Scotland
The Right Choice for Cyber Security

#ScotlandIsNow
The small country making a big impact on the cyber security landscape

Today, cyber security is no longer a luxury but a necessity. We understand this better than anyone else and that’s why Scotland has ambitions to be a world leader in cyber resilience by 2020. We have created a unique environment that recognises the importance of the issue, from the highest levels in government to future generations who are still in the classroom.

Although we have a wealth of existing digital talent, we’re already upskilling for the future; our students are already learning about topics such as data security, digital forensics and ethical hacking. By educating our youngest minds, we are building a nation that has informed citizens, informed businesses and informed organisations who can make the most of digital technologies and manage risks safely.

By locating in Scotland, you can access our renowned academic institutions, which have an outstanding record of industry engagement and research output. We have invested significantly in our universities and innovation centres, creating a unique tech hub that is home to a UK government approved Academic Centre of Excellence in Cyber Security Research. What’s more, as one of the UK’s leading business centres, Scotland offers stability and security thanks to world-class technological capabilities across key sectors such as financial and business services.

Beyond the office, Scotland is a land of great natural beauty and our hospitality is world-renowned; our friendly communities combine an exceptional quality of life with low costs of living, making the move to Scotland an attractive option for you and your employees. Our progressive government policies strive to make Scotland a fairer and better place to live and work, for citizens and residents alike.

We’d love you to join the many global businesses that choose to locate, operate and grow in Scotland alongside our ambitious local companies. We’re here for you throughout – you will be supported before, during and after you locate in Scotland.

Now is the time to invest in Scotland. So come on in; be part of Scotland’s cyber security success.
**WE’RE GLOBAL PIONEERS.** Abertay University in Dundee was the world’s first university to offer an ethical hacking degree and is the only UK university to offer a master’s programme in the subject.

**WE’VE GOT THE KNOWHOW.** There are already 15 financial institutions with cyber security departments in Scotland and a growing number of Security Operation Centres (SOCs).

**WE’RE BIG IN FINTECH.** Scotland’s twin strengths in financial services and tech established the country as a significant fintech hub, meaning there are a wealth of opportunities in this space.

**WE’RE COMPETITIVE.** Scotland comes out top for quality of living, business environment and skills when compared to competitors such as Manchester, Northern Ireland and Gloucestershire.

**WE’RE THINKING AHEAD.** Scotland has one of the most advanced cyber security education programmes in the world. Our students can study cyber security at various levels in school and via further education, before progressing to university directly.

**WE’RE ATTRACTION.** Scotland remains the leading UK location (outside of London) for FDI for the seventh year running.

**WE’RE UK LEADERS.** The UK’s first MSc in fintech was launched in Scotland by the University of Strathclyde in 2017.

**WE’RE GROWING.** The number of innovative and agile cyber security companies that call Scotland home increased 300% between 2017 and 2019, thanks to our mix of skills and academia.

**WE’RE EDUCATED.** Scotland has the greatest density of universities in the world so there’s no shortage of talent to tap into.
THE RIGHT TALENT FOR YOUR BUSINESS

Want to attract and retain the right talent to maintain your competitive edge? Come in – we’ve been waiting for you.

As one of the most highly educated countries in Europe, Scotland offers a strong output of world-class, multilingual graduates. Thanks to the dynamic mix of academic and vocational qualifications, Scotland has successfully embedded cyber skills into the curriculum, resulting in a holistic approach to scaling up our talent pipeline.

The result is a cost-competitive and tech-savvy labour pool that has the famous Scottish work ethic at its core. For investors, this means you will benefit from a hard-working, reliable and diverse workforce, creating stability and reassurance for your business.

Our talent pool is also strengthened by the presence of significant indigenous and international companies such as CGI, Accenture and Adarma. Furthermore, if you need to recruit internationally, you’ll find that Scotland’s global profile and world-class quality of life will easily attract and retain the best talent. You don’t have to go it alone either – we can help you to recruit skilled employees to Scotland, so you can focus on growing your business.

Over 70% of our universities offer cyber security courses. We have 14 Higher Education Institutions offering both undergraduate and postgraduate courses, creating a steady stream of talent.

Our HEIs & colleges produce over 21,000 graduates every year. This talent pool stems from courses related to cyber and technology, spanning the disciplines of computer science, engineering and mathematics. Our retention rates are increasing, with an abundance of talent staying in Scotland.

We recognise that learning doesn’t just happen inside the classroom. In Scotland, industry meets academia to create unique environments like CodeClan. The accredited digital skills academy fast tracks the provision of software and data skills for digital businesses, creating a steady stream of digital talent for investors.

We’re bringing together educators and employers. The establishment of a Graduate Apprenticeship in Cybersecurity and Data Science allows employees to achieve a degree level qualification while continuing to hone practical skills that meet the needs of employers.

We’re aiming to inspire further generations. Scotland creates many informal learning opportunities to spark enthusiasm for cyber careers. Our youth engagement reaches thousands of children – often in disadvantaged and rural areas – every year via lectures and school activities.
TECHNOLOGY EXPERTISE

As the world continues to be increasingly driven by technology, Scotland’s reputation for innovation makes it an ideal location for development, testing and implementation – no matter where you set up.

Scotland’s long-standing strength in both the financial services and digital tech sectors means we are ahead of the pack when it comes to cyber security. While Edinburgh leads the field as Scotland’s digital tech centre, Glasgow is recognised for its growing pool of software developers. Dundee, meanwhile, with its successful track record in computer games development, is already a leader in providing account security for online gamers.

Here’s a taster of where our strengths lie across our cyber research clusters.

- Offshore Subsea
- Games
- Ethical Hacking
- Digital Forensics
- Medical
- Quantum
- Robotics
- AI
- Blockchain
- Data
- Critical National Infrastructure
- Advanced Manufacturing
- IoT
- Networks
- 5G

University of Aberdeen
Robert Gordon University
University of Dundee
Abertay University
University of St. Andrews
Edinburgh Napier University
Heriot-Watt University
University of Edinburgh
Glasgow Caledonian University
University of Glasgow
University of Strathclyde
University of the West of Scotland
A POWERHOUSE OF INNOVATION AND INVENTION

Scotland has always been on the cutting edge of security. From the development of ATM machines and PIN numbers, to complex security algorithms and online ID systems, we’re proud of our long history protecting personal and sensitive data.

We believe amazing things happen when great minds come together. That’s why our cyber and tech communities are founded on collaboration; underpinning our innovative spirit is a close alliance between industry, government and academia. The result is a unique environment that exists to help businesses like yours do incredible things.

Below is a flavour of the great ideas flowing from our universities and innovation centres.

BLOCKCHAIN TECHNOLOGY LAB. Based within the Edinburgh School of Informatics, the lab carries out open access research in blockchain technologies and decentralized systems in collaboration with industry and government partners. The lab focuses on industry inspired challenges, studying topics such as cryptography, regulation and compliance, business and law.

THE DATA LAB. As the focus in cyber security is shifting from threat prevention alone to detection and response, data science is playing an increasingly important role. The Data Lab is an innovation centre which enables industry, the public sector and world-class researchers to develop new data science capabilities in a collaborative environment. With a Scotland-wide presence, the Data Lab is focused on delivering a range of activities that span across the areas of collaborative innovation, skills and training and community building.

CYBERQUARTER. Abertay University is leading on a new £11.7m project to create a cyber security research and development centre. The cyberQuarter will be a cluster of academic and industry activity, offering expertise in applied research and access to a range of support for local businesses and public bodies.

CENSIS. Located in Glasgow, CENSIS is the Centre for Sensing, Imaging Systems and Internet of Things technologies. The centre helps companies to overcome technological barriers to achieve growth and reach global markets, as well as providing access to skilled staff, state-of-the-art facilities and training opportunities. CENSIS has a programme of activity focused on enhancing resilience of IoT networks and devices and works proactively with companies on IoT security challenges.

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SCOTLAND IS NOW

We’re also proud to be home to a government approved Academic Centre of Excellence in Cyber Security Research. Hosted by the University of Edinburgh, the Centre of Excellence specialises in developing the latest cyber security techniques and contributes to the UK’s increased knowledge and capability in this field. Edinburgh is recognised by the National Cyber Security Centre (NCSC) as meeting rigorous standards, including a critical mass of academic staff engaged in a significant volume of leading-edge, high-impact cyber security research.

BAYES CENTRE FOR DATA SCIENCE & TECHNOLOGY. Bayes is part of the University of Edinburgh and is a key asset for the data science and artificial intelligence sectors. The centre brings together more than 600 experts from industry and academia in a unique multi-disciplinary environment to nurture innovation, whether through supporting entrepreneurs and start-up projects, running accelerator programmes or attracting external investments.

QUANTIC is hosted at the University of Glasgow and is part of a £120m network of four quantum technology hubs across the UK. The Glasgow hub focuses on quantum imaging and brings together 120 researchers and over 30 industry partners to revolutionise imaging across markets. Through industrial collaboration, QuantIC can offer access to leading academics in quantum imaging, various funding streams and lab and hot desking facilities.

“There are clear commercial drivers to our operations in Edinburgh. Scottish universities are cultivating some of the best software engineers in the world and helping to establish Scotland as a world leader in computer science research and education. We established our Edinburgh office in 2015 and our city centre location helps to attract the brightest and best. We have 100% employee retention at our Scottish offices, and we look forward to continued growth and success.”

Julian Palmer, Executive Vice President of Engineering, Corero
A SUPPORTIVE BUSINESS ENVIRONMENT

Scotland: small enough to care, big enough to matter

Come to Scotland and you’ll become part of one of the world’s most supportive and accessible business environments. You’ll find support in our network of professional and industry bodies which make valuable connections for companies in cyber security.

THE CYBER ACADEMY is based at Edinburgh Napier University and is an impartial source of skills and knowledge on cyber security. For companies, its biggest asset is SOCLAB, a virtual SOC that allows organisations to undertake cyber security testing in a safe and controlled environment. Associate membership to the Academy is free and several major firms like Edinburgh-based Dell Secure Works are already members.

INFORMATICS VENTURES is hosted by the University of Edinburgh and encourages globally ambitious technology entrepreneurs to scale up through events and training. Informatics Ventures also delivers the Engage Invest Exploit conference, one of the largest UK shows connecting investors with Scotland’s tech start-ups. Through the programme, over £400m of investment in companies has been raised to date.

INTERFACE connects businesses to academics with the knowledge they need. Interface will work with you to understand your goals, using its relationship with Scotland’s universities and research institutions to facilitate connections. As well as business engagement, the organisation can provide funding, events and help with accessing specialist facilities in Scotland.

Beyond the office, you’ll find that we’re a social bunch. In Scotland, you’ll discover a vibrant cyber community, offering you and your business the chance to connect with like-minded individuals at events, conferences and informal meet-ups.

Cyber Scotland Week is a joint initiative between ScotlandIS and the Scottish Government, providing an annual collection of events that allows you to exchange ideas with influencers and experts, and scope out the next generation of talent.

Cyber Scotland Connect is on a mission to create a holistic and diverse hub for the cyber community, providing you with networking opportunities and the chance to discuss the latest industry trends.

Securi-Tay is the largest student-run information security conference in Europe, held annually by Abertay University. As well as a day of high-quality presentations, Securi-Tay offers an excellent recruitment platform for businesses looking to network with students for graduate, placement and intern positions.

BSides Scotland is a community driven annual event on information security. The event aims to create opportunities for individuals and businesses alike through collaboration, with demos, lively discussion and interactive activities creating a real buzz.
With a compact geography, engaged industry leaders and active support from the Scottish Government, Scotland is one of the most well connected and collaborative locations in Europe.

Major players such as Cisco Systems, Fortinet and Lockheed Martin are already taking advantage of everything Scotland has to offer, as well as the major banks, law firms and consultancy firms already here. In fact, the likes of Morgan Stanley, JP Morgan and HSBC all put their trust in Scotland, carrying out their cyber security functions in the country. And with our SMEs and solution providers like Oracle and Hewlett Packard employing hundreds of cyber security experts, you’ll be in good company.

Thanks to our compact size and high-density of expertise, Scotland lends itself perfectly as a test bed environment, where the public and private sector can mobilise quickly and efficiently to tackle cyber resilience together.

ScotlandIS represents the digital technology industry in Scotland, from multinationals with a Scottish base to start-ups. The trade body has strong links across industry, helping companies to network and build their supply chains via access to innovative companies. ScotlandIS also gives members a voice, working with government to shape policy on issues affecting the industry, such as skills, connectivity and infrastructure improvements. They employ a cyber cluster manager to provide focus on connecting and supporting cyber security companies and operations.

Our company base is accelerating – more and more companies are seeing the value of setting up in Scotland. We’ve climbed from 50 companies in 2017 to nearly 200 in 2019.

It’s not hard to see why. The low cost of living, concentration of innovative companies and access to world-class universities puts Edinburgh and Glasgow as leading destinations for tech companies. And, with one of the biggest financial and business hubs in Europe, there’s no shortage of forward-thinking organisations looking to adopt new cyber security solutions.
THRIVE IN SCOTLAND WITH ONGOING BUSINESS SUPPORT

Connected business support from Scotland’s enterprise agencies will ensure that you are supported before, during and after you locate in Scotland.

Locating to a new area can be a daunting task but we can make it quick and easy for your business to settle in Scotland. Working together, everyone from national government and local authorities to universities and advisors, will make the connections which ensure your investment goes smoothly, so that you can focus on growing your business.

We’ll be with you every step of the way and can assist you with:

- **PROPERTY SEARCHES AND ADVICE** – we can help you find the right office and lab facilities fast, and get help with feasibility studies.

- **FINANCIAL SUPPORT** – we can offer a range of attractive incentives, to help you upskill your staff, develop new products and services and access growth capital.

- **CONNECTIONS** – we can introduce you to our university and supply-chain contacts, enabling you to access cutting-edge research and exceptional talent.

- **TALENT** – we will listen to your business, giving you the opportunity to influence skills, education and training provision to maximise your human capital.

- **PROFESSIONAL ADVICE** – we can connect you to expert advice on pressing issues like visas and contracts, to help you get up and running in Scotland.

And the support doesn’t end when you make the move. We are committed to your growth in Scotland, by taking the time to understand your needs now and in the future. We have the tools to take your business to the next level, whether it’s identifying investment, developing your business strategy, upskilling your staff or improving your business processes.
CONNECTED FOR CYBER SECURITY

Invest in Scotland and you’ll be close to some huge markets. Whether you’re heading to London, Europe or the rest of the world, Scotland is well-connected for business travel.

- **6 AIRPORTS** connecting Europe, Middle East and North America
- **FAST AND FREQUENT** rail links to all parts of the UK.
- **Daily DIRECT FLIGHTS TO 150 DESTINATIONS** worldwide
- **130 FLIGHTS PER DAY TO LONDON** with a 1hr flight time
- **44 MINS** journey time BETWEEN GLASGOW AND EDINBURGH by train

Our **INTERNET OF THINGS NETWORK** has reached almost **100 PER CENT COVERAGE** in Glasgow and Edinburgh, offering businesses access to smart technologies.

**95.5 PER CENT FIBRE BROADBAND COVERAGE**, including all major cities in Scotland.

**100 PER CENT** of Scottish premises will have access to superfast broadband by 2021.

Our future-proofed fibre network makes Scotland one of the **BEST-CONNECTED PLACES** anywhere in Europe.
To find out why #SCOTLANDISNOW for your company or to arrange a visit to experience Scotland for yourself, get in touch and we will be happy to arrange this for you.

NOW IS THE TIME TO INVEST IN SCOTLAND. WE’D LOVE TO WELCOME YOU.

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