

LORCA TO COLLABORATE WITH SPLUNK TO BOOST CYBER SCALEUPS WITH DATA-LED EXPERTISE

16 SEPTEMBER 2020

- **Cyber innovators will benefit from access to Splunk's Data-to-Everything platform**
- **Splunk is joining LORCA's co-marketing partner program, alongside Lloyds Banking Group, Dell Technologies, Kudelski Security, Global Cyber Alliance and Kx**

The London Office for Rapid Cybersecurity Advancement (LORCA), the government-backed cybersecurity ecosystem that's supporting the UK's most innovative cyber companies, has announced a co-marketing collaboration with Splunk Inc., provider of the Data-to-Everything Platform, to provide LORCA members with product and growth expertise from a best-in-class technology provider.

Splunk joins a range of other global technology leaders now working with some of the most high-potential cybersecurity scaleups from the UK and overseas. As part of the co-marketing collaboration, Splunk will provide LORCA's startup members (that join Splunk's OEM Embedded Licensing Programme) with technical and engineering guidance, including access to its market-leading OEM programme, to help them scale their business.

More specifically, LORCA cohort companies will have the opportunity to apply for Splunk's OEM Embedded Licensing Programme. Using machine learning, the Splunk Data-to-Everything Platform monitors, investigates, analyses and acts on all forms of business, IT, security, and Internet of Things data to build data queries and visualisations. As a result, LORCA's cyber scaleup members can turn their data into doing to inform business development and growth.

Beyond technical support, eligible LORCA companies that sign up to Splunk's OEM Embedded Licensing Programme will also have the opportunity to collaborate with Splunk's extensive global network, whether the company's own industry partners or other technology vendors they integrate with. As a global, market-leading technology firm, Splunk will be able to provide insights to help such cyber scaleups scale into international markets.



For further information, please contact:

Laura Cameron
Seven Hills
Tel: +44 7800 765561
Laura.cameron@wearesevenhills.com

Sophie Ingham Clark
Communications Manager
Delancey
Tel: +44 (0)20 7448 1961
Sophie.ingham-clark@delancey.com

Katharine Walsh
Head of Communications
Delancey
Tel: +44 (0)20 7448 1461
katharine.walsh@delancey.com



LORCA is delivered by Plexal, the innovation centre and coworking space established by Delancey. Backed by the Department for Digital, Culture, Media & Sport, LORCA acts as a catalyst for the cybersecurity industry in the UK and is delivered by Plexal’s innovation team in collaboration with Deloitte and the Centre for Secure Information Technologies (CSIT). Splunk joins existing enterprise partners Lloyds Banking Group, Dell Technologies, Global Cyber Alliance, Kudelski Security and Kx. To date, LORCA has supported 72 companies through its programme, which between them have secured over £150m in investment.

Saj Huq, director, LORCA, said: *“Delivering a programme for the most promising cyber companies in the world means providing support from partners with the expertise to match this potential. We’re delighted to be working with Splunk, whose technical excellence and global network will enable our members to develop their solutions effectively and scale in international markets. At LORCA, our aim is to be a catalyst for collaboration. Splunk adds another prestigious name to our partner ecosystem, which is crucial to helping the UK cyber industry thrive.”*

In addition to this partnership, Splunk will be sponsoring the LORCA Live cybersecurity conference, which will bring together the UK’s leading cyber entrepreneurs, investors, business leaders and policymakers to discuss the key challenges and opportunities facing the industry. The event takes place virtually from 14-18 September.

For further information, please contact:

Laura Cameron
Seven Hills
Tel: +44 7800 765561
Laura.cameron@wearesevenhills.com

Sophie Ingham Clark
Communications Manager
Delancey
Tel: +44 (0)20 7448 1961
Sophie.ingham-clark@delancey.com

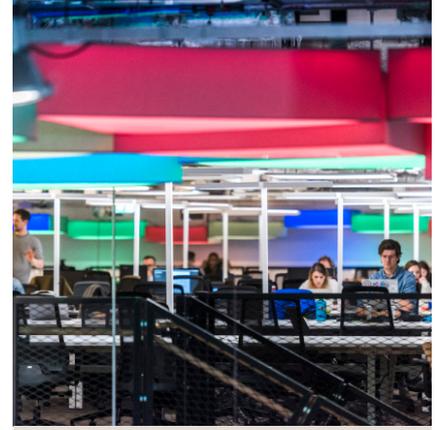
Katharine Walsh
Head of Communications
Delancey
Tel: +44 (0)20 7448 1461
katharine.walsh@delancey.com

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Saj Juq,
Director,
LORCA



Notes to Editors

About LORCA

LORCA accelerates the growth of UK cyber companies to solve digital challenges faced by enterprises, the economy and society. Through its forums, programmes and events, it convenes academia, innovators, government, investors and industry (including partners Lloyds Banking Group, Dell Technologies, Kudelski Security, Kx and the Global Cyber Alliance) into a collaborative ecosystem.

This public-private sector collaboration is designed and delivered by the Plexal innovation team.

LORCA runs accelerator programmes to support and scale the cyber innovations we need most. Members benefit from international trade delegations, opportunities to engage with industry, mentoring and workshops on everything from marketing to expanding globally. They also benefit from engineering, commercial and technical support from delivery partners Deloitte and CSIT.

LORCA launched in June 2018 with backing from the Department for Digital, Culture, Media & Sport (DCMS) as part of the government's National Cyber Security Strategy.

LORCA's state-of-the-ecosystem report can be accessed at lorca.co.uk/report2020

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Delancey
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About Plexal

Plexal is an innovation centre and coworking space located in the fast-growing Here East technology and innovation campus in London's Queen Elizabeth Olympic Park.

Collaboration is at the heart of Plexal's approach to innovation. Its innovation team delivers bespoke programmes for clients like Innovate UK and Transport for London, and specialises in forging connections between industry, academia, investors, startups and scaleups to tackle some of the biggest challenges facing society while getting ideas market-ready.

Plexal has been appointed by the Department for Digital, Culture, Media & Sport to deliver the London Office for Rapid Cybersecurity Advancement (LORCA): an innovation ecosystem aimed at scaling cybersecurity solutions that are needed most by industry, the economy and society.

It's also delivered OpenDoor: an inclusion accelerator aimed that supported solutions that can make society and our economy more inclusive while addressing the challenges of under-represented groups.

Startup and scaleup members of Plexal's workspace benefit from a comprehensive programme of events and in-house professional services. Members work in areas like mobility, AI, healthtech, cybersecurity, fintech, the Internet of Things, VR and more.

Plexal was launched in 2017 and was founded by clients of specialist real estate investment advisory company Delancey.

For more information visit: plexal.com

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Seven Hills
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About Deloitte

Deloitte LLP is a subsidiary of Deloitte NWE LLP, which is a member firm of DTTL, and is among the UK's leading professional services firms.

For more information, please visit deloitte.co.uk

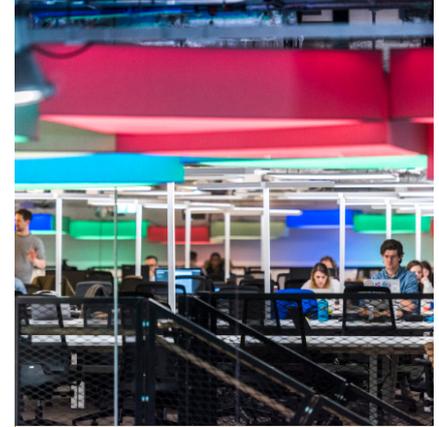
About the Centre for Secure Information Technologies (CSIT)

The Centre for Secure Information Technologies (CSIT), Queen's University Belfast, is the UK's Innovation and Knowledge Centre (IKC) for cybersecurity, and the UK's largest cybersecurity focused university technology research, development and innovation centre. The theme of CSIT's research roadmap is secure connected intelligence. CSIT is researching the new technologies needed for the seamless integration of electronic security into future Smart Cities and Internet of Things (IoT), including:

- Quantum-safe cryptographic architectures
- Malware detection methods that can counteract advanced evasion technologies
- Securing highly distributed networks for critical infrastructures
- AI-enabled security analytics to provide to real-time threat indicators

CSIT brings a unique approach to academic engagement and delivering impact with industry in the UK and further afield. An Industrial Advisory Board (IAB) of companies and strategic government partners plays a key role in defining the research challenges undertaken by CSIT, whilst a cadre of industrially experienced engineers help accelerate innovation to market. This creates collaborative opportunities for researchers to work with start-ups, scale-ups and large corporations and on solving societal challenges. CSIT is involved in delivering three national cyber security innovation programmes namely; CSIT Labs, HutZero and Cyber101.

For more information, visit: <https://www.qub.ac.uk/ecit/CSIT/>



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