



**CYBER|IRELAND**  
IRELAND'S CYBER SECURITY CLUSTER

# **Business Growth Working Group Meeting: 2026 Plans**

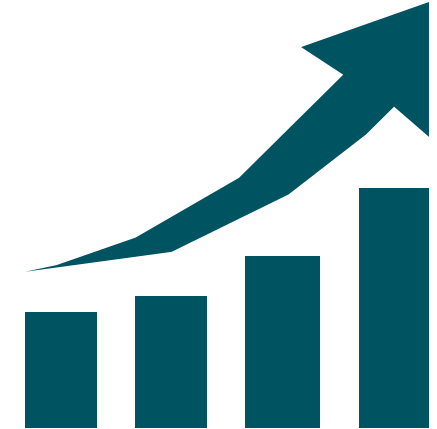
**Online, 19th February 2026**

# Agenda

- **Welcome**
- **Business Growth Committee Introduction**
- **Business Growth Activities 2025**
- **Business Growth Survey**
- **Business Growth Activities 2026**
- **Open discussion / Feedback**

# 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 (Valerie Lyons)**
- **Creating a cybersecurity start-up ecosystem (Colm Healy)**
- **Exports – International Business Opportunities (Rahim Jina)**
- **Improved Cybersecurity for SMEs (David McNamara)**

# Committee Members



**David McNamara,**

CEO, CommSec – BG WG CHAIR



**Colin Reid,**

Commercial Director, Threatscape – BG  
WG VICE CHAIR



**Rahim Jina,**

Co-Founder & COO, Edgescan – BG WG  
VICE CHAIR



**Colm Healy,**

CEO, Corrata



**Dr. Valerie Lyons,**

Executive Director & COO, BH Consulting



**Patricia Shields,**

CEO & Co-Founder, Cyber Cert Labs

# Business Growth – 2025 Activities Highlights

## 1. Unlocking Collaborative Business Opportunities:



Business Growth Webinars



New Sector Opportunities



Cyber Solutions Days  
@CINC25

## 2. Supporting Industry RD&I



EU Funding Opportunities Webinars



Securing EU Funding Guidebook for CI members



Industry R&D Workshop at CRCI

## 3. Creating a cybersecurity start-up ecosystem



New Start-up Forum



MTU Cyber Innovate Programme

## 4. Exports - International Business Opportunities

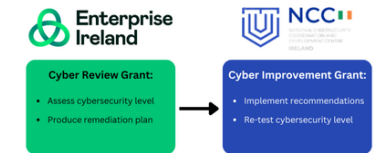


Go-To-Market EI session & Inward Buyer Visit at CINC25



Engagement with ECISO

## 5. Improved Cybersecurity for SMEs



Cyber Fundamentals (CyFUN) Contribution

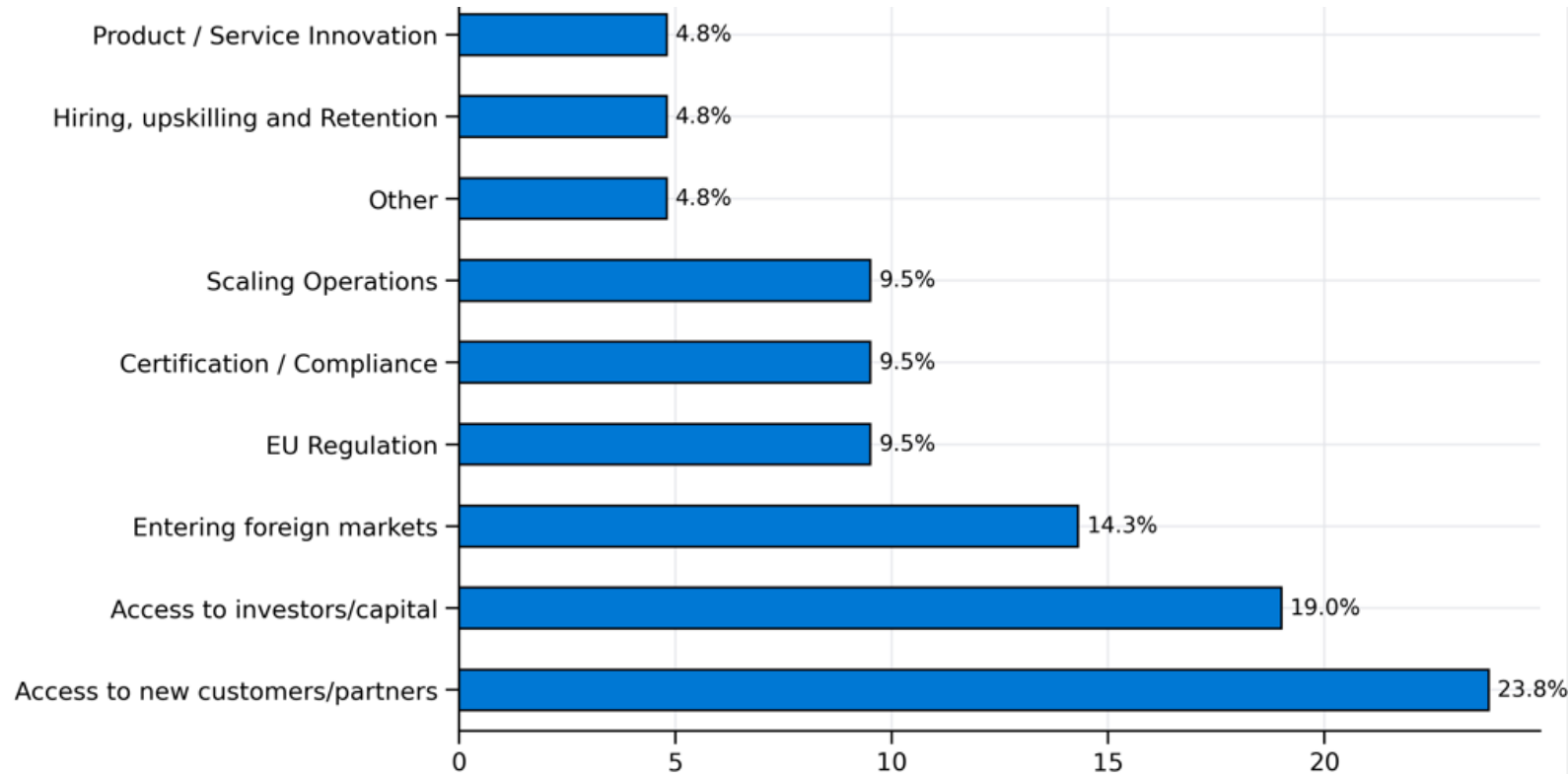


Cybersecurity Improvement and Cyber Review Grant webinar

# BG Member Survey 2026



Q: What are your biggest market challenges today? (top three)



Challenges	Rank
Access to new customers/partners	1
Access to investors/capital	2
Entering foreign markets	3
Certification/Compliance	4
EU Regulation	4
Scaling Operations	4
Product/Service Innovation	7
Hiring, Upskilling and Retention	7
Other	7

# BG Member Survey 2026



**Q: What Business Growth activities are of most value to you?**

● Not relevant ● Somewhat valuable ● Valuable ● Very valuable

Events/Webinars on new Sector or Market Opportunities (OT security, healthcare, AI security, defence, etc.)

Cyber Solution Day - pitch your solution to CISOs

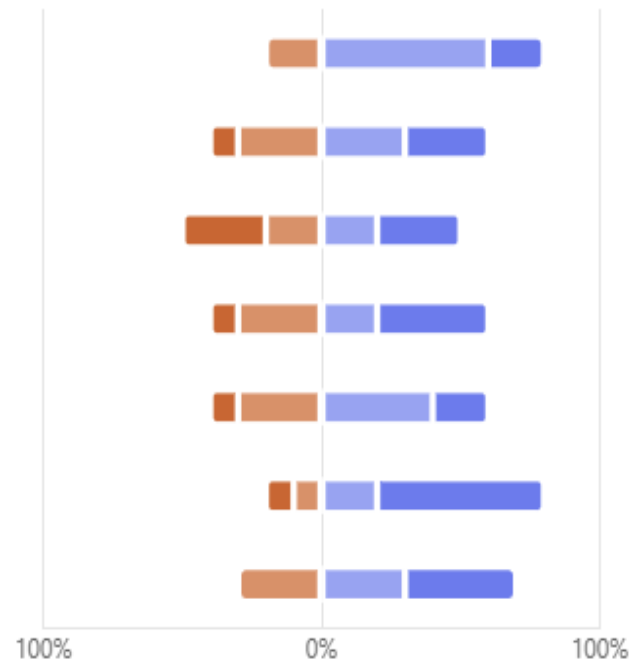
EU R&D Funding opportunities

Start-up Forum

Go-to-Market Strategies Event

Cybersecurity grants for SMEs (LEO, EI Cyber Review, NCSC Cyber Improvement)

Advocacy and representing the sector



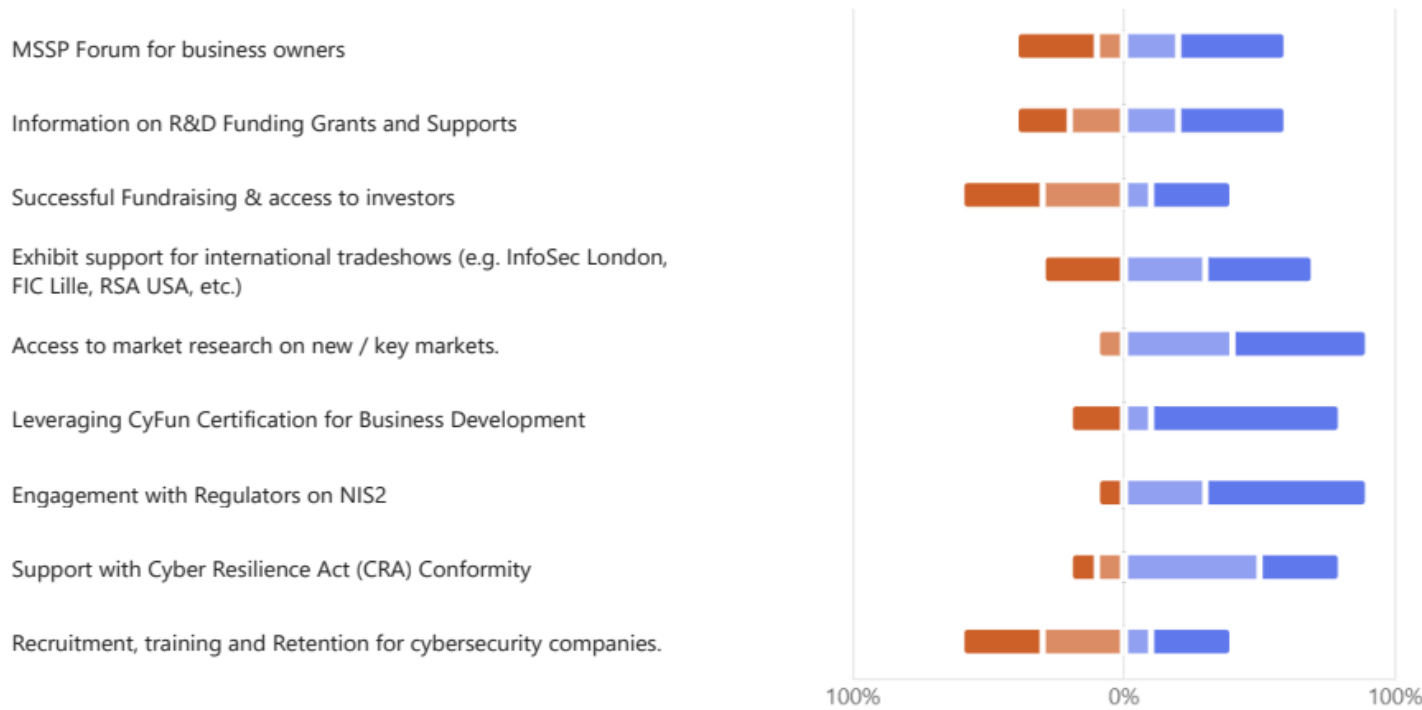
Activity	Rank
Cyber Security Grants for SMEs (LEOs, EI, NCSC, etc.)	1
Advocacy and Representing the sector	2
New Sector or Market Opportunities (OT, Health, AI, Defence...)	3
Start-up Forum	3
Cyber Solution Days – pitching solutions to CISOs	5
Go-To-Market Strategies Event	6
EU R&D Funding Activities	7

# BG Member Survey 2026



Which of the following new Business Growth activities would you be interested in for 2026 ?

● Not interested ● Somewhat interested ● Interested ● Very Interested



Activity	Rank
Access to market research on new / key markets.	1
Engagement with Regulators on NIS2	1
Leveraging CyFun Certification for Business Development	3
Support with Cyber Resilience Act (CRA) Conformity	4
Exhibit support for international tradeshows (e.g. InfoSec London, FIC Lille, RSA USA, etc.)	5
Information on R&D Funding Grants and Supports	6
MSSP Forum for business owners	6
Recruitment, training and Retention for cybersecurity companies.	6
Successful Fundraising & access to investors	9

