



CYBER|IRELAND
IRELAND'S CYBER SECURITY CLUSTER

Business Growth Working Group

Online meeting, 14th February, 2025

Agenda

- Business Growth Working Group Members
- Business Growth Focus Area – Goals & Initiatives
- 2024 Highlights
- 2025 Plans
- Your input

2. Drive Business Growth

Goal: Support business growth and the development of new innovations and solutions.



Initiatives:

- Unlocking Collaborative Business Opportunities (Colin Reid)
- Supporting Industry RD&I
- Creating a cybersecurity start-up ecosystem (Colm Healy)
- Exports - International Business Opportunities (Rahim Jina)
- Improved Cybersecurity for SMEs (Paul Conaty)

Committee Members



David McNamara

CEO, CommSec
BG Working Group Chair



Colin Reid

Commercial Director, Threatscape
BG Working Group Vice-Chair



Colm Healy

CEO, Corrata



Rahim Jina

Co-Founder & COO, Edgescan
BG Working Group Vice-Chair



Paul Conaty

Principal Consultant, CWSI

2. Drive Business Growth

Drive business growth (revenue and employment) through:

Goals & Initiatives	KPI	Resourcing
2.1. Unlocking business opportunities in growth and emerging markets	No. 20 companies supported p.a.	Current: Cluster Manager Project Assistant Planned 2025: Business Growth Project Assistant Business Growth Coordinator (Innovation Manager)
2.2. Increased enterprise RD&I in cybersecurity.	No. of Innovation Projects Supported: Small (<€15k), Medium (>€15k), Large (>€100k)	
2.3. Create a cybersecurity start-up ecosystem	No. 5 start-ups supported p.a	
2.4. Increased international business opportunities for Irish SMEs	No. 1 delegations hosted p.a. No. 1 Intl. Events Attended p.a.	
2.5. Improved cybersecurity for Irish SMEs (New).	No. 20 companies supported p.a.	

BG Member Survey 2024

Initiative	Score	Rank
EU Funding Support	4.29	1
International Business Development (EI)	4.14	2 ✓
International Sales Supports	4.14	2
Business Growth Webinars	4.00	4 ✓
Cyber Solution Days	3.86	5 ✓
Start-ups / Founders Event	3.71	6 ✓
Start-up Investment supports	3.71	6 ✓
Irish Cyber Security Solutions Brochure	3.71	6
Start-up Pitch @CINC	3.57	9
International Trade Show Exhibit	3.57	9 ✓
Cybersecurity Market in Ireland Report	3.43	11
Cybersecurity Certification for SMEs (CI4)	3.29	12
Cyber Innovator	3.29	12
Cyber Product Mentor	3.14	14
Connecting Industry – Academia	3.00	15 ✓

Q: What are the relevant Cyber Market Research Reports that you require access to?

- Irish cybersecurity Market: Demand, Solutions, route to market / channel.
- Public Procurement.
- Gartner, Forrester etc

Business Growth 2024 Activities Highlights

1. Unlocking Collaborative Business Opportunities:



CISO Investment Decisions Webinar



Cyber Solutions Days @CINC24

2. Supporting Industry RD&I



EU Funding Promotion



Industry R&D Workshop at CRCI

3. Creating a cybersecurity start-up ecosystem



Founders Meet-up, Dogpatch Labs



Investor Event with Paladin Capital



MTU Cyber Innovate Programme



Offshore Wind Sector Opportunity

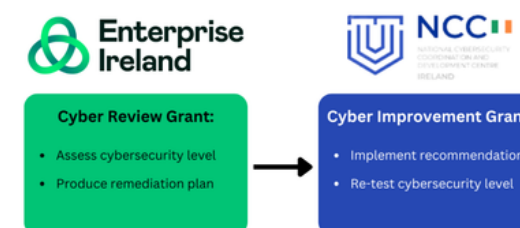


Inward Buyer Visit at CINC24



Engagement with ECISO

5. Improved Cybersecurity for SMEs



Cybersecurity Grants for SMEs & LEOs

Business Growth 2025 Highlights

1. Unlocking Collaborative Business Opportunities:



Business Growth Webinars



Cyber Solutions Days @CINC25



Explore collaborative projects – OT Cybersecurity, SafetyTech, Healthcare Cybersecurity, etc.

2. Supporting Industry RD&I



EU Funding Workshops



Industry R&D Workshop at CRICI, Galway

3. Creating a cybersecurity start-up ecosystem



Founders Meet-up, Dogpatch Labs



Investor Event / Fundraising Bootcamp



MTU Cyber Innovate Programme

4. Exports - International Business Opportunities



International Tradeshow – FIC (Lille) / RSA (USA)

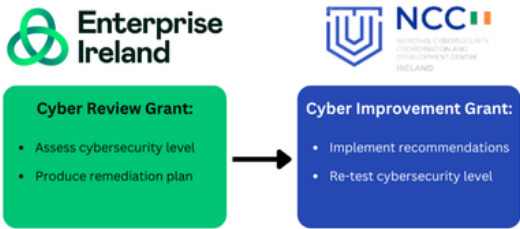


Inward Buyer Visit at CINC25

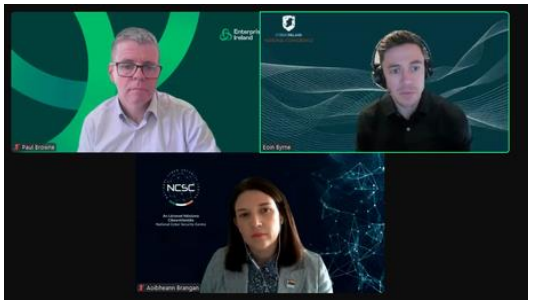


Engagement with ECSCO

5. Improved Cybersecurity for SMEs



Cybersecurity Grants for SMEs & LEOs



Cybersecurity Awareness Workshops for SMEs – Start-ups, LEOs, etc



Engagement with SFA and ISME on cybersecurity challenges of SMEs

1. Unlocking Business Opportunities (Colin Reid)

Action	Output 2025	Outcome
1.1 Business Growth Series	No. 2 Webinars (Q2, Q3) No. 20 SMEs supported	News business opportunities for Irish SMEs in Ireland
1.2 New Business Development	OTSec COE Proposal SafetyTech Funding Proposal Explore Offshore Wind Sector opportunities Explore Health Sector opportunities	Unlock new business opportunities for Irish SMEs in emerging / growth sectors
1.3 Cyber Solution Days (at CINC25)	CSD Event No. 8 Cyber Solutions/ SMEs supported	New Business opportunities for Irish SMEs in Ireland & Europe
1.4 Support new & existing Cyber Security FDI	No. 4 FDI Meetings/ MNCs supported	New Cyber Security FDI and growing existing FDI

New Ideas / Proposals:

- Threat Sharing Group – for cybersecurity providers
- OT Cybersecurity Centre of Excellence
- Safety Tech Sector Development
- Healthcare & cybersecurity
- Engaging with regulators

2. Facilitating RD&I (Lead TBC)

Action	Output 2025	Outcome
2.1 EU Funding Supports	EU Funding Calls Promotion (Direct Emails & Funding Page)	Increased Irish Companies participating in EU funded projects
	Webinar on EU Funding	
2.2 Connecting Industry – Academia R&D: Mathcmarking Event at Cyber Research Conference, Galway	R&D Workshop at CRC 2025 No. 10 industry attendees / supported No. 1 Collaborative Projects facilitated	Developing collaborative cybersecurity R&D projects

New Ideas / Proposals:

- Innovation Manager Funding Proposal
- Regional Chapters R&D Workshops with Universities

3. Supporting Start-ups (Colm Healy)

Action	Output 2025	Outcome
3.1 Founders & Start-ups Community	CINC24 Start-up Exhibit: 5 start-ups supported Founders meet-up Nov. 20 start-up attendees/supported Explore establishing Founders Forum	A cybersecurity founders networks to support start-ups with challenges
3.2 Access to capital/investors	Investor contact list created Intro service for companies raising funding to investors No. 3 investor CI members	Increased access to capital for Irish cyber start-ups
3.3 MTU Cyber Innovate	Promotion of Cyber Innovate, recruitment of participants and industry. Cyber Innovate Industry Advisory Group participation Explore hosting ECSO Cyber Investor Days	Create a cybersecurity innovation and start-up ecosystem through programme producing: 72 cyber innovators, 12 start-ups & 6 HPSUs.

New Ideas / Proposals:

- Recruitment of Investors as members
- Founders Forum / Network
- Fundraising Bootcamp / Workshop

4. Connecting Globally – Exports (Rahim Jina)

Action	Output 2025	Outcome
4.1 International Business Development	No.1 delegations hosted p.a No.1 Intl. Events Attended p.a 2025 EI Trade Mission Proposal input	Increased international business opportunities for Irish SMEs
4.2 Global Market Research	Assess need for Market Research on report access	Improved understanding of target markets for Irish SMEs
4.3 Engaging in Europe	ECSO SME 2 Market Working group Chair Attend ECSO General Assembly Meeting (June) Attend ECSO Cyber Days (October) Euroclusters application	Supporting Irish companies to better engage in EU to increase exports

New Ideas / Proposals:

- Survey members to understand key markets, tradeshow participation, and need for market research.
- Export Supports Guide

5. Cybersecurity for SMEs (Paul Conaty)

Action	Output 2025	Outcome
5.1 Cybersecurity Certification for SMEs	NCSC SME Baseline Input & Promotion after launch	Improved cybersecurity for Irish SMEs through adoption of security controls and certification
5.2 Cybersecurity Awareness for SMEs	North-West Chapter Micro-Enterprise Cybersecurity Guidebook CI Members cybersecurity workshop for SMEs LEO's engagement / partnership	Improved cybersecurity for Irish SMEs through access to relevant resources
5.3 Cybersecurity Grants for SMEs	CI Webpage promoting members / service providers supporting 50 SMEs EI Development Advisors Workshop 3x Sector Webinars	Improved cybersecurity for Irish SMEs: No. 200 cybersecurity Assessments No. 50 cybersecurity Improvement projects

New Ideas / Proposals:

- Engagement with SFA and ISME on cybersecurity challenges of SMEs
- SME Grants - Local Enterprise Office (LEO) Grow Digital funding for cybersecurity.



Your Input Matters!

Help us improve by sharing your feedback.