

DELL TECHNOLOGIES RENEWS PARTNERSHIP WITH LORCA TO EXPAND CYBERSECURITY CAPABILITIES AND SUPPORT DEVELOPMENT OF CYBER STARTUPS FALL DRAMATICALLY



25 FEBRUARY 2021

- Dell Technologies has renewed its partnership with LORCA, The London Office for Rapid Cybersecurity Advancement
- Through the partnership, Dell Technologies aims to support the development of promising cyber startups, drive innovation and evolve Dell Technologies' cybersecurity offerings in market
- Dell Technologies partners VMware and Nvidia will also play a central role in the partnership for 2021

[Dell Technologies](#) has renewed its partnership with [the London Office for Rapid Cybersecurity Advancement \(LORCA\)](#). LORCA is delivered by [Plexal](#), the innovation centre and coworking space established by Delancey. Through the partnership, Dell Technologies aims to continue to support promising cyber startups, drive innovation in cybersecurity and develop its cybersecurity capabilities.

The partnership will allow LORCA's startup members and Dell Technologies to collaborate, utilising the startups' innovative technology to iterate and evolve Dell Technologies' cybersecurity offering, while also supporting the development of the startups and their growth.

Dell Technologies has been a partner of LORCA since 2018, offering support to cyber startups through networking opportunities, coaching, technical workshops and seminars on key cybersecurity issues. As part of the partnership, Dell Technologies also connects LORCA cohort companies with senior members of their leadership team for mentorship and advice. LORCA acts as a conduit between Dell Technologies and the cyber startup ecosystem.

In addition to furthering this relationship, long-standing Dell Technologies partners VMware and Nvidia, which are central to supporting the advancement of AI and cloud security technologies for Dell Technologies, will also play an important part in the partnership. LORCA's cohort of cybersecurity startups will have access to senior leaders from across these companies.

Dell Technologies will also participate in industry forums and roundtables held by LORCA, which bring together cyber innovators, industry leaders, academic experts and policymakers to explore security challenges faced by industry and identify the opportunity gaps for innovation.

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The partnership will also further Dell Technologies' goal to develop and promote the development of cyber skills and diversity in cyber. LORCA cohort members will have the option to be connected to Dell's Women Entrepreneur Network (DWEN), which supports and promotes the growth of female-founded businesses.

This partnership comes ahead of LORCA's annual flagship conference, LORCA Live, taking place between 29 and 31 March 2021, where Dell Technologies will offer its insights through workshops and roundtable discussions.

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).

Saj Huq, Director of LORCA, commented: *"We're delighted to renew LORCA's partnership with Dell Technologies. It's never been more important to build security and trust into the digital infrastructure underpinning our lives and economy. To do that, it's critical that industry and the startup ecosystem work in tandem to build and scale the solutions we need now and in the future."*

"Dell Technologies' support provides our cohort companies with the resources, connections and insights they need to grow and succeed, driving rapid progress in the cybersecurity ecosystem and creating a safer internet for everyone."

Margarete McGrath, Chief Digital Officer, Dell Technologies, commented: *"Engaging with the cyber innovation ecosystem is important for Dell Technologies, and we are looking forward to collaborating more closely with the start-ups in LORCA's network. With the threat landscape becoming more complex, it's important that we as a sector work together to maintain and restore trust in technology."*

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Saj Huq
Director
LORCA





Notes to Editors

About LORCA

[LORCA](#) is a cybersecurity ecosystem that connects startups, scaleups, academics, investors, platforms, government and industry from around the world.

Delivered by Plexal and backed by the Department for Digital, Culture, Media & Sport, LORCA accelerates the growth of the most innovative cyber companies to solve digital challenges faced by enterprises, the economy and society. Enterprise and platform partners of LORCA include Lloyds Banking Group, Dell Technologies, SOSA, Kx, Splunk and the Global Cyber Alliance.

Welcoming a new cohort of cyber scaleups into its accelerator programmes, LORCA acts as a landing pad into the UK market and a launchpad into global markets. It gives members everything they need to scale, from mentoring and trade delegations to connecting them with industry and VCs. They also benefit from engineering, commercial and technical support from delivery partners Deloitte and the Centre for Secure Information Technologies (CSIT) at Queen's University Belfast.

LORCA launched in June 2018 as part of the government's National Cyber Security Strategy. Since then, companies from five cohorts have raised over £167m in investment, generated over £28m in revenue and won more than 900 contracts. They are also on track to create 865 jobs by 2022.

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