

Client Story: Cybersecurity market landscape in Saudi Arabia (1/2)

Background, Client Challenge and Solution Proposed

Our expert:



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[Reach out to our team](#)

Client Challenge

Our client needed to conduct a study on the cybersecurity market in KSA, covering different segments from cybersecurity education, to investments in the sector, and cybersecurity local and foreign providers.

The study aims to understand the:

- ✓ Available cybersecurity educational opportunities
- ✓ R&D capabilities and efforts
- ✓ Attractiveness of CS industry for investors
- ✓ Challenges and opportunities of the KSA cybersecurity market for local and foreign vendors
- ✓ The cybersecurity market size, market players, growth potential, products and services offerings, talent and skills gap, and hiring and retention pain points

Our Solution

A combined primary and secondary research approach entailing:

- Conduct interviews with experts who are engaged in each of the covered segment in the study, in collaboration with our third-party provider
- Complement the interviews outcome with secondary research to validate the reported information by experts
- Combine information extracted from expert interviews and secondary research to analyze the sector specifications from the perspective of different stakeholders

The outcome

A comprehensive report including in-depth analysis on cybersecurity market in KSA :

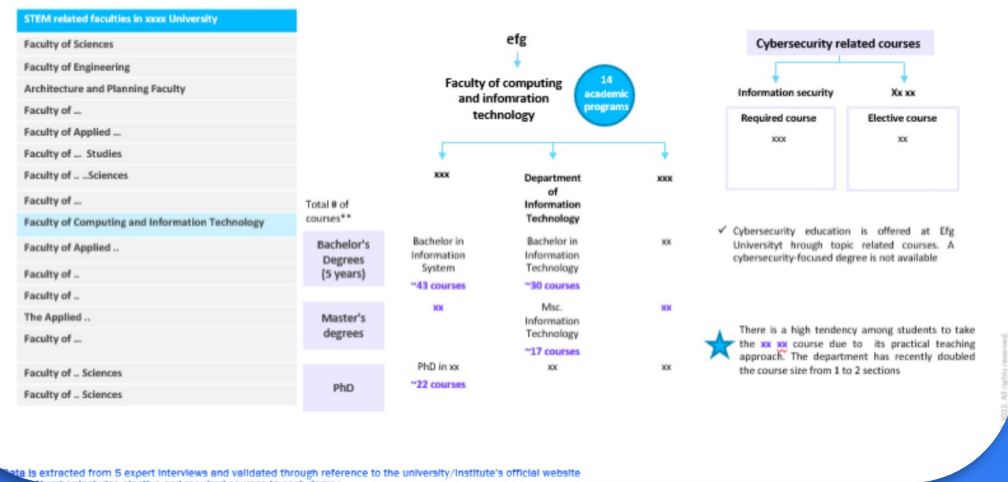
- ✓ Available cybersecurity educational offerings
- ✓ Cybersecurity labor market, with the available local talent, skills gap by seniority, hiring process and timeline
- ✓ Type of investments and main players in cybersecurity in KSA
- ✓ Saudi market attractiveness and pain points for local and foreign cybersecurity providers
- ✓ Spending and available R&D effort Cybersecurity product and service offerings
- ✓ Cybersecurity market outlook in KSA

Client Story: Cybersecurity market landscape in Saudi Arabia (2/2)

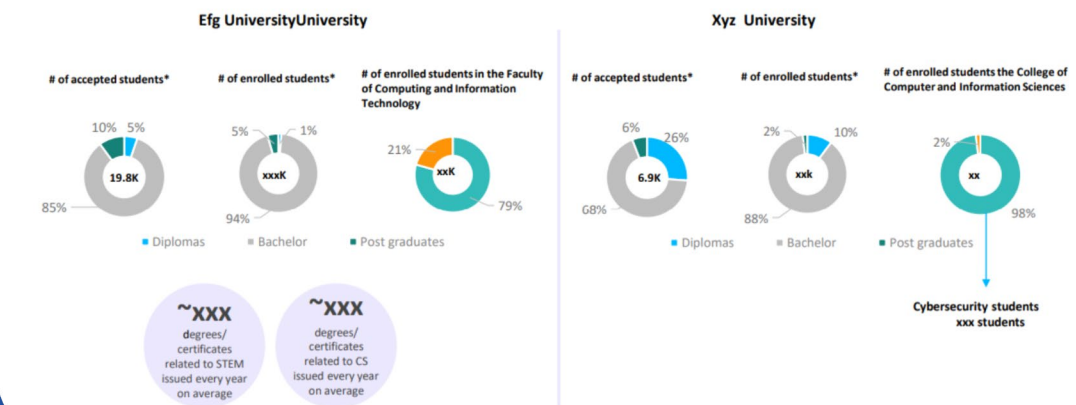
Deliverables and Client Testimonials

Academic offerings: efg's cybersecurity-related academic offerings

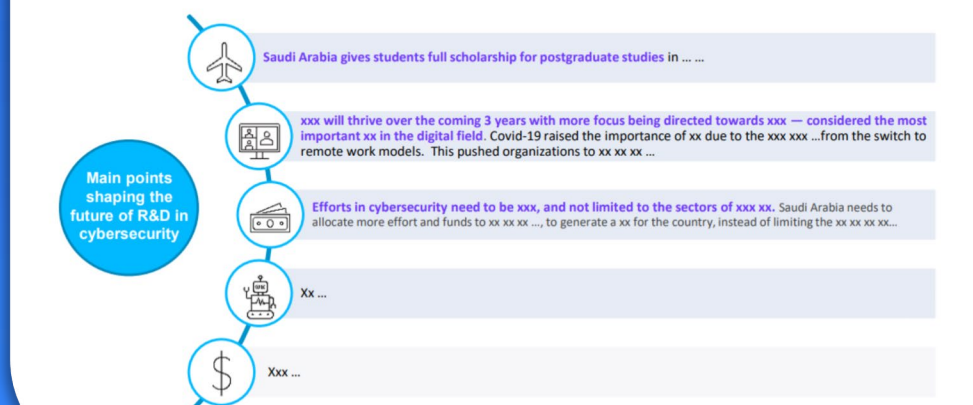
Cybersecurity is offered in a specialized course within the Faculty of Computing and Information Technology



Demand for cybersecurity education: Number of cybersecurity students



Spending on xxx is crucial for the sector's development and ability to localize cybersecurity product and services offerings



“Infomineo was able to commit to the hard deadline, whereas other providers declined the work, seeing it as impossible to be delivered on the deadline.”

Associate Director (Client)

“The team was flexible, responsive, transparent and showed smooth and open communication.”

Associate Director (Client)