Deviás – A Case of Success of the Reformulated RNP Advanced Services RDI Program

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OUR BUSINESS IS MORE THAN CONNECTIVITY. IT’S CONNECTION.
SHARE TO EXPAND:
WE CONNECT PEOPLE IN AN ENVIRONMENT CREATED FOR THE PRODUCTION OF KNOWLEDGE AND WE PROVIDE SAFE AND HIGH CAPACITY SERVICES

800 Connected organizations
+ 4 million User
50 Community connections
+ 100 Gbps Connections
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- Advanced Services RDI Program
- Case of success: Devias Working Group
RNP Open Innovation Funnel

- +20 years innovating with Brazilian academy
- Focused on creating new products and services for RNP
Former ‘R&D Working Group Program’ and Current ‘Advanced Services R,D&I Program’

+20 years innovating in partnership with academia

New products and services for RNP community

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<tr>
<th>Former WG Program:</th>
<th>Current Advanced Services R,D&amp;I Program:</th>
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<tr>
<td>Since 2002</td>
<td>Since 2019</td>
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<tr>
<td>Build <strong>prototypes and pilots</strong></td>
<td>Develop/validate a <strong>Minimum Viable Product (MVP)</strong></td>
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<td>Only <strong>Technological Development</strong></td>
<td><strong>Business / Market</strong> + Product / Technology</td>
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<td>Public <strong>Open Calls</strong> to academia</td>
<td>Public <strong>Open Calls</strong> to academia + <strong>startups</strong></td>
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<td>Faster value delivery with <strong>Innovation Ecosystem</strong></td>
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RNP Working Group (WG) in the ‘Advanced Services R,D&I Program’

- Academic Coordination
- Development Assistants
- INNOVATION LEADER
- INNOVATION ASSISTANTS
- Product
- BUSINESS

PARTNERSHIP or INDUCTION of startups
The Phases of the ‘Advanced Services R,D&I Program’

Phase 1

Customer Discovery + MVP Development

Phase 2

MVP Evolution + Early Adopters + New Offerings
Phase 1: MVP Development Cycle

1st Quarter
Entrepreneurship Training

2nd and 3rd Quarters
MVP focused at the RNP System

3rd Quarter
Discovery

4th Quarter
Mentorships

Problem/Solution Fit
Phase 1: Entrepreneurship Capacitation

- Based: ‘PIPE Empreendedor’ (FAPESP) - iCorps Program (NSF)
- External instructor: Flavio Grynzspan (iCorps Brazil Institute)
- Goal:
  - Build first business model canvas (BMC)
  - Validate business hypothesis
  - Focus on business from beginning
- How:
  - Interview early adopters (RNP System)
  - Understand customers’ problems/needs
  - Mentors to build the BMC
Phase 2: Development Cycle

1st Quarter
- Entrepreneurship Training

2nd and 3rd Quarters
- Validation of the MVP with Early Adopters
- Mentorships

4th Quarter
- Offer proposal for the RNP System
- Pre Product/Market Fit
Phase 2: Entrepreneurship Training

- Training program by ‘Tração.Online’
  - Bespoke methodology based on ‘Growth Hacking’
  - Validate the MVP with early adopters
  - Mix of self-paced training, and group and individual mentorships

- 1st quarter:
  - Refine persona, pain points and moment
  - Build first hypothesis for experimentation
  - Prioritisation using ‘bullseye framework’
  - Definition of a ‘North Star Metric’

- 2nd and 3rd quarters:
  - WG’s run experiments and collect results

- 4th quarter:
  - WG’s consolidate the results
  - Training in pitch techniques
Some results: products and services
Some results: startups baked
Lab Nasnuvens: Innovation Lab

- Experimentation and validation with RNP research and education community
  - Early adopter quest
  - Refine Business Models

https://www.nasnuvens.rnp.br/lab
SECDEVIAS
an automated SecDevOps environment by Devias WG
Devias Working Group

Stage 2 Working Group of RDI Advanced Services Program

Researchers and professionals with cybersecurity background
Problem

How it should be...

Separate environments, specific goals, **different codes**!
Problem

But...

VULNERABLE code in PRODUCTION!
Problem

Microsoft says SolarWinds hackers may have breached 14 more companies

Nobelium attempted 23,000 attacks since July but had a low success rate, according to Microsoft.

SolarWinds hack explained: Everything you need to know

Hackers targeted SolarWinds by deploying malicious code into its Orion IT monitoring and management software used by thousands of enterprises and government agencies worldwide.

By Saheed Oladimeji, Sean Michael Kerner

Published: 27 Jun 2023

https://www.techtarget.com/whatis/feature/SolarWinds-hack-explained-Everything-you-need-to-know

Brazil health ministry website hit by hackers, vaccination data targeted

Reuters

December 10, 2021 9:08 PM GMT-3 · Updated 2 years ago

SecDevias is an automated SecDevOps environment, which receives code submissions and repositories and creates a Secure Software Development LifeCycle (S-SDLC) automated pipeline.
SecDevias Solution

Automated pipeline

SAST

SCA

SECRETS

IaC
SecDevias Solution

Vulnerability Management: Easy prioritization of actions.

Humanized Reports: text enrichment in Pedagogical Language

Coverage: Python, Java, Java Script, and Microsoft dotNet (.NET)
SecDevias Solution

- Less time in code inspection
- More time for vulnerability resolution
- More productivity
Final Remarks

• RNP has built a successful R,D&I Program in order to develop new products and services in partnership with Brazilian research and education Community

• Engaging with innovation environment has increase sustainability of R&D solutions

• Cocreation helps built products and services that matters

• SecDevias has been in validation by some institutions such as
THANK YOU!

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