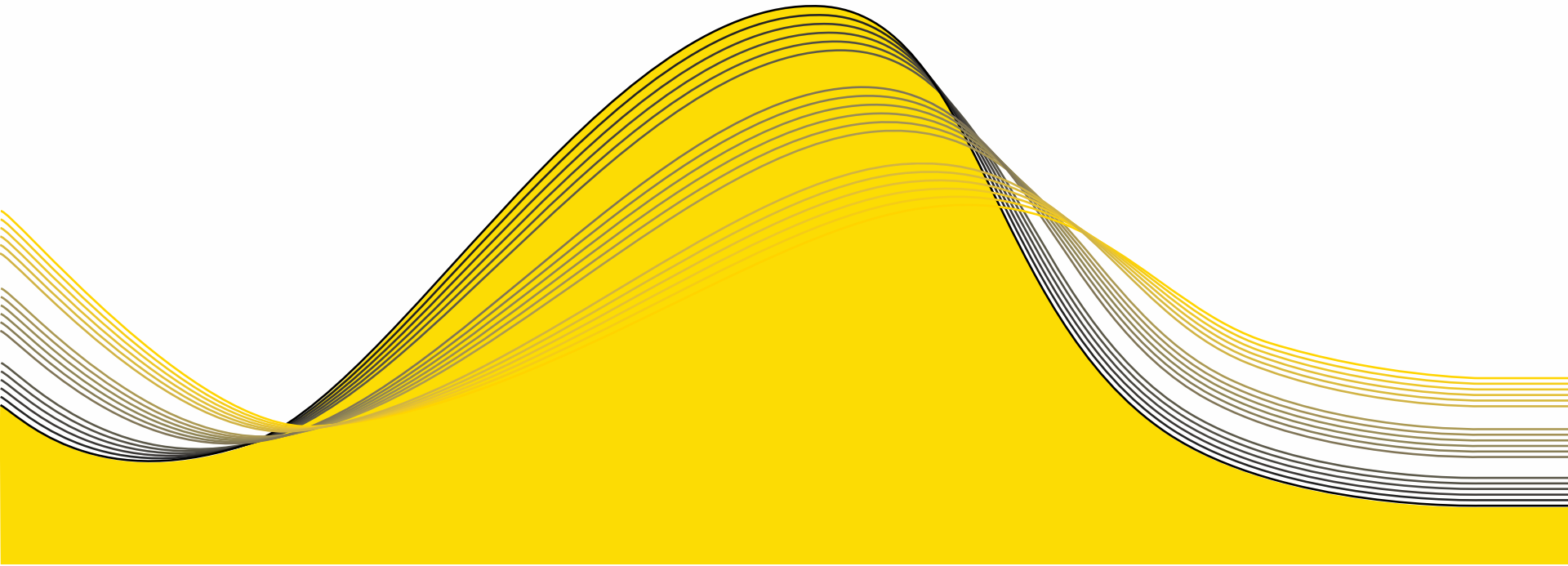


# DITSS

Dutch Institute for  
**Technology**  
**Safety &**  
**Security**

Resolve **safety** and **security** issues  
by **encouraging** and **facilitating**  
social and technological **innovation**



# DITSS Goals



▶ **Stimulate** economic activities in the sector of safety and security

▶ **Facilitate** innovation

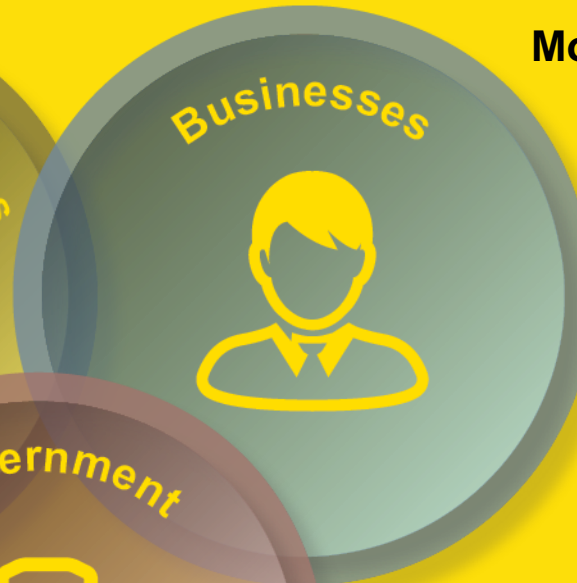
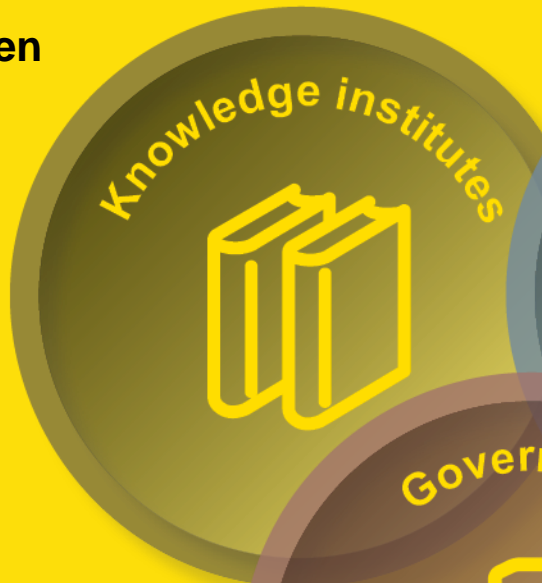
▶ **Increase** development and knowledge

▶ **Contribute** to a safe and sound society

# DITSS Triple Helix partnership



**TU Eindhoven**  
**Tilburg University**  
**Avans**  
**Fontys**  
**NHTV**



**More than  
30 companies**



**City of Eindhoven**  
**City of Tilburg**  
**Province Noord Brabant**

# DITSS Focus areas



**Fight  
against  
crime**



**Save  
events and  
nightlife**



**Information  
and cyber  
security**



**Social  
security**

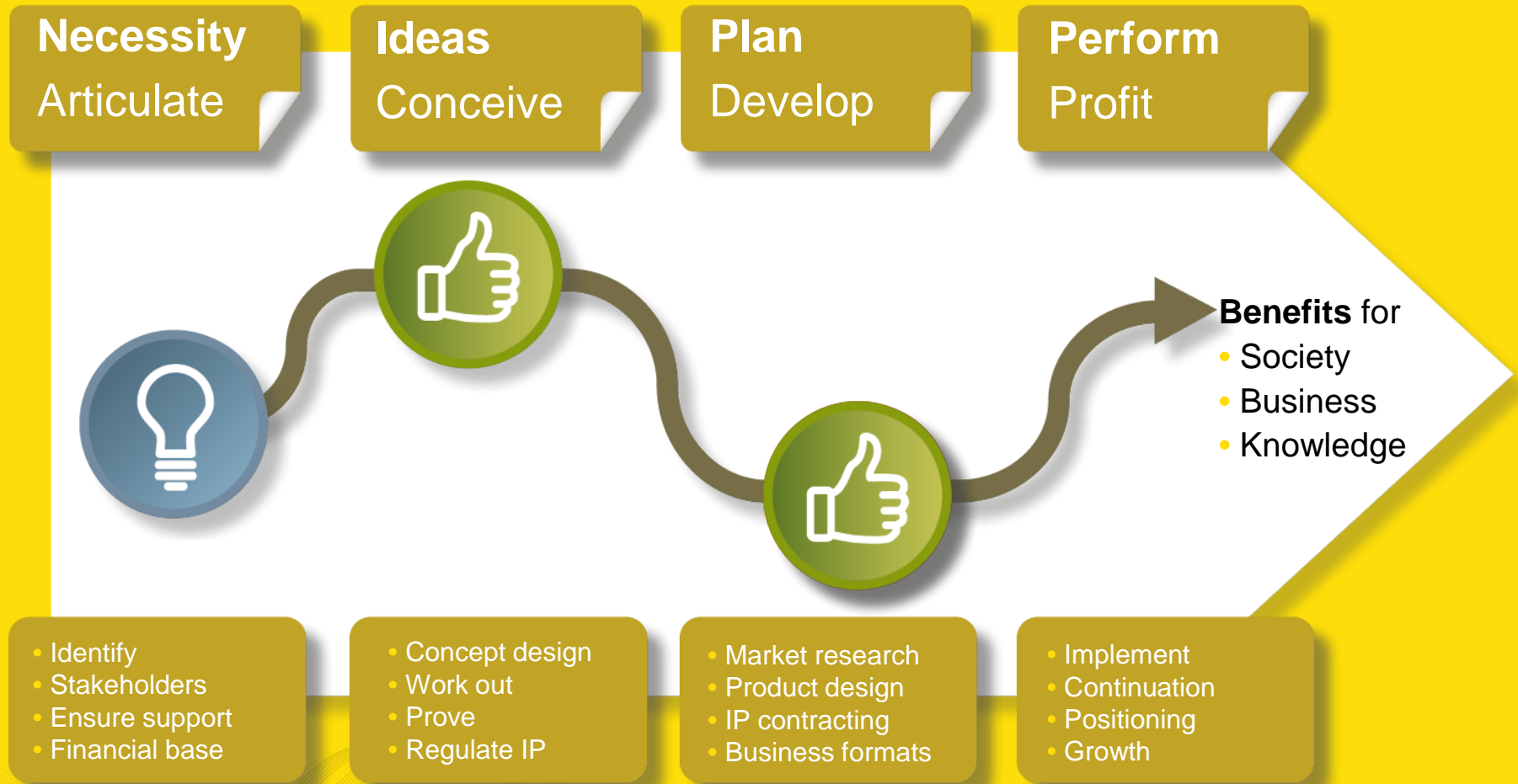


**Physical  
safety**

# Support the innovators



# DITSS Support model



# DITSS Approach



1

**Bringing together talents**  
with knowledge, skills and  
experience

- Safety & Security atelier
- Knowledge mobilization
- Awareness and sensing

2

Solutions build with **fresh ideas**  
into **innovative processes**

- Fieldlabs
- Living Labs
- Certification

3

**Market Preparing** for  
commissioning of the **solutions**

- Business modelling
- Networking and lobbying
- Communication planning

**Benefits for**

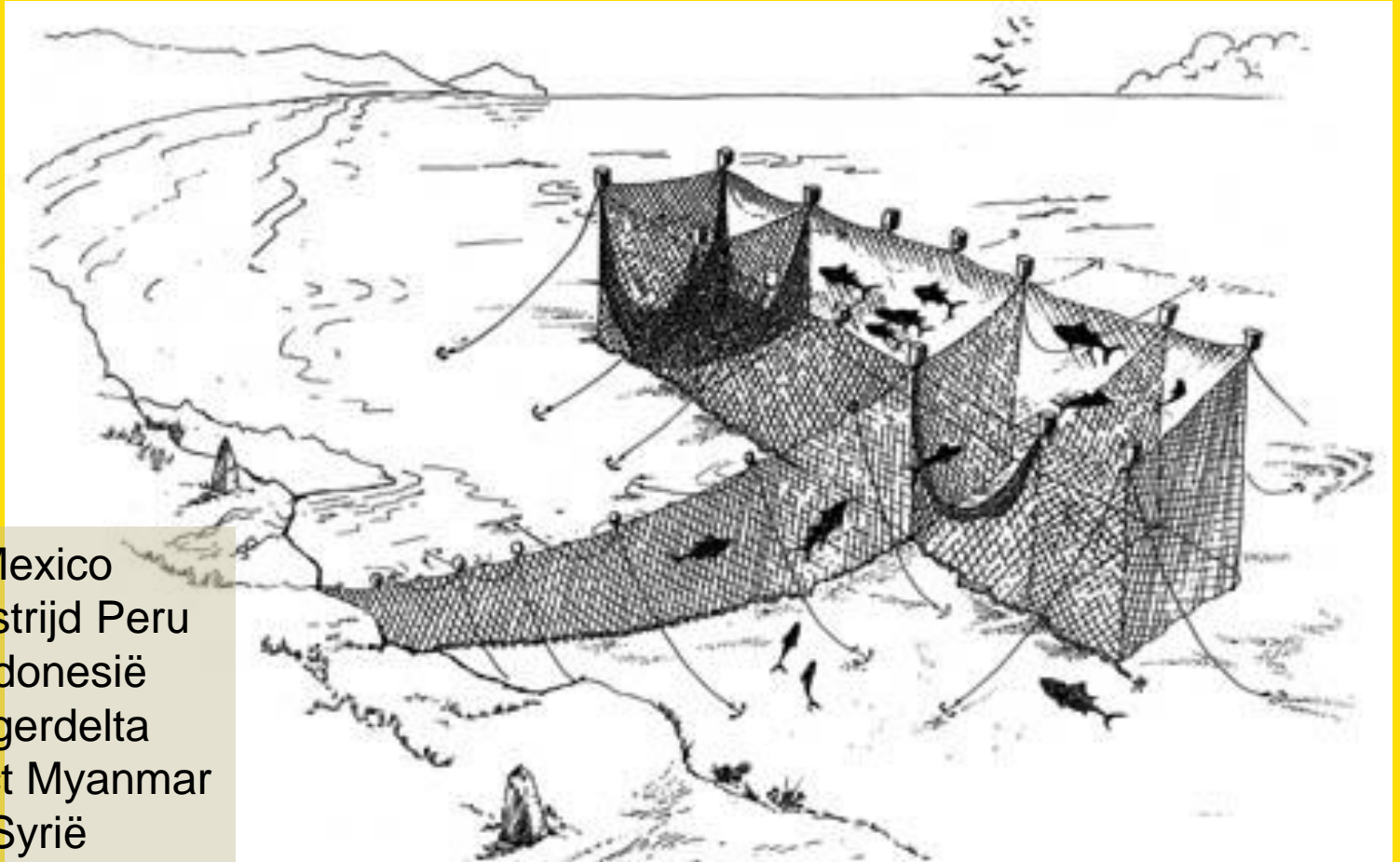
- Society
- Business
- Knowledge

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Security**



# Your challenge

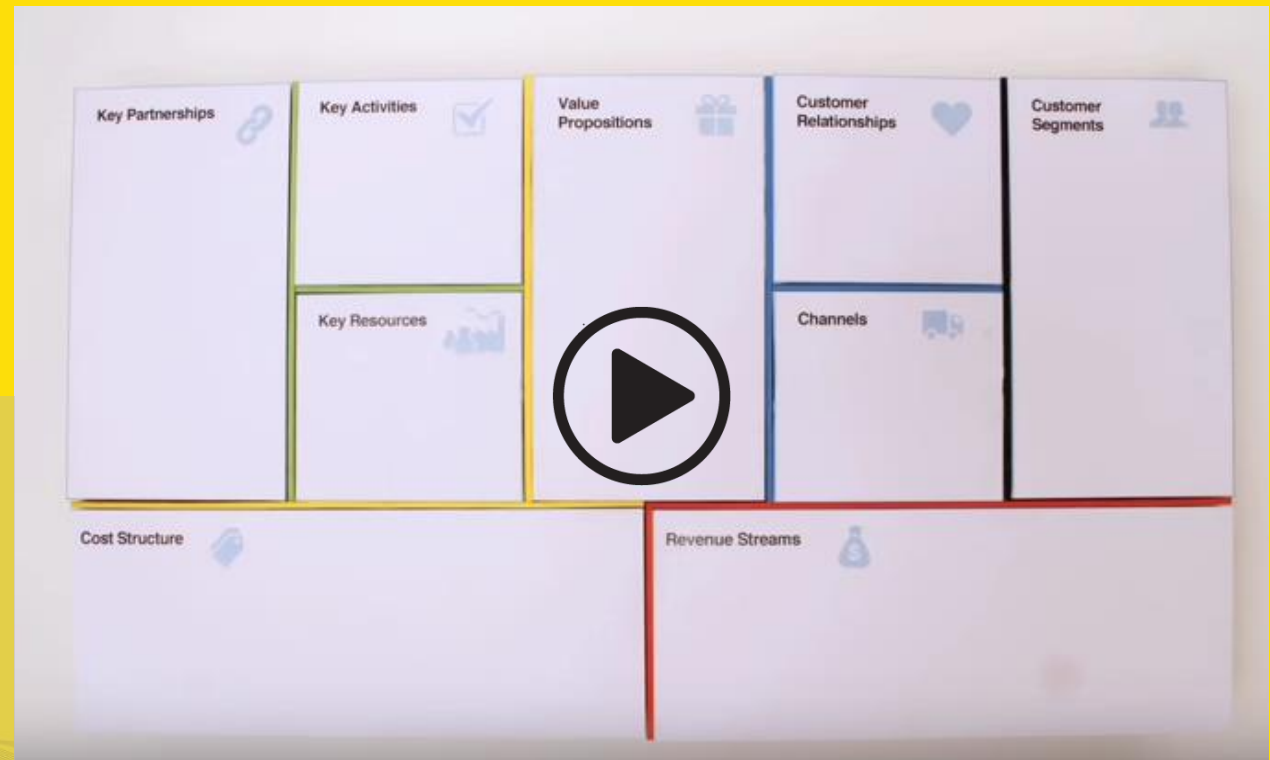


Drugsoorlog Mexico  
Groeperingenstrijd Peru  
Ontbossing Indonesië  
Olieconflict Nigerdelta  
Etnisch conflict Myanmar  
Burgeroorlog Syrië

# Setup a Bussines Canvas Model



Drugsoorlog Mexico  
Groeperingenstrijd Peru  
Ontbossing Indonesië  
Olieconflict Nigerdelta  
Etnisch conflict Myanmar  
Burgeroorlog Syrië



# Afsluiting vorig college



## Huiswerk:

1. Maak een goede stakeholderanalyse, niet alleen wie maar vooral **hoe** de stakeholder **denkt** en **waarom**. Neem deze mee naar het volgende werkcollege (1 A-4);
2. Wat zijn nu de **voordelen** van het land/ de regio (dus even weg van het probleem); Stel de vraag: ik wil in dat land wonen omdat: ..... (1 A-4).
3. Lees artikel: Jan Jonker, New Business Models, 2012 artikel vind je op BB.

## Volgende keer:

Valuecase, werken met het Canvas Businessmodel (DITTS) – de heer Jan Otten

# Now start to build



## Make online a Business Model Canvas

Drugsoorlog Mexico  
Groeperingenstrijd Peru  
Ontbossing Indonesië  
Olieconflict Nigerdelta  
Etnisch conflict Myanmar  
Burgeroorlog Syrië

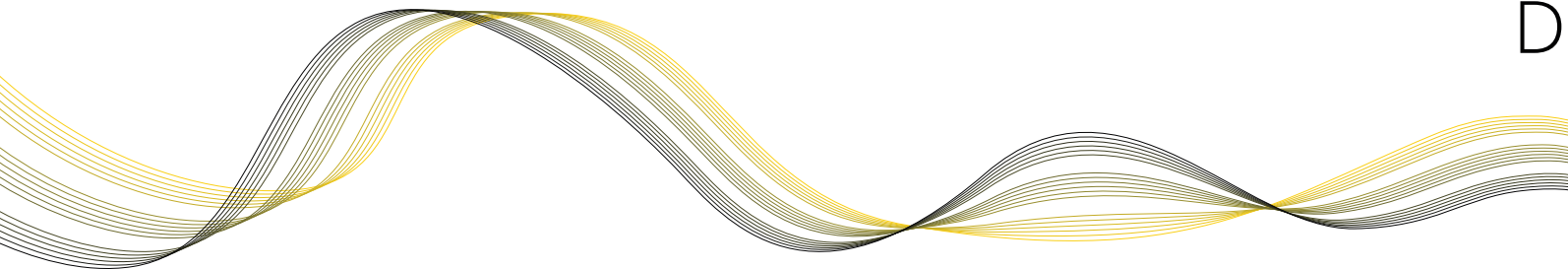
<https://canvanizer.com/>

# Questions or remarks?



**Jan Otten**  
DITSS

jan.otten@ditss.nl  
www.ditss.nl



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Dutch Institute for  
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Safety &  
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