



Towards a Digital Single Market for NIS products and services

Dr. Athanasios Drougkas and Ms. Dimitra Liveri | ENISA
ENISA Validation Workshop | Brussels | 12 October 2016

European Union Agency for Network and Information Security

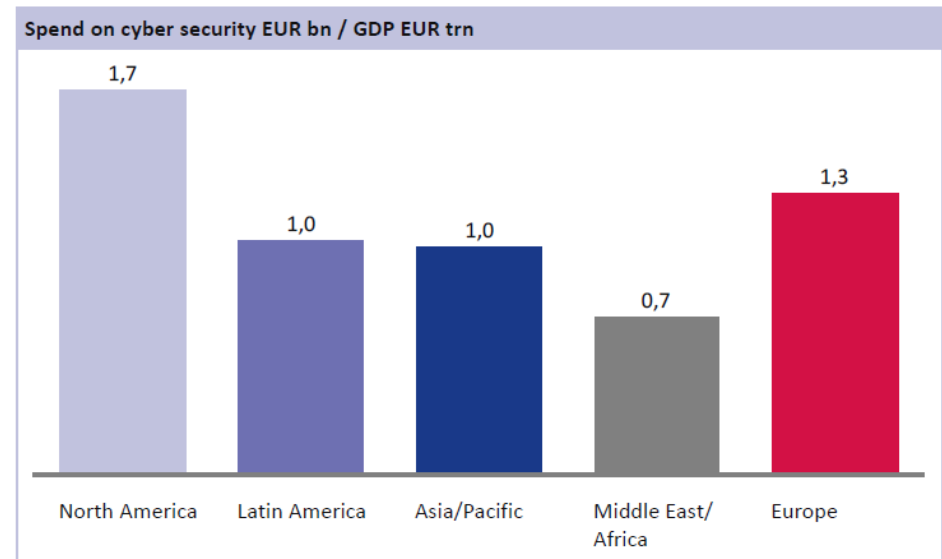
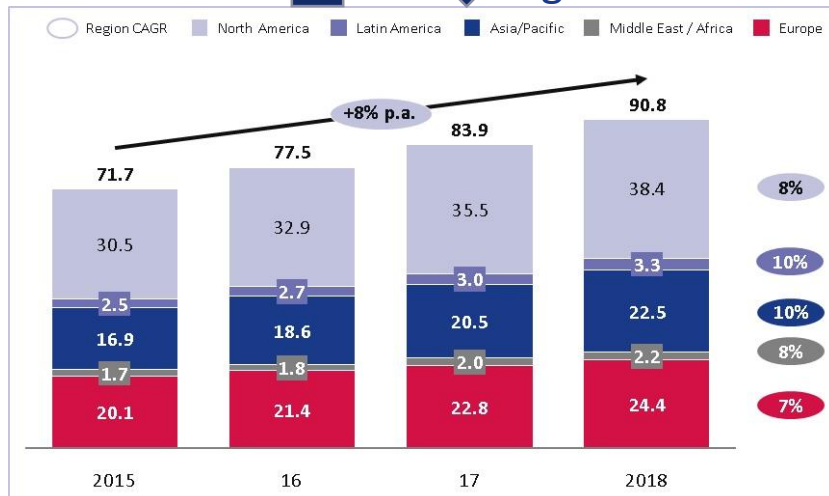


The DSM and the Cybersecurity Industry



Supports the
DSM

Opportunities
and tools for
growth



Context of the study



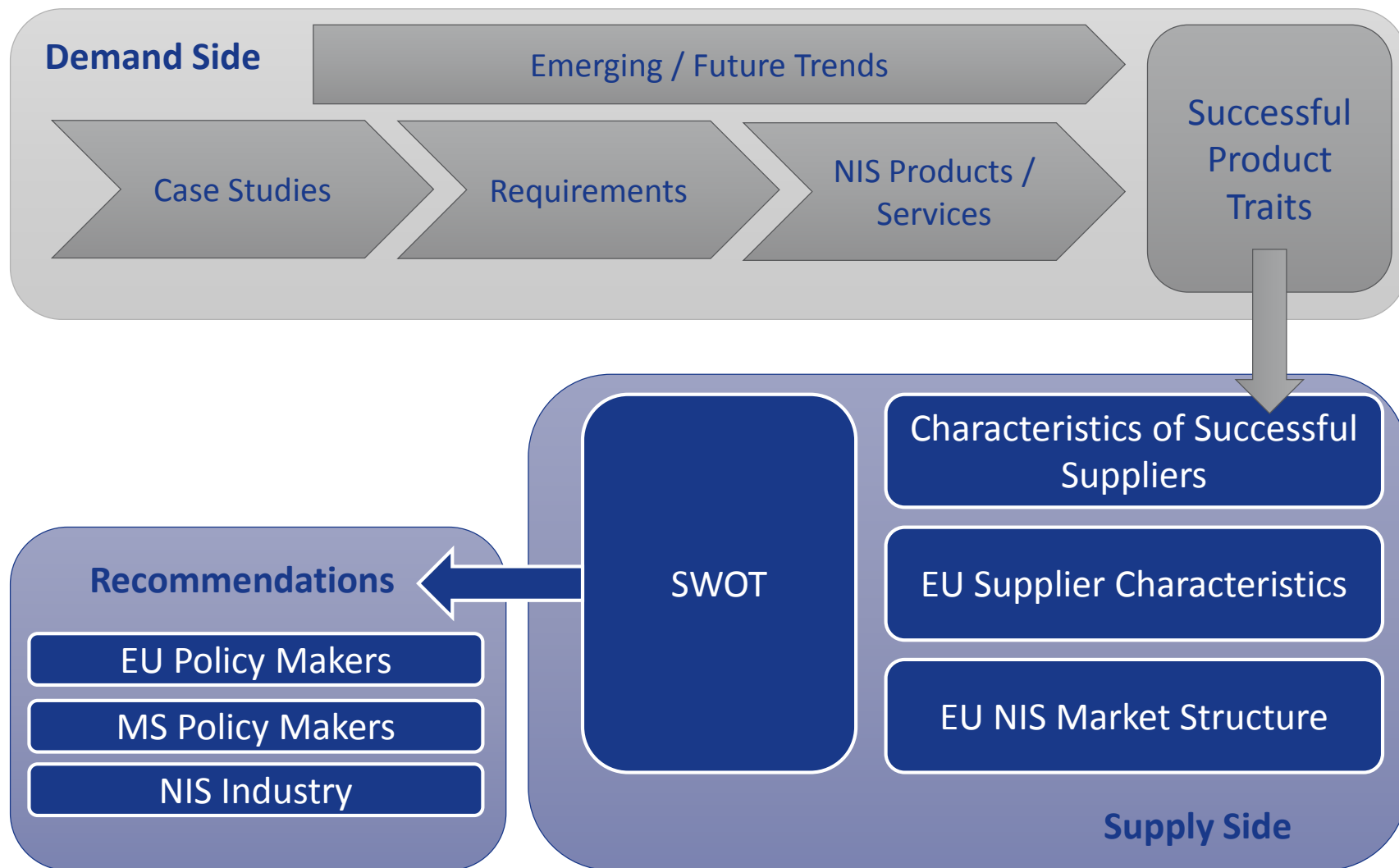
Case study: mapping of the NIS market landscape in key areas of the DSM

- Online banking
- Online market places
- Cloud storage
- Wireless telecommunications
- Online media services

Evaluate the possibility for market growth for NIS Products and Services in the EU in the next years

- Understand the current market of NIS Products and Services and selected areas of application in the EU MS and EFTA nations.
- Examine the specific characteristics of successful products/services.
- Identify those NIS sectors where EU players have certain market advantages (and those NIS sectors where they do not) over non-EU players and analyse the reasons for this.
- Propose recommendations to EC , the Member States and the NIS industry in order to enable NIS Products and Services to benefit from the Digital Single Market.

Approach of the study



Project schedule and next steps



Validation of findings and recommendations

- Validation Workshop (12 October 2016, Brussels)
 - NIS products and services users from 5 sectors
 - NIS products and services suppliers
- Review of document by stakeholders – deadline 14 October

Deliverable

- Final deliverable published January 2017

Validation Workshop Agenda



SESSION 1 – PRESENTATION OF THE DSM AND ENISA STUDY FINDINGS

10:00	The DSM and cPPP initiative	Luigi Rebuffi , Secretary General of ECSO (European Cyber Security Organisation)
10:20	Presentation of ENISA study: Findings	Simon Forge (CEPS/SCF Associates Ltd)
10:40	Validation session – open discussion	ENISA/CEPS/SCF Associates/Audience
11:15	Coffee break	
11:45	OSS as a pillar of EU NIS industry growth	Helmut Fallman, CEO at Fabasoft AG
12:00	Presentation of ENISA study: Recommendations	Simon Forge (CEPS/SCF Associates Ltd)
12:30	Validation session – open discussion	ENISA/CEPS/SCF Associates/Audience
13:00	Lunch break	


SESSION 2 – PERSPECTIVES ON THE EU MARKET FOR NIS PRODUCTS AND SERVICES

14:00	A global view of the NIS market from an EU supplier perspective	Fabian Bahr, Head of Berlin Office at Giesecke & Devrient GmbH
14:30	Perspectives on the EU market for NIS products	Pascal Beglin, CEO at Streamwide
15:00	Cybersecurity certification and the EU NIS market fragmentation	Antonio Ramos, Founding Partner at Leet Security
15:30	Open Discussion	Speakers and audience
16:00	Wrap up	ENISA



Thank you

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