



The UK Cyber Security Sectoral Analysis: help sheet

Below are some of the questions the Ipsos MORI interviewer will ask over the phone. This is so you can get the answers ready before the call, and find the right person in your business to take part. You do not need to send answers in advance.

Across your company in the UK as a whole, how many employees do you have?

How many of your employees are working in cyber security roles?
By that, we mean anyone involved in the development, sales or delivery of cyber security products or services.....

What was the approximate turnover of your UK business, in your most recently completed financial year?

In your most recently completed financial year, approximately what proportion of your cyber security-related sales was attributable to exports?
By exports, we mean where products or services are purchased and used overseas by non-UK customers or clients.....

If you have had non-UK customers in the last financial year, in which of the following regions are they based?

- The European Union
- Wider Europe, outside the European Union
- Russian Federation
- North America
- Central or South America
- The Gulf states
- Asia-Pacific, including Australia and New Zealand
- Another country