



# Increasing market adoption of qualified trust services

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Brussels | 30/06/2015



# Qualified trust services under the new eIDAS Regulation

# The new trust services under the qualification framework



- ✓ Electronic signatures
- ✓ Electronic seals **New**
- ✓ Electronic time stamps **New**
- ✓ Electronic registered delivery services **New**
- ✓ Certificates for website authentication **New**

# The new scenario from a market perspective



Before:

✓ Electronic signatures

Main driver & business case:  
Legal effects of the signature

Now:

✓ Electronic seals

✓ Electronic time stamps

✓ Electronic registered delivery services

✓ Certificates for website authentication

New drivers &  
business cases

# The market outlook for the introduction of qualification services

# Strengths for the introduction of qualified services



- ✓ Direct legal effects
- ✓ Stronger supervision
- ✓ Independent audit
- ✓ Liability & burden of proof
- ✓ Transparency
- ✓ Consumer confidence

# Challenges for the introduction of qualified services



- ✓ From the customer perspective:
  - ✓ Difficulty understanding / differentiating “qualification”
  - ✓ Ease of use
- ✓ From the provider perspective:
  - ✓ Compliance cost
  - ✓ Lack of market demand

# ENISA's study on this area: Qualified certificates for website authentication

# Study of the introduction of qualified website authentication certificates (Qualified WACs)



## Why a case study on this trust service (WACs)?

- ✓ It is a very large market
- ✓ Has a key role on the security of internet (building block for TLS)
- ✓ Industry driven & dominated by few players
- ✓ Most qualified providers already issue WACs

# Study of the introduction of qualified website authentication certificates (Qualified WACs)



1. Comparative analysis of existing types of WACs to the requirements set in the Regulation for qualification
2. SWOT analysis & recommendations for the introduction in the market of qualified website authentication certificates



# Panel discussion

## *Panellists:*

Arno Fiedler (Nimbus Technologieberatung)

Etienne Combet (Club PSCo)

John Bullard (Identrust)

## *Moderator:*

Clara Galan (ENISA)