CHERITech'26 CONFERENCE

CHERI

12–13 Nov 2026
Munich, DE

Beyond the technology: What does it take to create a market for CHERI?

Emerging lessons from the UK's CHERI Secure by Design Managed Deployment Programme

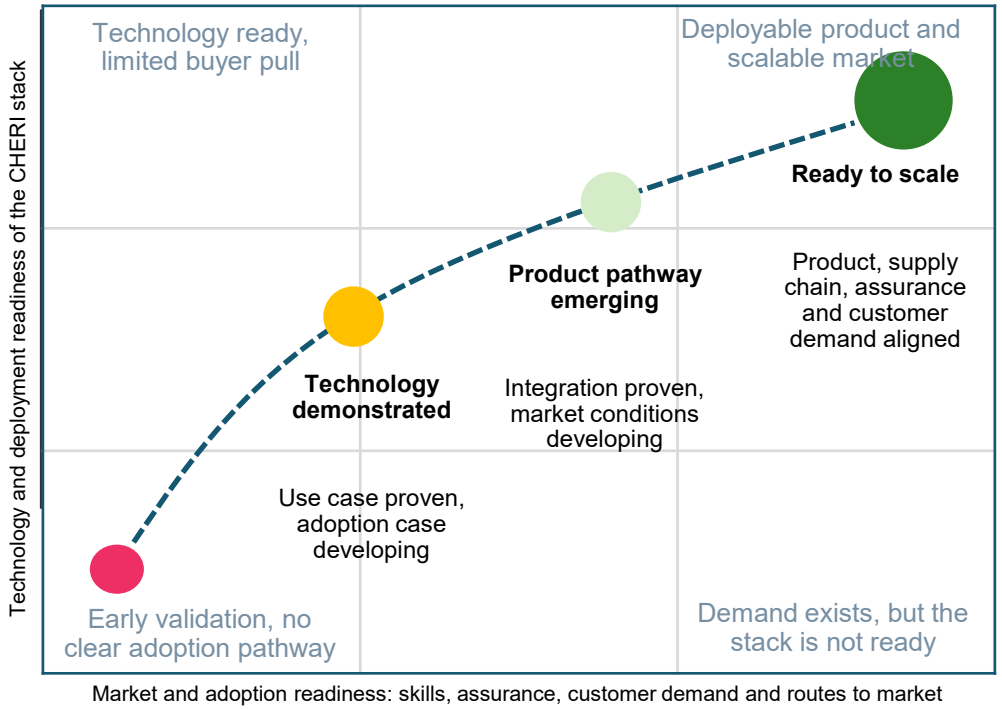
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Programme Lead
PA Consulting

Located at semi | SEMICON EUROPA



CHERI's journey to scale requires technical maturity and market readiness to progress together

An illustrative deployment pathway



What needs to be true to reach the top-right

The technology stack is mature
Production hardware, stable tooling, drivers, documentation and long-term support must develop together

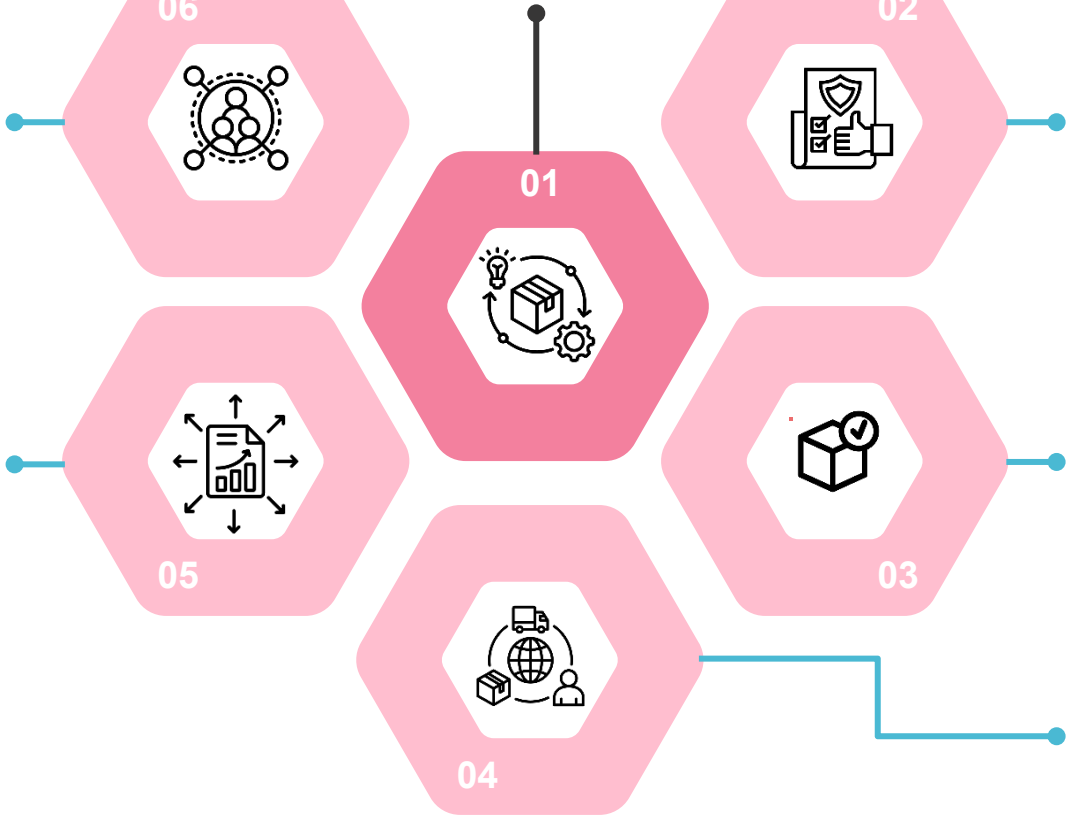
Integration works in real products
CHERI can be integrated into existing products and systems with understood architecture, performance and lifecycle implications.

Security benefits are trusted
Assurers and buyers recognise credible evidence of the security properties CHERI provides, including what it does and does not address.

Demand pulls CHERI products
Customers recognise and value the benefits, creating clear routes to market and sufficient demand to influence OEM investment.

The Managed Deployment Programme was designed to mature CHERI products and their adoption pathways together

Real products, real adoption pathways
Integrate CHERI into credible products and use cases, generating practical evidence beyond the research environment



Commercialisation and collective expansion

Strengthen routes to market, bring in new adopters and support promising products towards follow-on investment and scale

Shared learning and market awareness

Capture and share integration, assurance and adoption learning, while helping prospective buyers understand where CHERI creates value

Portfolio governance, stage-gates & assurance

Use evidence and stage gates to manage technical, commercial and delivery risk as projects mature.

Regulatory, assurance & buyer interface

Work with assurers, customers and sector stakeholders to understand what evidence is required for trust, acceptance and procurement.

Technology and supply chain coordination

Connect adopters with hardware, tooling and platform providers to identify requirements, resolve issues and improve readiness.

Our first adopters test different pathways from CHERI technology to customer value

hildebrand

Smart energy and connected devices

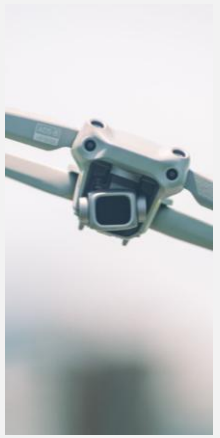
Integrating CHERI into established products while testing assurance, customer value and routes into a regulated market.



ULTRA I&C

High-assurance defence systems

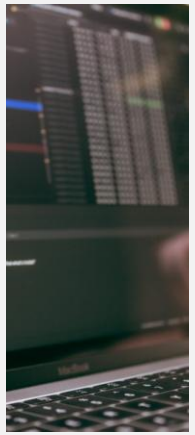
Testing CHERI within a complex product lifecycle, including architecture, performance, assurance and supply-chain readiness



ExactTrak

High-assurance connected devices

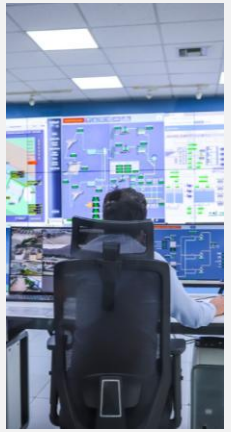
ExactTrak is integrating CHERI into an established connected-device platform, testing how hardware-enabled security can strengthen its product offering and create differentiated value



NEWMANRY LABS

Secure access to critical systems

Testing how CHERI can strengthen an existing security product and support a differentiated high-assurance offer.



Why these are strong first adopters

They are building from real products
Each organisation has existing technology, engineering capability and a defined product context

They have credible routes to customers
Existing market positions and customer relationships allow the programme to test how CHERI's technical benefits translate into real buyer value

Security has material value
Their products operate in environments where resilience and assurance matter, providing a basis to test the value and economics of adoption

They test different adoption pathways
Together, the projects explore regulated-market access, specialist high-assurance differentiation and integration into complex systems

These deployments are providing emerging lessons on what it takes to create a CHERI market

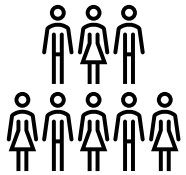
1. **Demand needs to be created alongside the technology**
   Building a CHERI-enabled product does not automatically create demand. Early adopters need to make the security value visible, demonstrate where it matters to customers and develop credible routes to market.

2. **CHERI needs to become part of the product proposition, not just the technology stack**
   CHERI provides strong security properties, but product developers still own the architecture, lifecycle and customer proposition. Adoption happens when those properties translate into a better product.

3. **Scaling requires a mature, deployment-tested ecosystem**
   Adopters need mature hardware, tooling and support, while real deployments give technology providers the requirements and feedback needed to strengthen the stack.

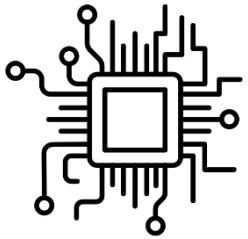
4. **Assurance could translate technical benefit into buyer confidence**
   If CHERI's security properties can be translated into credible and reusable evidence, assurance could go beyond supporting individual products. It could reduce uncertainty and costs for future adopters and buyers.

The next phase of the programme will test what it takes to move from early adoption towards scale



Broaden the CHERI adoption base

Bring new adopters into the Collective, including in telecoms and networking, to test CHERI in new products, sectors and routes to market



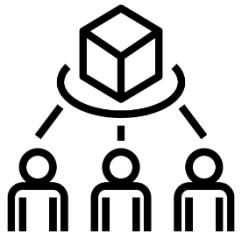
Move from FPGA to real silicon

Take the first deployments towards real silicon, generating stronger evidence on integration, performance and the pathway to production



Go deeper on commercialisation

Understand what it takes to move CHERI chips and products from development into sustainable commercial offerings, and where targeted interventions could unlock scale



Strengthen strategic demand signals

Work with government and other strategic buyers to create stronger pull-through for memory-safe products through procurement, policy and other demand levers