

Cyber security firms have their USA growth plans locked down for 2020

Two West Midlands cyber security firms are poised to embark on ambitious expansion plans into the USA this year.

MetCloud, a cloud solution built around the highest level of cyber security technologies available, will open an initial office on the University of Maryland's College Park campus, followed by the opening of a major office in Baltimore in December 2020.

And **CyberQ Group**, providers of artificial intelligence and automated cyber security, has raised \$2.5 million to take the business to the USA, starting in Ohio. Partnering with the Vora Group, they will provide knowledge, capability and services to the US market from the UK.

Ian Vickers, founder and chief executive of MetCloud, who were recently awarded The UK IT Industry 'Cloud Innovation Provider of the Year' award (*see pg 4*), said the USA is looking for international talent.

"The USA, like every country in world, is in catch-up mode. The cyber sector is in its infancy and as a result the talent pool globally is incredibly shallow. There are

currently over one million cyber jobs unfilled and this is estimated to rise to 1.8 million by 2022. In a direct response to this, METCloud was specifically designed for SMEs because they often do not have the technical or financial resources to defend themselves against the exponential growth of cybercrime.

"US businesses are racing to source the best cybersecurity and stay ahead of cyber criminals and aggressive nation states."

This was a view echoed by Chris Woods, founder & CEO of the CyberQ Group. "The US is a huge marketplace and is looking for partners with a proven track record of innovating to protect against increasingly sophisticated cyber threats.

"Organisations want to better understand the attack vectors relevant to them and how adversaries operate in their industry so they can implement effective security processes and protocol. Our work unites an organisation's cyber protection and we are delighted to be introducing our services and new ideas to US businesses in 2020."



Ian Vickers celebrates his Cloud Innovation Provider of the Year Award with actress and awards host Sally Elizabeth Phillips

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